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Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

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Gauntlet Thrown Down and Accepted

At the Instance of the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware, One Cereal Concern Cuts Off All Retail Buyers in Philadelphia and Another Cuts Off Retail Grocers' Association. Retail Elements Combine for Stiff Fight. Will Throw Out Goods of All Manufacturers Severing Direct Relations and Divert Trade from Jobbers Belonging to Wholesaler's Association.

The Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware has at last succeeded in arousing the friction between certain manufacturers and various large retail buyers which it has been endeavoring to arouse for some months. As the result of its action, the Philadelphia Retail Grocers' Association, the Acme Tea Co., the William Butler Co., Robinson & Crawford and practically every other chain-store concern in Philadelphia have received word from the Toasted Corn Flakes Co., of Battle Creek, Mich., that after January 1, 1908, their orders for Toasted Corn Flakes would no longer be received direct, as they had been up to that date. All of the concerns named have been buying direct from the Toasted Corn Flake Co. and their orders have been eagerly solicited by the representatives of the Toasted Corn Flake Co.

In addition to the action of the company named above, the Natural Food Co., of Niagara Falls. N. Y., manufacturers of shredded wheat biscuit, has cut off the Retail Grocers' Association from its direct buying list, although, somewhat inconsistently, it does not propose, according to its local representative, to cut off the Acme Tea Co., the Butler Co. or any other chain-store concern, all of which are in exactly the same class, so far as purchasing goods is concerned, as the Retail Grocers' Association, and much smaller.

As to this feature of the Natural Food Co's attitude, which seems to the outsider rather inexplicable, the writer had an interview with Mr. Andrew Ross, local representative of the company, during the week. Asked why the Natural Food Co. should single out one member of an alleged objectionable class and refuse to sell it, while continuing to sell others much smaller, Mr. Ross contended that the Retail Grocers' Association was not singled out, that the policy of his company had for years been to gradually cut off its retail buyers and that in pursuance of that policy it had cut off the Retail Grocers' organizations of Reading, Pa.; Wilmington, Delaware; Baltimore, Md., and several others. Besides these, he said, several large individual retail buyers had been cut off for the same reason. According to him, the time of the Philadelphia Association to be cut off had simply come, and eventually all other retail buyers both in Philadelphia and everywhere else, would be also cut off. Mr. Ross was pressed to explain the motive of his company in cutting off the largest retail buyer in Philadelphia, while continuing direct relations with eight or nine others in the same market very much smaller, but he gave no explanation other than the above.

The most important factor in the situation is the Retail Grocers' Association, which comprises over 700 of the best retail stores in Philadelphia including practically all of the large central stores such as Martindale & Co., Hanscom Bros., the Acker Co., and others in that class. The association will not submit tamely to being excluded from privileges which it has formerly enjoyed, and a sharp conflict is imminent. The temper of the organization can be seen from the following resolutions, which were adopted at the meeting last Monday evening. This meeting, incidentally, was the largest attended and most enthusiastic in the history of the organization:—

Whereas, Certain persons alleged to be wholesale grocers of Pennsylvania, Delaware and New Jersey, have united for the purpose of enforcing the employment of so-called legitimate methods for the distribution of commodities handled by the grocery trade, and

Whereas, The efforts of such a union tend to illegal discrimination, disturbing economical distribution, balking competition and enhancing cost of products to the consumer and destroying the good relations now existing between the manufacturer and the distributor, and

Whereas, The efforts of the said union have been mainly, and in some cases solely against the Philadelphia Retail Grocers' Association, be it therefore

Resolved, That the Philadelphia Retail Grocers' Association use every legal and moral method in combating any agreement that may tend to levy an unearned tribute, restrain freedom of commerce or increase the cost to the consumer, and be it further

Resolved, That, as members of the Philadelphia Retail Grocers' Association, we will place no orders for specialties or new goods unless the same be billed through the Retail Grocers' Association. And be it further

Resolved, That, such wholesale grocers as become identified with such conspiracy or agreement be known to have become unfriendly to the retail grocer and relations be accordingly. Be it further

Resolved, That the President and Secretary be hereby authorized to employ such attorneys necessary to properly investigate the above conditions, and take such legal action as may be deemed advisable.

Resolved, That these resolutions be printed and a copy sent to each member of the Association.

Within the next few days a meeting will be held by the Retail Grocers' Association, the Acme Tea Co., the William Butler Co. and the other chain-store concerns. The purpose will be to form an offensive and defensive alliance among these firms, all of which together means a fighting strength of 1,100 of the most active retail stores in Philadelphia. According to the resolutions adopted by the association, each member will refuse to handle the goods of any manufacturer cutting off the organization, which it is clearly within his power to do. If 1,100 retail stores adopt this course simultaneously the result will be a dull thud in the sales of the manufacturers involved. A concerted effort will also be made by the members of the association to transfer their trade to jobbers who are not affiliated with the Wholesale Grocers' Association.

On Friday last, at 3 o'clock, practically all the large central retail grocers met at the association rooms and decided finally to join the association in its fight. They are already members. This is one of the organization's strongest elements of strength—it has with it every one of the large retailers.

The argument which of course lies at the bottom of the move, on the part of the Wholesale Grocers' Association, is that no retailer or set of retailers has the right to buy direct from the manufacturer. The jobbers' organization takes the position that a "wholesaler" buying in five-case lots should be permitted to buy from the manufacturer, while the Retail Grocers' Association, or the Acme Tea Co., buying in 100-case lots, should not. The retailers' organization will stand solidly upon the principle that the only sensible criterion is the quantity bought, and that each manufacturer should establish a jobbing quantity, which any one with the price could buy.

Cannonsburg Retailers' Association Declare Dividend.

Association Year So Prosperous That Money Is Available for Distribution. Small News of the Local Associations.

Special correspondence of "Grocery World."

Erie, Pa., January 2, 1908.

The Business Men's Exchange of New Castle has selected E. O'Brien as secretary.

The Coraopolis Chamber of Commerce have elected the following officers: President, H. C. Graham; vice-president, Dr. Ramsey; secretary, Charles W. Roll; treasurer, Geo. W. Scott; solicitor, W. T. Tredway; directors, Jas. L. Adams, J. W. Byers, W. J. Ditrich, E. V. Hollister, W. F. Lantz, A. V. Laughner and G. H. Minch. W. T. Tredway presided.

State Secretary A. M. Howes will address the DuBois Business Men's Exchange at a banquet on January 28th.

The Cannonsburg Business Men's Association, after closing the books for the year 1906 and 1907 to November 1st, declared a dividend of over 30 per cent. payable December 9, 1907, which amounted to the sum of $5 per member, 31 members being in good standing. This association does no co-operative buying or selling.

A. M. Howes.
State Secretary.

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TRADEMARK REGISTRATION

The Cocoanut Man Who Denied Before Being Accused

The Recital of Some Peculiar Methods by which Some Cocoanut Concern Sought to Obtain An Advantage Over A Competitor. The Fake Telephone Calls. Some Interesting Correspondence.

The Franklin Baker Co., well-known Philadelphia manufacturers of shredded cocoanut, told a "Grocery World" representative during the week of some peculiar business methods they have discovered on the part of a competitor who also does business in Pennsylvania.

For several consecutive days the Baker concern received telephone messages purporting to come from customers asking for prices on their various lines of goods. There was nothing especially unusual about these calls, except that they came with unusual frequency and in no case resulted in an order. Finally one day it became revealed that the calls were fakes. The individual who was doing the calling under false pretences was finally sharply questioned as to which member of the alleged firm he really was, the voice not being recognizable. He said he was the bookkeeper, but when Baker & Co. themselves called up the house he claimed to be from, the entire establishment denied having communicated with them at all. At once the Franklin Baker Co. sent the following letter to their trade:—

> Owing to the fact that a representative of a competitor of ours is using the names of our customers to obtain prices from us over the phone, we are obliged to refuse to give phone quotations unless we recognize the voice of the buyer.
>
> Please pardon us, therefore, if there is a little delay in quoting you. We assure you that this is for your own protection as well as ours.

The above letter was sent because the scheme at once revealed itself as that of some unscrupulous competitor, working in the hope of getting a private price which he could either cut under, or use to knock the Baker Co. with their own customers.

Up to this time the Baker people had no direct evidence as to the identity of the competitor who had done the thing, although there was in their mind the name of one concern as the only one in the business capable of such cheap tricks. At this juncture the Baker Co. received the following ridiculous though illuminating and significant letter:—

> Philadelphia, Pa., Dec. 21, 1907.
> The Franklin Baker Company,
> Philadelphia, Pa.
>
> Gentlemen:—Within the last few days we have been told and shown copies of a circular letter you have sent out, under date of December 17, 1907, in reference to "The representative of a competitor securing your quotations, over the telephone, by using the names of your customers."
>
> As we are the representatives for the largest COCOANUT house in the country (L. Schepp Co., New York) and have caused you the loss of trade in Philadelphia, this looks to us like a fling at our business integrity. We will give you to DISTINCTLY UNDERSTAND that we are not interested, in any way whatever, what your prices may be, nor have we ever used any telephone and used the names of COCOANUT buyers to learn what you are doing.
>
> We shall be glad to hear from you regarding the above.
>
> Yours very truly,
> HARRY J. RORER.
> Representing L. Schepp Co., New York City. Schepp's Cocoanut.
> Dictated H. J. R.

Remembering that there are several other concerns selling shredded cocoanut in Pennsylvania, any one of whom the Baker Co. *might* have meant, the letter from the Schepp agent tells its own story. The Franklin Baker Co. are now about to send another communication to their trade reproducing the Rorer letter "as a matter of amusement," and adding at the bottom this concise comment: "If the shoe did not fit so nicely we do not think he would take such great pains to deny something of which he has not been accused."

The incident is simply another illustration of the fact that there are some concerns who when they enter business lay aside every principle of dignity, decency and fairness, and who will stoop to the most contemptible tricks to obtain an advantage over a competitor.

S. B. Goff & Sons Co., of Camden, N. J., are offering a 25-cent bottle of their cough syrup free to any dealer sending for it. They have a special offer that will interest you; better write to-day. You get in good company when you stock Goff's remedies, as more than 14,000 grocers are handling them.

STATE HOUSE



CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

No Adulterations in Breakfast Foods

Pennsylvania Dairy and Food Department Completes Its Investigation into Proprietary Brands of Cereals. Dr. Frear, State Chemist, Reports a Total Absence of Adulteration and Tonic Drugs. Considerable Misbranding However, and Many False Claims. Weights Extremely Variable.

As reported in the "Grocery World" at the time. the Pennsylvania Dairy and Food Department several months ago began an investigation into the quality of the principal brands of breakfast foods on the market. In all eighty-two samples were gathered and handed to Dr. William Frear, State chemist, for analysis. Dr. Frear is president of the Foods Standard Commission, acting under the immediate authority of the National Government and is one of the country's most eminent chemists. He has completed the work assigned him and submitted to Dairy and Food Commissioner Foust during the week an elaborate report, covering fifty-two typewritten pages.

The investigation made by Dr. Frear was purely chemical and microscopical. He says that "the determination of nutritive values was confined to ascertaining what the ingredients of the foods are and whether or not they are normal in composition." No attempt was made "to compare their digestibilities and nutritive values by direct physiological experiment." The examinations were conducted in such a manner as to ascertain as far as possible the truth or falsity of the high claims made by the manufacturers of these preparations or the charges made by others that "certain of these foods are highly medicated and that many of them are extensively adulterated with worthless materials, such as corn cobs, corn stalks, wheat bran, etc." The result of the examination tends to show that the claims of many manufacturers are highly colored and sometimes absolutely false, while the charges that drugs or foreign substances have been used is not sustained.

The following quotations from Dr. Frear's report indicate one weak point in many of the breakfast foods:—

> Freedom from insect invasion and destruction is an important condition for merchantable breakfast food. Many of the samples when opened for examination, were found to be infested, and many of them exhibited evidences of very extensive destruction. This was true, however, not only of packages that were manifestly shelf-worn, but of many that were fresh in external appearance. In view of the fact that these samples had been shipped in the same case with many other samples and had necessarily been stored for a time in the same lock-closets prior to examination, and also to the well-known fact that the insects causing such destruction are able to pass rapidly from package to package and equally well work their destructive effects, it has seemed fairest not to make a specific report with respect to the particular samples found infested, lest injustice be done to dealers and manufacturers whose goods were sound when sold to the agent.

Seven samples of rolled and crushed oats were examined. These were found to be practically all they were represented to be. There was no evidence that sulphurous acid had been employed as a bleaching agent and no instance of false labeling as to package weight. Except as barley is represented, in whole or in part, in some of the so-called malted breakfast foods, only one barley product appeared among the samples. The statement on the label that this food "contains more brain producing elements than any other breakfast food" is declared by Dr. Frear to be "not true, since there are other breakfast foods richer in cereal germs that contain more phosphorous."

The samples of corn products examined consisted of corn meal, hominy or grit, and cooked products. No harmful foreign products were discovered, although some of the labeling is not justified by the actual facts. Many samples of wheat products were examined. No foreign tissues were found in the samples, but the claims of many of the labels are false. Several cases of flagrant misbranding are noted. In the examination of the so-called malted or predigested breakfast foods, Dr. Frear found that in almost every instance the claims of the label are not borne out by the actual facts. Many of these foods claim great medicinal virtue and are presented to the consumer as restorers of brain power or nerve force, builders up of the human system. Claims of this sort are undoubtedly meant to deceive the public and attract buyers; there is absolutely no basis for many of the assertions found on the labels of some of these products. They constitute misbranding of the most flagrant sort and are violations of the pure food law.

In reference to self-raising flours, Dr. Frear says the samples examined "showed the presence of no sulphurous acid." There was no evidence of misbranding except in two samples which have on the principal face of the package in large type the name "Buckwheat," though it is explained elsewhere in small type that the articles are mixtures of buckwheat with other flour. These are distinctly in violation of the United States regulations. Several of the samples revealed considerable amounts of nitrous acid used for bleaching purposes. Dr. Frear says: "The sale of flours that have been bleached should not be permitted without a proper declaration of this treatment, for while it may be said that the effect of the treatment is an improvement in the appearance of the flour, the real object is to make possible the sale as a high-grade article of flour known by its color to be an inferior product. It is this in violation of the spirit of the Fourth Article of Section 5 of the Act of June 1, 1907, which defines a food as 'adulterated' if it be mixed, colored, powdered, coated, stained in a manner whereby damage or inferiority is concealed. It is not only in violation of the spirit of the act, but also contrary to its letter, if the definition of the verb *stain* is held to be 'to discolor'; that is, 'to alter the natural tint or hue.' United States regulation 12 embodies this view. It says: 'The term 'stain' includes any change produced by the addition of any substance to the exterior portion of the food which in any way alters the natural tint.'"

The report of Dr. Frear will appear in full in a special bulletin of the Dairy and Food Division, to be issued within the next thirty days for the information of the trade and the consuming public. In that report the various breakfast foods examined are distinctly named, with the results of the chemical analyses and the comments of the chemist upon the quality of the products and the character of the claims made by the manufacturers. While it has not been shown that the various foods contain anything injurious to health, it has been demonstrated that many of them are peculiarly susceptible to infection by insects and worms and that every household using them should own a microscope. And it has also been shown that they possess no superiority over other foods and that the extravagant claims put forth by their manufacturers are without foundation. That is the most serious charge that can be brought against them. They are sold in many instances because of the claim for medicinal properties which they lack.

The demonstration that bugs and worms exhibit a marked partiality for breakfast foods suggests that some regulation should be adopted to bring the product directly from the manufacturer to the consumer. If the newly manufactured samples sent the chemist by the agents of the Dairy and Food Division were contaminated by associating for a few days with some samples that were more ancient, it is a fair inference that the shelves of a retail grocery, no matter how careful the grocer, would ere long contain few cases of breakfast food that were free from bugs or worms or both. In no instance would the consumer be justified in eating the food without subjecting it to a microscopic examination, and in every instance it should be as fresh as possible, coming directly from the factory to the consumer, not subject to association with that manufactured some months previous, and almost certain to be infested by creatures that would relish nothing better than the change to new pastures in the fresh breakfast foods.

A brief summary of the result of his investigations follows:—

> It has been shown clearly that the materials used in preparing the cereal breakfast foods are wholesome grains, or some of their more valuable products, and that the addition of bran, corn cobs, corn stalk, or similar foreign substances, sometimes said to be used as adulterants, is purely imaginary. Furthermore, the samples exhibited a good condition of dryness, but many were wormy when received.
>
> In general they exhibited no evidence of the use of bleaching

agents, except in the case of a few pancake flours.

The test for tonic materials, such as strychnine, and also for morphine, were negative.

On the other hand, the net weights contained in the packages were most variable.

The representations concerning the chemical composition and nutritive value of the preparations were often very highly misleading and sometimes utterly reckless.

The costs of these foods is low, if they are regarded as confections to please the taste, but very high if they be treated as substitutes for the ordinary domestic cereal products.

One merchant took 100 books to use on mean customers. He found they were good for all kinds of people and now uses 500 Forbes Indexed Coupon books every three months. See advertisement.

Can't Force a Manufacturer to Disclose His Formula.

The Supreme Court of South Dakota on Tuesday last declared void the provisions of the State pure food law requiring patent medicines to bear the formula telling the composition of the medicines. The decision releases R. F. Brown, a wholesale druggist of Sioux Falls, who applied for a writ of habeas corpus in a test case.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

NOW FOR "PLAIN THINGS."

The spirit of economy is abroad. Now it will be potatoes, pork chops, canned tomatoes and baking beans. Let us be ready. Tomorrow we'll make potatoes 39 cents a basket. We'll sell tomatoes 3 cans for 25 cents, and we'll push beans out at 7½ cents a quart. That's the way to fall in line. The store that does these things is simply sizing up a situation. Put your fancy stuff out of sight. Forget Christmas. Talk common things. Refer to the advertised staples. Lots of them are sorry they spent so much. Watch the result of this ad.

SELL TEA.

Begin to sell tea. Don't waste time knocking tea store presents. It does no good—except to the fellow you knock. Talk up that 37-cent Ceylon. Tell about its peculiar strength. Its flowery aroma. Its distinct flavor and its remarkably beautiful color in the cup. Find out your customer's kind and her price. Give her a sample of one for less money. Give it cheerfully and keep her in mind. Ask next time how she liked it. Cultivate the habit of remembering sample-giving. Women like it. They somehow fancy that they're singled out. Keep it up; it's a winner. But, gentlemen, sell tea. Don't be guilty of taking a grocery order week in and week out from the person who has "her own tea and coffee man."

BORING THE TRADE.

Be careful about boring people. If a person wants to look around, let her. Let her do it in peace and comfort. Many a man and woman is driven—actually driven, from a store by inopportune solicitation. Dogging people is practiced largely in the cheaper department stores. Avoid it. Study tact. Wait till she's ready. Don't act over-anxious. Make her feel at home and she'll come again, with an order.

THE UNADVERTISED COUNTER

is telling. Blue Label catsup at 20 cents. Baker's cocoa at 22 cents. Fels Naptha soap at 4½ cents. Ivory at 7 cents, and such things as these that are displayed on the unadvertised counter must meet the view of the stranger. The impression given is a good one. But don't appear to push these things or to give the impression that they're catch pennies. But rather that the prices are in line with other things in the store and are merely shown up as a matter of course.

"Figures Don't Lie"

SUPPOSE somebody paid you for all the eggs broken in your store or while being delivered. Did you ever stop to think how much money it would mean to you?

¶ Do you know that the average breakage of eggs is eight to a case of thirty dozen? Suppose you sell 100 cases a year, that's 800 broken eggs; suppose you only pay 20 cents per dozen for them, that means 66⅔ dozen or $13.35. Suppose we can show you how to save nearly every penny of this sum! Suppose we can show you how to handle eggs in half the time without breakage, would it interest you? We will do so gladly if you will write us, and the information won't cost you anything.

Star Egg Carrier and Tray Mfg. Company

ROCHESTER, N. Y.



What You Want is Uniformity

When we launched **Gurnse** fancy print butter on the market we realized that the quality which the grocer most needed in butter was uniformity. It were far better for him to sell a good second grade, if it could be held uniform, than the fanciest grade to-day and something different to-morrow.

Gurnse never varies. It comes from our own dairies and so is under our supervision from the very beginning. From the churn to the carton it is relentlessly inspected, and when it finally passes the inspection of the Philadelphia Produce Exchange it can be accepted for as near perfect as butter can be.

Wrapped in brine-dipped wrapper.

P. F. BROWN & CO.

39 South Front Street, Philadelphia, Pa.

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Vice-President and Editor.
DAVID EZEKIEL,
Advertising Manager.
W. H. NAYLOR,
Circulation Manager.
FRANK D. WARNER,
Manager "Prices-Current."

The Fight.

The fight seems to be on between the jobbing interests and the large organized retail buyers, over the latter's right to buy from the manufacturer, and it is probably a good thing that it is. It has been pending for a long while, it had to come some time, so let it come now and be fought out.

In Philadelphia there are about ten large retail buyers. Of these the largest is the Retail Grocers' Association, which buys for 700 stores. Next come the Acme Tea Co. with about 180 stores, the William Butler Co. with about 100, and several more with chains of retail establishments down to 15 or 20 in number.

Up to the present time practically all these concerns have been able to buy all but a very few articles direct from the manufacturers. The largest have been able to buy everything on the list except perhaps one article. As a matter of fact, in some lines the Retail Grocers' Association has become one of the two or three very largest buyers in the entire country.

The Toasted Corn Flake Co. and the Natural Food Co. are the only manufacturers to disturb the direct-buying relations of these concerns up to the present time. The first manufacturer named has cut them all off, but the second has cut off only the Retail Grocers' Association. In this it has done an inexplicably unfair and inconsistent thing. To reach a conclusion that no retailer or set of retailers should buy direct from the manufacturer, and in furtherance of that conclusion to cut off all such concerns at once is one thing, but to reach that conclusion, and then cut off the one concern most entitled, by reason of its larger purchases, to remain, is another. The Natural Food Co. does not undertake to explain the philosophy which leads it to refuse to sell the Retail Grocers' Association, representing 700 stores, while freely accepting direct orders from chain-store concerns with twenty stores, and indeed it could not explain it on any rational ground. The only available explanation seems to be that the Retail Grocers' Association, by reason of its importance, has been made the special object of attack by the Wholesale Grocers' Association. This, however, does not relieve the Natural Food Co. from a position which it will be hard to make the retail trade of the country believe is fair.

The jobbers are excessively short-sighted in stirring up this wasp's nest. They have in the "Grocery World's" judgment been very badly advised. The secretary of their organization, whose work this is, has nothing to lose by the controversy. He is not in business, and if he makes his personal point he is probably quite indifferent to the possible losses of those affiliated with him. For the retail concerns cut off by the manufacturers will not buy of the jobber, and if they did it would not be from the members of the Wholesalers' Association. They will simply stop buying anywhere the goods of the manufacturers who cut them off. Furthermore, no member of the Retail Grocers' Association bought all his goods from the association. The balance of his trade went to jobbers, and it was often a very considerable balance. There is already a well-concerted plan to divert this trade to jobbers not members of the Wholesalers' Association, and even if this succeeds only in part it will be felt. Thus the manufacturers who allowed themselves to be influenced by the Wholesalers' Association will suffer, the jobbers responsible for the manufacturers' action will suffer, and nobody will gain anything whatever.

Another reason why the jobbers have made a great mistake is that for months the 150 retail grocers' associations which compose the Pennsylvania Retail Merchants' Association have been eager to organize a State co-operative buying organization. In one month a strong hand could fuse them into the largest single buying organization in the world. There is much reason for expecting that those in control of the State Association may consider this the ripe moment for such a movement.

The Woman's Home Companion.

In answer to the "Grocery World's" challenge to the "Woman's Home Companion" to reveal the scene of its January article attacking grocers, the following highly evasive and unsatisfactory letter has been received:—

THE
CROWELL PUBLISHING CO.
WOMAN'S HOME COMPANION
FARM AND FIRESIDE

New York, N. Y., Dec. 31, 1907.

My Dear Sir:—In reply to your letter of December 23d, which arrived during my absence from the office, I am very glad to know that you will reproduce the greater part of our article entitled "Can We Afford to Be Clean?" in your publication.

We are very willing to give the names of the Philadelphia suburb referred to in our January article and of the two stores at which purchases were made—but not for publication in the "Grocery World" or for any other use which might result in harm to the merchants in question. It is our invariable custom to give full information to our readers and friends, and I invite you when you are next in New York to call at this office. If you are still curious at that time about the names of the grocers whom we used as examples and if you can convince us that your use of these names will not in any way reflect discredit on them or us, we shall be very glad to place such information as we have at your service.

We have noted with much interest the comments which you have made upon our article, and in the thought that they might be of some interest to our readers we are reproducing some of them in our February number.

Yours sincerely,
FREDERICK L. COLLINS,
Editor.

To E. J. Buckley, Esq., Vice-President "The Grocery World," Philadelphia, Penna.

The "Grocery World" has even less hesitation now than before the above was received in expressing its belief that the article reproduced last week was in part at least a pure fable.

The writer has been a newspaper writer for several years, and has learned among other things to tell a newspaper fake as far as he can see it. The "Woman's Home Companion" article reads in part not only like a fake, but like an exceedingly clumsy fake by a writer grossly ignorant of his subject. A sample statement was touched upon last week that a grocer close to Philadelphia sold prunes as seconds. Prunes are never sold as seconds. Another statement was that certain roasted coffee purchased at a certain dirty grocery store and analyzed, proved to be a blend of Mocha, Java, Rio and chicory. That we believe to be a pure invention. Probably never since the world began has Rio coffee been blended with Mocha and Java, as the result would be an outrage on the palate. Furthermore, even if it had been, no analysis could disclose it for two reasons: 1, not even the ablest coffee expert can pick out different grades of coffee blended and then roasted; 2, the chemical constituents of Mocha, Java and Rio are so nearly identical that the keenest chemical analysis could not detect the difference.

The Returning Good Times.

The prosperity of this country must invariably depend upon the employment of its labor. So long as labor is generally occupied at good wages, there may be occasional pinches, due to the high cost of necessities, but there can never be any real hard times. On the contrary, with labor unemployed to any marked degree,

there can be no good times, for the only foundation upon which prosperity can build is not present.

For several weeks the largest industrial concerns in the country have been dispensing with men. Others have been threatening to, and this much more than any scarcity of currency has been responsible for the temporary tightness of the times.

Thousands of these idle men will this week return to work. In Pennsylvania alone it is estimated that 10,000 have taken or will take up their tools again. This cannot fail to have an immediate effect upon the situation. It will restore confidence in the future, by far the most vital factor in the recurrence of prosperity, and it will increase the demand for merchandise, the next important factor. As for increasing the supply of currency, that is a secondary consideration, for if there is real need of money, men can create it out of sticks and stones if need be.

Already the prices of many food products have been forced downward by the lack of demand. Others are expected to fall somewhat during January, even though the demand should improve. They are too high, probably in many cases not higher than market conditions would warrant, yet still too high for the people to buy much of.

Dr. Wiley's Retreats.

Dr. H. W. Wiley's argument with the Corn Products Co., which controls glucose manufacture in this country, over whether the latter's product should be called glucose or corn syrup, is still unended. While it is probably politic for the glucose concern to conciliate if it can the food authorities, in order to avoid all possibility of trouble, it is still aggravating to see it wasting so much time with Dr. Wiley over a question in which he hasn't a leg to stand on.

To those who have kept a careful watch on the administration of the Federal food law, the retreats which Dr. Wiley has been compelled to make from arbitrary positions assumed in the beginning show clearly how very arbitrary and unwarranted they were.

In the original regulations Dr. Wiley ruled that the giver of a guarantee of purity must stand prosecution, even though he also held a guarantee for the same article. Only a month ago he was compelled to give out an opinion by the United States Attorney-General overruling him absolutely.

Dr. Wiley said that the labels of imported food products must be printed in English. A few weeks ago he retracted this and decided that importers could do as they pleased about it.

In the beginning Dr. Wiley announced unofficially that in all probability no preservative or artificial coloring could be used. Overborne by the Secretary of Agriculture he has been compelled to pass goods preserved with benzoate of soda or sulphuric acid and to himself give out a list of dyes that could be used.

His attempt to dictate the form of a food label, even of such as conformed in all respects to the law, was Dr. Wiley's most flagrant assumption of unlawful authority. A short time ago he issued another ruling explaining that his label regulation was not mandatory, but merely advisory.

And so he has been compelled to withdraw from one illegal position after another. And there will be more retreats before the food law is completely threshed out. His regulation defining an original package, for example, contradicts every court decision on the books. Dr. Wiley, with all of his admitted ability, is a mischief-maker.

California's New Food Law Now in Effect.

The Pure Food and Drug Law of California went into effect on January 1, 1908. The enforcement of this law is placed with the State Board of Health, which will locate a laboratory at the State University Laboratory, Berkeley. Prof. M. E. Jaffa, a food expert of international reputation and a chemist of renown, has been appointed director. The law makes the sheriff of each county an agent of the Board for the collection of samples, and upon a verified complaint being filed with him must purchase samples and send them to the laboratory for examination.

"The Best Known *and* Known as the Best"

The past history of the **"EXTON"** crackers reflects their future. They will be in demand long after the inferior ones are buried under the sod of bitter experience.

The energy expended in endeavoring to supplant the always-reliable **"EXTON"** crackers with others of no reputation and little merit would bring far more net profit to the grocer if used in pushing the sale of the high-grade **"EXTON"** brand.

If you will carefully note the methods of the grocers who are forging ahead and doing the largest all-the-year-around business, you'll find it's the trade that handle the old reliable **"EXTON"** cracker.

Manufactured since 1847 by

A. EXTON & CO., TRENTON, N. J.

Pioneer bakers *of* the celebrated Trenton-made crackers stamped "EXTON"

A Quarter is a Popular Price

Not a grocer in business but has a 25-cent coffee. It's a custom of the trade to which there are probably no exceptions.

If he is wise he will sell more 25-cent coffee than coffee at any other price, for a quarter is a popular price and for that price, at good profit to himself, he can sell a coffee that will satisfy almost anybody.

The most taking 25-cent leader in the market is our **Moco-Mo.** It is a full-bodied, fragrant blend and packed in a most unique way, first in a sealed bag, then the bag in a sealed carton. All the fragrant freshness that the coffee has when it comes hot from the roaster, is held until the coffee is opened in the consumer's kitchen.

The John H. Fitch Coffee Company

IMPORTERS, ROASTERS AND JOBBERS OF HIGH-GRADE COFFEES

YOUNGSTOWN, OHIO

SHOW THESE ONCE!

Anker's Bouillon Capsules



If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

LOOK FOR THE
GLOBE

On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.



Hams That Always Sell

There is another sort of ham much less preferred to the absolutely unidentified and unbranded ham, and that is the ham of the packer who gets good raw material to-day and poor to-morrow.

Both of these kill the grocers' trade, because they are so irregular. They please his customers to-day and provoke them to-morrow. No trade can last long under hot and cold applications.

Swift's PREMIUM Hams are always regular. We have the pick of the hogs of the whole country and hence we can keep the quality even the whole year through. Swift's PREMIUM Hams hold and increase trade.

SWIFT & COMPANY, U.S.A.

We Will Show You How to Get a First-Class CASH REGISTER Without Its Costing You a Cent

We have an especially fine cigar for the money, which we believe grocers can build up a good trade on. We are so sure of repeat orders, we will give every dealer a first-class Cash Register with his first order of these cigars. If you want one write quick—the offer won't last long, as almost everybody who sees it is getting in line.



FAVORITE CIGAR COMPANY, Detroit, Mich.

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases, 1 dozen large bottles - -	$6.00
Cases, 2 dozen medium bottles -	6.75
Cases, 2 dozen small bottles - -	4.25
Cases, tins, 2-5 gallons, per gallon -	2.00
Cases, tins, 6-1 gallons, per gallon -	2.10
Cases, tins, 10-½ gallons, per gallon -	2.20
Cases, tins, 20-¼ gallons, per gallon -	2.25

JOS. M. OLIVER & SONS
IMPORTERS 5 South Front St., Philadelphia

The New York Letter

New Year Retail Prospects. Old Markets to Go. Mr. Callanan Says It's Glucose. No Decrease of Bottled Liquor Trade as Result of Temperance Campaign. Small News of the Trade.

Special correspondence of "Grocery World."

New York, January 3, 1908.

With kindly words of caution and warning offered to them from various sources, the retail grocers are not entering upon the new year with any reckless spirit likely to lead them into extravagances in buying supplies or otherwise. Yet the writer can assert that some of the most conservative and successful of the retailers have little patience with the cry of hard times and say that the panic period has passed. "As far as the grocery trade is concerned," said one large retailer, "there is nothing to fear for those who have their business on a substantial basis. Everybody was frightened for a time, but conditions are now improving and will soon improve even faster."

The New Year's trade was quite satisfactory, according to a number of representative retailers who were asked about conditions. Some said that it was better than the Christmas trade, although others found the latter all that could be desired. Collections have improved, partly as the result of the fact that banks are getting nearer to a cash basis. Savings banks that had a $50 limit a short time ago are now meeting all ordinary demands. While the limit was in force a person who tried to insist on getting more than the amount mentioned was subjected to the rule requiring a 60-day notice of withdrawal.

* * *

City officials are at last showing some sympathy with the movement against the downtown retail markets, especially the old Washington Market. There is a plan to tear down this market and to build an office structure for city departments or to sell the land, which is worth some millions. The principal objections have been, however, not against the market itself, but against the stalls built on the sidewalks outside the market. The stalls shut out the light from the market itself and are an injury to the tenants inside as much as to the entire neighborhood. The authorities have in the past, on various occasions, convicted some of the short-weight practices and of selling food that was not fit to eat, especially meat.

It has been charged in behalf of the retail grocers that the sidewalk dealers have sold more decayed food than has been sold at any other place of equal size on the globe. The tricks of the outsiders are said to have brought the entire market into a certain disrepute, much undeserved in the case of the regular dealers renting space inside.

Although some of the city officials now talk of tearing down the market it is likely that there will be strong pressure to allow it to stand and to improve it by removing the objectionable sheds built on the sidewalks and by making it cleaner and brighter in various ways. It is believed that a decision will be reached by the coming spring.

The market is one of the oldest in the city. Although the uptown movement of population long ago reduced its usefulness, yet it has always been a busy place, as steady streams of people pour through it and by it on the way to cars and ferries, and it retains some of the old time trade of people who think that they ca buy cheaper there than elsewhere. But the days when farmers brought produce to markets and sold to the consumers have long since passed in New York.

* * *

Glucose and not corn syrup is the right name, says L. J. Callanan, who has further sent a letter to Secretary Wilson, of the Department of Agriculture, expressing the hope that this official will not change his recent ruling on this subject. The New York grocer says that he thoroughly disapproves of the efforts of those who are trying to get a new ruling. In part he says: "If glucose is healthy a syrup which is composed of 85 per cent. of it should be called glucose syrup. If it is

unhealthy, why should it be sold at all? It was a mistake to call it 'corn syrup.'

"I have never known an article to meet with success which has been put on the market under false pretences. Look at oleomargarine. To-day after years of fighting, it is still under the ban. If it had been introduced as oleomargarine, sold as oleomargarine, without being colored, it would be a staple article in this country to-day. But, no, the people who introduced it claimed that it would not sell unless it was colored to imitate butter. This is where the mistake was made. It is conceded by every man who has looked into it carefully that oleomargarine, properly made, is as good as any butter and will keep better than butter. What is its position as a mercantile article to-day? It could not be sold unless it was sold as butter—a fraud being committed on the party to whom it was sold. This I contend would not have been the case had it not been colored.

"It is idle to say that if an article has merit it will not sell under its own name. If its merits are properly placed before the people it will sell, but the minute a doubt is cast upon an article and its name is changed in order to hide the name of the material from which it is made, its doom is sealed. It may run for a short time; expensive and lying advertising may cause a good temporary demand for it, but it will be a continual fight, with the result that in the end it will be forced out of the market. If the fight now made on its healthfulness and its purity, it will become a standard article, and will be used by the people of this country with pleasure in quantities which will tax the capacity of the Corn Products people to produce."

In conclusion, Mr. Callanan declares that in his opinion the time has come when manufacturers and grocers will find it the wise and the popular plan to make the labels tally as close as is possible with the food that is sold, so as to avoid anything that might have even the appearance of deception.

* * *

In view of the growth of Prohibition sentiment as made evident by the enactment of laws prohibiting the sale of liquor in a number of Western and Southern States, some have supposed that the liquor trade all through the country is declining, and that the distilleries have seen their best days. The writer asked several grocers who sell bottled liquor and wines and they agreed that their trade has not been curtailed. It may be that the saloon trade would feel the effect more quickly than would the dealers in bottled supplies, if the public is getting more abstemious, as is supposed in some quarters. The actions of employers in discouraging their men from drinking, as illustrated several days ago in the case of a railroad president calling on his force to take the pledge, must have a practical result, it is argued. Yet it has often been said that New York is not easy to change from its ways, and so it may be that the liquor trade is not declining here as much as elsewhere, if it is declining at all.

* * *

The Business Men's Sunday-Closing Association continues to distribute literature appealing to religious, patriotic and to union labor sentiment to close the stores on the first day of the week. In a statement now being sent out, the association says that there may be excuses, in rare cases, for buying food on Sunday, but there can be none at all for buying anything else. Yet the excuse that sometimes it is necessary to buy food on Sunday serves to keep the delicatessen stores open between certain hours of Sunday, and as they compete with the small grocers some of the latter keep open for the same reason.

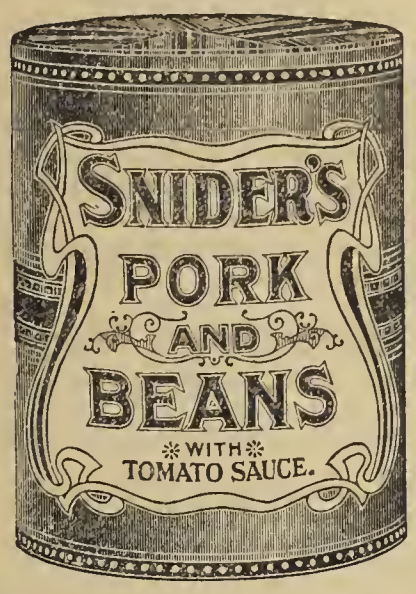
* * *

A report of the Coffee Exchange of the city of New York for 1907 shows that the sales were 10,555,260 bags, compared with 18,112,500 bags in 1906. The highest price paid for future was in March, when the May, 1907, sold at 6.70 cents. The lowest price for future was in January, when that month sold for 5.05 cents. The highest quotation during the year for No. 7 coffee, the standard grade, was 7⅜ cents and the lowest 5⅞ cents.

* * *

Schedules in bankruptcy of Arthur E. Netzband, a retail grocer at 2661 Third avenue, who had four branch stores, were filed last Saturday and show liabilities of $8,264, and nominal assets of

Words and Their Meaning



Pork and Beans are simply words, they don't mean anything in particular—except a variety of goods packed under this title of an equal variety of quality and character.

Snider's Pork *and* Beans mean much—this name on a can means that your trade will keep coming to you for more. They are put up with one idea—to be so unusually good that nothing else will take their place. This is the reason that grocers everywhere are not asked for Pork and Beans any more, but **Snider's Pork *and* Beans.** You will get a good understanding of the reason if you will serve a can on your own table.

The T. A. Snider Preserve Co.

Cincinnati, Ohio

Get Our No. 4

A copy of our Catalogue No. 4 will help you to decide a lot of questions.

It is called "Grocers' Tinware," and contains photographic descriptions of everything in the line of tinware that a grocer can possibly use. A price-list comes separate. Having them both saves a lot of correspondence.

First write us for the catalogue and then order from your jobber. Always remember to specify

"American" Goods

They are as good as the name always.

American Can Company

NEW YORK CHICAGO SAN FRANCISCO

The Pick of the Pack

As most of you know there is considerable difference in the quality of codfish. In our

Talisman Brand

only the pick of the best white codfish caught hand-line on the Georges' banks are used. These are cured, flaked, skinned and boned in a modern building surrounded by sanitary conditions, and are then packed in wood or glass ready for shipment. We know these goods will appeal to you and your trade; will you try a few? Your nearest Swift & Company Branch House can supply you. We will ship direct if you prefer.

SWIFT & COMPANY, Gloucester, Mass.

GOING SOME!

THE SALE OF

Forbes' Indexed Coupon Books

FOR OCTOBER INCREASED NEARLY

200 Per Cent.



Over the same month last year. Each month, except one, has shown a decided improvement. THE INDEX, reliability, quality, prompt deliveries, the F. O. B. destination by Express, EXPRESS CHARGES PAID BY US, please old customers and they bring us new ones.

"Have used your books for twelve years. Enclosed find order from N. C. Campbell.
BOYD & LYFORD, Humboldt, Neb."

Books in all sizes. INDEXED. The most convenient made. Relieve you from bookkeeping, forgotten charges and troubles of various kinds. Let us send you free samples. They are waiting for you.

J. P. FORBES, Forbes Building, Coshocton, Ohio

SHOW IT!

Pile Up Your Stock of

DEPENDABLE

MILLBOURNE

FLOUR

where it can be seen. Get the benefit of the advertising. Don't let the other fellow please your customers first. BE QUICK.

SHANE BROTHERS & WILSON CO.
Proprietors
City Offices, 672-686 Bourse, Philadelphia

MILLBOURNE MILLS
63d and Market Sts.

$4,103, consisting of stock and fixtures, $3,200; accounts, $542; horse and wagon, $200; cash on hand, $8; cash in the Hamilton Bank, $153, which has been assigned to R. C. Williams & Co. Among the creditors are R. C. Williams & Co., $1,601; W. S. Huselton & Co., $1,700, and W. H. Payne & Son, $575.

The schedules in bankruptcy of the Caswell-Massey Co., who had a chain of six drug stores, were filed on the same day. They show liabilities of $227,578, and assets of $133,248, consisting of stock, $81,420; fixtures, $25,431; accounts, $23,751; cash, $2,646. Among the creditors are the Hall & Lyon Co., Providence, $159,080; National Cigar Stands Co., $7,842; National Cash Register Co., $4,981; Huyler's $1,200; United Candy Co., Boston, $1,118; United Perfume Co., Boston, $2,700, and United Laboratory Co., Boston, $7,000. Horace E. Deming, the receiver, has been authorized to continue the business for sixty days from January 2d.

* * *

Wholesale grocery firms and importers of nuts have appointed a committee to formulate plans for relieving trade abuses. The rejections and cancellations have been especially numerous this season, the tight money market being variously given as the cause or the excuse. It is proposed to have a form of contract similar to that in use in the California fruit trade. The committee comprises Frank Farnan, of LaManna, Azema & Farnan; H. W. Fanning, of Austin, Nichols & Co.; E. J. James, of Bennett, Day & Co.; Wm. A. Higgins, of Wm. A. Higgins & Co., and William Hills, Jr.

FRED. A. MCGILL.

Jobbers After a Better Canned Goods Contract.

The National Association of Wholesale Grocers will undertake to bring to pass a better form of canned goods contract, a demand for which has arisen especially strong of late. To that end Secretary Beckmann has called a conference between 15 or 20 of the leading canned goods buyers of the country and the Contract Committee of his association, to be held at Chicago on January 20th. The National Association Executive Committee will convene at the Auditorium Hotel on January 21st and the chairman of the committees of the organization the preceding night. It was deemed a good time to take up the question of a more satisfactory and binding canned goods contract, especially as such action will be in line with the proposed action of the National Canners at Cincinnati on February 3d to 8th. Between the two great organizations of buyers and producers it is hoped to evolve a uniform contract which will obviate the deplorable conditions of cancellation and rejection, which have been especially grievous this year.

Specialty Salesman Facing Trouble

Proceedings About to Begin Against T. H. M. Townsend, Formerly of Sharon Hill, on Questionable Check Transactions. Accused Also of Embezzlement.

Civil and criminal proceedings are about to be begun in this city against T. H. M. Townsend, a specialty salesman formerly of Sharon Hill, Pa., but now of Wildwood, N. J. The charge will be questionable financial transactions.

It seems that Townsend, who is quite well known among the retail trade of this section, has had something of a criminal record. He is accused of embezzling a large sum of money from a former employer, a local wholesale grocery house, a few years ago. For this he was never prosecuted, as a trust company which had become his bondsman made good the money.

The plaintiffs in the action now about to be brought are H. T. Barnes, a grocer, 550 North 56th street, and F. Meixner, confectioner, 4501 Springfield avenue. In the first case Townsend induced Mr. Barnes to cash a check made by himself, which turned out to be worthless. All efforts to induce the fellow to refund the money have failed. In the second case Townsend induced Mr. Meixner to cash a check not made by himself, but given him by somebody else. Payment on this check was stopped, and in this case also Townsend has never made good. It is reported that he has been in the habit for years of requesting retail grocers to cash his checks.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

THE GROCERY MARKETS

Tea.

The tea market has remained in statu quo during the past week, and very little business has been done, owing to the holiday. Values are unchanged throughout, however, and everything is steadily held. Through all the financial stress, no weakness whatever has developed in tea. The demand is from hand to mouth only.

Coffee.

The market for Rio and Santos coffee has remained steady during the past week. Most of the trade seem to be expecting an advance in the near future, with a much heavier demand from interior points. The hand-to-mouth-policy which has marked the trade for the past six months has had the effect of bringing buyers continually into the market, and when the money tightness lifts there may be a considerable increase in the demand. There is still no indication that the speculative public intends to come into the coffee option market, and until they do the plans of the syndicate will be considerably hampered. Arbuckle Bros. are reported to have been very large buyers of all grades of washed coffees during the last few weeks, and this has resulted in a considerable stiffening of the mild market. Java and Mocha are unchanged and steady.

Sugar.

There has been no special change in sugar during the week. The raw situation is still steady to strong, and an advance in refined would not be unexpected, as the margin between raw and refined is now down to 70 points, except in New Orleans, where it is considerably larger. A temporary shortage in raw sugar during the present month is still indicated. The demand for refined sugar is very moderate.

—

Just before the "Grocery World" went to press, prices on refined sugar advanced 10 points.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is in fair seasonable demand at ruling prices. Sugar syrup is unchanged and in fair demand. Molasses is strong in New Orleans and almost equally so in secondary markets. The price for fine molasses is high and firm, owing to light supply. The demand is fair.

Fish.

The fish market has been exceedingly quiet during the week, but as to mackerel, firm. Norway mackerel is in extremely light demand, and if an active demand develops prices may go even higher than the present very high level. The Irish catch has been a partial failure up to the present time, although the situation is very strong. Cod, hake and haddock are steady, but in only fair demand. Domestic sardines are strong by reason of light supplies, but the rumored advance has not yet come. Imported sardines are strong and scarce. Salmon is steady, unchanged and quiet.

Canned Goods.

The canned goods market has had a quiet week. Tomatoes are unchanged and in very light demand. The talk of the 1907 pack has now culminated in a semi-official opinion that it may reach 14,000,000 cases. This seems extremely formidable, but if it is true, as many packers state, that only 20 per cent. of the pack, whatever it may have been, remains in the packers' hands, it will not actually be as formidable as it looks. Corn is dull and unchanged. Peas are steady, unchanged and dull. Peaches are scarce, quiet and unchanged. Apples are weaker and it is probable that an offer of $2.75 for New York State gallons might be accepted. Maine gallon apples are offered at $2.40, which is relatively low, as the difference between Maine and New York State brands ought not to be over 25 cents a dozen. The Baltimore small line is unchanged and inactive. California canned goods in first hands are very dull.

Dried Fruits.

Prunes are dull and unchanged, both in primary and secondary markets. Peaches and apricots show no change and little business. Currants are fairly active at ruling prices. Raisins are moving to some extent at prices that show little strength. Apples are quiet and a little easy. Citron is easier, now that the holidays are over. Figs are inclined to be easy also. Dates are now about the cheapest dried fruit on the market.

Beans and Peas.

Pea beans are unchanged from last week, on a basis of $2.25 both on spot and to come forward. The demand is light. Marrows are quoted at the same figure, and are quiet. California limas are unchanged and quiet. Dried peas of all grades are firm, unchanged and in fair demand.

Butter.

The butter market is about unchanged. The receipts of fancy fresh butter continue very light, and the demand is readily absorbing everything as fast as it arrives. Storage stocks are being reduced satisfactorily and the market is in a very healthy condition on the present basis. No change is anticipated during the next few days.

Eggs.

The egg market is about unchanged from a week ago. The fresh receipts clean up every day on arrival. There has been some increase in the receipts of fresh, but the demand continues very good and the present market is firm and unchanged. The future depends on the production of new-laid eggs. If present weather continues, there is likely to be an increase in supply, but not sufficient, probably, to change prices. Stocks of storage eggs are gradually decreasing, and the market as to them is unchanged.

Cheese.

The cheese market is very quiet, as is characteristic of the season. Stocks of cheese are lighter than usual at this season, and prices are 10 per cent. above a year ago. There is not likely to be any increased consumption of cheese during the next few weeks, and the price is therefore not likely to change.

Provisions.

The market for smoked meats is unchanged, and the demand continues dull. There is not likely to be any increase in the demand for the next few weeks, and the future depends on the supply of hogs. Pure and compound lard are unchanged, and a fair demand is reported for both. Family and butt pork are unchanged and dull. Canned meats and dried beef are unchanged and the demand is light.

Produce.

Pennsylvania potatoes, 78 to 80 cents per bushel; York State, 75 to 78 cents per bushel; Jersey, 45 to 50 cents per basket, demand fair to good; sweet potatoes, primes, $1 per basket; culls, 75 cents per basket, scarce and good demand; yellow turnips, 40 cents per basket, 65 cents per bushel; white, 25 cents per basket, demand fair; white onions, $1.35 per bushel crate; yellow globe, 65 to 70 cents per bushel, demand fair; savoy cabbage, 50 cents per barrel; domestic, $2.50 to $3 per 100; Danish, $9 to $10 per ton, demand fair; horseradish, $3.50 to $4 per barrel, demand good; watercress, $2 to $2.50 per barrel, demand good; parsnips, $1.50 per barrel, 30 cents per basket, demand fair; spinach, $1.75 per barrel, demand good; carrots, $1.50 to $1.75 per barrel, 35 to 40 cents per basket, demand fair; oyster plants, 3 to 3½ cents per bunch, demand fair to good; beets, 2 to 2½ cents per bunch, demand good; York State celery, 40 to 60 cents per bunch; Pennsylvania, 6 to 14 cents per bunch, demand good.

Green Fruit.

Apples, Kings, $4.50 to $5.25 per barrel; Baldwins, $2.50 to $3.50

per barrel; Hulbersons, $3.50 to $4.50 per barrel; Greenings, $3 to $4.50 per barrel; Pippins, $2.50 to $3.50 per barrel; Spitz, $3.75 to $5 per barrel; Spy, $3 to $4 per barrel; Bellflower, $3 to $4 per barrel, demand fair; bananas, jumbo, $1.75 to $2.25 per bunch; firsts, $1.25 to $1.75 per bunch; 8-hands, $1 to $1.25 per bunch; 7-hands, 75 to 90 cents per bunch; 6-hands, 50 to 65 cents per bunch, demand poor; pineapples, $2.25 to $2.75 per box, demand fair; lemons, $2.50 to $3 per box, demand fair to good; Florida oranges, $2 to $2.75 per box; California, $2 to $2.75 per box, demand fair; grapefruit, Florida, $3.50 to $5 per box, demand poor; tangerines, $3.75 to $4.50 per box, demand fair to good.

Nuts.

Peanuts, green, choice, 4¼ cents per pound; fancy, 5 cents per pound; jumbo, 6½ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair; almonds, 19 to 20 cents per pound; Brazils, 11¾ cents per pound; filberts, 10¾ cents per pound; pecans, 11 cents per pound; walnuts, grenobles, 12 cents per pound; marbots, 13 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Imported Fish Products.

The holiday week has naturally been a very quiet one for importers of salt fish. Nevertheless Irish and Norway mackerel remained very firm, and only some small hand-to-mouth business was done. These small purchases show very clearly that stocks in the hands of the jobbers are not plentiful and we look forward to a decided improvement in demand and price very shortly when the demand will set in again.

Holland herrings are dull and featureless and offers are way below import cost.

Scotch herrings are dull, but rather well held.

Irish fat herrings are scarce and prices tending higher.

Imported Oil Sardines.—No change to be reported. Failure of fishing seems to be general. To-day we have a report from our shippers in Japan that there also the catch this season seems to be more of a failure than ever before, so no supplies can be expected from there this season.

The fishing of sprats which had started was interrupted by the stormy weather and has not been resumed as yet. In Norway there is no fishing at present. Demand for Norway smoked sardines continues quite good and prices are very firm. The Norway smoked sardine has taken the place to a very large extent of the French sardine, owing to its scarcity this season.

STROHMEYER & ARPE CO.
New York, N. Y.

Spices.

Market keeps very steady, with fair demand. We feel that the trade has allowed their stock to run very low, and we look for a large business for the full line of spices after Monday next. A large demand will stimulate the market and will have the tendency to advance prices.

Pepper remains steady but practically unchanged. There has been neither buying nor selling pressure of any consequence. We can report no crop news of any value.

Cayennes.—The market is firm, present price low.

Cassias steady and in good demand. There has been no change of importance during the week.

Cloves are very steady and slightly higher.

Pimento (Allspice).—Very active, prices unchanged.

Mace is in good demand and prime goods are scarce.

Nutmegs are in fair demand at lowest prices ever recorded.

Gingers.—Demand very steady, price practically unchanged.

Rubbed sage and sweet herbs are still selling in a most satisfactory way. Saltpetre is also in demand.

McCORMICK & CO.
Baltimore, Md.

CORRESPONDENCE

Fancy Cheese.

Carlisle, Pa., Dec. 28, 1907.
Editor "Grocery World."

Dear Sir:—Kindly send us the addresses of some firms which manufacture fancy cheeses.

Yours truly,
FRANKLIN TEA CO.

Carl Wilde, 357 North Second street, and Charles Strickler Son, 206 Callowhill street, both Philadelphia, are large jobbers in fancy cheese. Robert Norton & Co., Attica, N. Y., are manufacturers.

* * *

To Buy China.

Sunbury, Pa., Dec. 27, 1907.
Editor "Grocery World."

Dear Sir:—Will you kindly give me the address of some wholesale jobbers, and as many as possible manufacturers of chinaware or queensware, including manufactures from the cheapest to the best? Or, can you furnish me with the address where I can get a class journal that will furnish me the above information?

By so doing you will oblige me very much. Thanking you for past favors and in advance for the above.

Yours truly,
W. B. HAINES.

Fisher Bruce Co., 221 Market street; A. J. Weidener, 36 S. Second street; Chas. B. Edwards & Co., 912 Chestnut street, all of Philadelphia. The "Glass and Pottery World," Chicago, Ill.

ASSOCIATION NEWS.

San Francisco, Cal.

At the last meeting of the San Francisco (Cal.) Retail Grocers' Association the following rather unusual resolutions were adopted:

Whereas, Our attention has been called to the fact that several city salesmen who call on the grocery trade have lately been amusing themselves by stating almost daily that different grocers "were in financial difficulties," "closed by the sheriff," etc., and

Whereas, Such stories have been investigated by our secretary and found to be absolutely false; and

Whereas, Stories of this kind are both harmful and detrimental to our members so accused; be it

Resolved, That we ask our members to notify our office of the names of any persons who make assertions of this kind, that we may take such steps as we may deem necessary to protect the financial standing of the member so falsely accused.

Enter the Yearly Canned Goods Sales

Department Stores with Grocery Departments Again Quoting Their Phenomenal Canned Goods Values. A Sample List of Prices from a New York Department Store.

Now enter the canned goods sales, which in the department stores, and in a lesser degree in the large central grocery stores, are coming to represent the close of the year just as surely as the sales of feminine underclothes. Already the New York department stores are out with half-page advertisements of the special canned goods sale. Owing to the condition of the market the figures quoted this year are especially interesting. Here are the values offered by the Simpson-Crawford Co., of New York City:—

New York State "cream" corn, can, 8 cents; case, $1.85.

Baked beans with pork and tomato sauce, can, 10 cents; case, $2.25.

Jersey whole tomatoes, "Royal Stuart," can, 14 cents; case, $3.25.

Whole tomatoes, can, 28 cents; dozen, $3.30.

Beets, can, 35 cents; dozen, $3.97.

Sugar peas, "Royal Stuart," can, 15 cents; case, $3.40.

Tiny sifted peas, French style, can, 20 cents; case, $4.50.

Maine sugar corn, can, 12 cents; case, $2.75.

California asparagus, can, 49 cents; dozen, $5.95.

California asparagus tips, can, 42 cents; dozen, $4.95.

Maine succotash, can, 15 cents; case, $3.30.

Green lima beans, can, 17 cents; case, $3.90.

Stringless beans, can, 19 cents; case, $4.40.

Pumpkin, can, 12 cents; dozen, $1.40.

Spinach, can, 15 cents; dozen, $1.75.

French peas, Petit Pois, can, 23 cents; dozen, $2.70.

California lemon cling peaches, can, 30 cents; case, $7.00.

Yellow Crawford peaches, can, 19 cents; case, $4.40.

Green gage plums, can, 15 cents; case, $3.45.

Bartlett pears, can, 22 cents; case, $6.20.

Apricots, can, 30 cents; case, $7.00.

White cherries, can, 37 cents; case, $8.75.

Singapore pineapples chunks, can, 18 cents; dozen, $2.10.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS
Quaker City Preserve Co.
Philadelphia, Pa.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Mr. P. B. Albenesius, grocer of Charleston, S. C., sends in a couple of small circulars for criticism. Each one measures 5½ x 8¾ inches and is printed in black on good white paper. There is no use reproducing both, as they are both along the same line. Here is the one I consider the better:—

IT HAS COME!

By it, we mean our New Meat Counter. We are going to make This Department of our Store as attractive as possible by offering the best of everything in the Meat Line at Attractive Prices, and at the same time Guarantee every pound that goes out.

For to-day we offer the following:

SAUSAGES—Best Pork Sausages, a fresh lot, just in, 12 cts. the pound.

HAMS—Those Best Pig Hams. Sold fine last week so ordered another lot, which are just in, 10 cents the pound.

BONELESS HAM—Something nice, "eats good," only 15 cents the pound.

HOG HEAD CHEESE—The good kind, 10 cents the pound,

HERRINGS—Another supply of those nice Herrings, by the box, 15 cents.

LARD—We sell the Very Best Leaf Lard, pure and white, at 12 cents the pound.

BUTTER—We sold lots of Best Elgin Creamery Butter last week and hope to sell more this week Every pound fresh and sweet.

CUT HAMS—Just in another lot of guaranteed Hams. They cut good and sweet. 15 cents the pound.

CHEESE—Best Cream Cheese, good and fresh, 20 cts. the pound

SAUSAGES—Vienna Sausages, the best that can be bought. Try a pound, 12 cents.

The above articles are only a few that we name of our Stock. We have gotten a great many New Goods this Week. Hecker's Oatmeal, Hecker's Cream Farina, Hecker's Buckwheat, Superlative Flour, Etc.. We will be glad to have you come to our Store at any time and look around and be convinced that our Goods are Fresh and Clean.

P. B. ALBENESIUS,
THE GROCER,
S.E. Cor. Queen and Franklin Sts. Bell Phone 2530

There is very little in this circular to criticise, so far as the matter is concerned. It is poorly printed, however. Almost all of the type in it is old and battered and dirty. The effect is not good. I should insist that my printer use newer type, or if he hasn't got it, I should go to some one who has. Nothing so destroys the thoroughbred appearance of a piece of printing as battered, dirty type

There is one other fault to blame on the printer—the prices which appear in the small paragraphs should have been set in small boldface type to distinguish them from the balance of the text. The name of the goods and their price would then have been given the extra prominence that both ought to have had.

* * *

When I first read the head of this circular and the introduction I thought it was good, and I still think so, but it lacks one point which I believe would strike almost any one. This advertiser is making a sensation of the fact that his new meat counter has come, but he doesn't even suggest anything in his advertisement which shows that the coming of the new counter is worthy to have a sensation made over it. What is the new counter going to do for the business? Is it going to permit him to carry more meat than he did before? Or a more varied assortment? Or to get his orders out more quickly? Or to employ extra clerks? If there is any advantage to be gained from the counter, tell what it is, and the advertisement at once gains point. If there is no advantage to be gained from it, then the space given it in this advertisement has been wasted. Do you see the point I am making?

* * *

This advertisement is well prepared, speaking now of the reading matter, but I would be a little more explicit about the goods if I were this advertiser. Instead of simply saying "another supply of those nice herrings," I should say something like this: "We now have some more of those herrings you liked so well on account of their delicate curing." Go just a little further into the description of the goods advertised.

* * *

I should never use for the final paragraph of this circular the type that has been used. It is thin and hard to read. Regular body type should be used for all reading matter.

How to Get a Roll Top Desk Free.

The Knickerbocker Chocolate Co., of New York, have made an arrangement with the Manufacturers' Trade-Mark Association, the big premium clearing-house of New York, which enables them to substantially reward retailers who show an interest in increasing the sale of Barker's Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoas.

These goods are so fine that it is hard to sell anything else to consumers once they have had them; so besides the reward the Knickerbocker Chocolate Co. give grocers for pushing them, they are certain to please their trade.

Suppose, for example, a grocer needs a new roll-top desk, a safe, a cheese cutter, a computing or platform scale; instead of drawing on his bank account to pay for them he pushes the sale of the Knickerbocker Co.'s goods with his customers, saves the Universal Coupons packed in every case for him and adds them to those coming to him from other manufacturers, and in a short time he will have collected enough to entitle him to any of the articles named.

The Manufacturers' Trade-Mark Association issue a handsome illustrated catalogue which they send free to grocers, showing an almost unlimited array of useful articles of merchandise which they will send grocers in exchange for the Universal Coupons, together with a list of all the manufacturers throughout the country who give these same coupons to the grocers.

The Knickerbocker Co. is the only manufacturer of chocolate and cocoa from whom a grocer can get these Universal Coupons; so grocers who want valuable free merchandise as well as their regular profits will concentrate their efforts on the sale of the Knickerbocker Chocolate Co.'s goods.

PATENTS

obtained on Inventions and designs. Trade marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

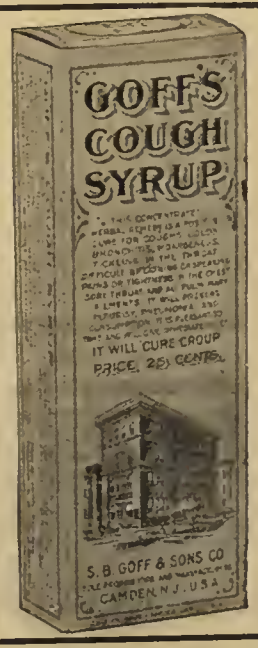
LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

How to Make New Trade

New trade and Cash sales are always in demand. If you will send for our new Catalog of Beautiful Premiums (*we send it without cost*) it will tell you how you can not only increase your cash sales, but also how to get new trade.

B. L. Williams & Co.
Successors to WILLIAMS, RIDGWAY & CO.
132 Market Street PHILADELPHIA



SPECIAL Proposition

Goff's Cough Syrup

Write for full information aboue our plrs for grocers.

S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLI HED 1872

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

PENNYWASH

A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY
NO BOILING NO RUBBING
THROW AWAY WASHBOARD, BOILER & MACHINE
Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lame backs; cleans and purifies everything washable; saves coal and gas
AT ALL GROCERS
Pennywash Co. 1920 Park Ave., New York

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.



(One Account at a Time)
Patented March 20, 1906; October 29, 1907.
Other patents pending

DON'T TAKE OUR WORD FOR IT

The "Bennett" Users are "Delighted"

"Can Recommend It to Any Person"

ANDREW GALLAGHER, GROCER

VANDERGRIFT, PA., Aug. 23, '07.

THE BENNETT REGISTER CO., Lisbon, Ohio.

Gentlemen:—I bought one of your systems some six months ago and am more than pleased with it. I have been in business over 35 years and know your system is the greatest labor-saving system I ever saw. I do not see how I ever got along without it. I can recommend it to any person in business. Yours, ANDREW GALLAGHER.

Hundreds of Others praise "The Bennett"

Write for Catalogue to

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO



Collecting Bluffs.

Well, I had a unique job last week. I was home—nothing doing on the road holiday week, so I laid around and kept my shoes shined the whole time.

Loafing don't appeal to me long, so one day I asked my boss whether there wasn't anything I could do.

"There's only one thing," he said, "and I don't believe you'll hanker after that much. I've got a batch of overdue accounts that I'd like to get in. The bookkeeper's sick, as you know, so he can't go after them. How'd you like to see if you can round some of them in?"

"Sure I will," I said, "I've never done much collecting, but I'll see what I can do."

It was a new one on me all right. I've seen a lot of collectors in my life—I've usually tried to see 'em first. And here I was one myself.

He gave me a batch of twenty three accounts—what d'ye think of that number to start a greenhorn out on? They were all overdue, and they ran into some money.

"I don't really expect you'll get much," the old man said, as I started out. "What you'll get will probably be a lot of excuses and bluffs. Money's tight, I know that, but some of these accounts ought to be paid."

"Well, now, see here," I asked him, "how do you expect me to approach these people? Am I to go after 'em hard or soft?"

"As hard as you can without stirring them up too much," he said. "They're all customers and I don't want to make 'em mad if I can help it, but we ought to have our money."

Well, I sallied out. For a while I thought I was going to be skunked, but I did collect one bill of $55. For the others I got a beautiful assortment of bluffs and excuses, just as the old man said.

There was one for about $250, sold on terms 1 per cent. in ten days, net thirty days. Been running forty-five days already.

"Can I have a check for this?" I asked the junior member of the concern.

"Well, I'll tell you," he answered, "I don't know anything about this bill. The man who looks these up and passes them is sick with the grip and I don't see how I can do anything till he gets back. I'll tell you what I'll do, on a chance, though. Give us the 1 per cent. discount and I'll give you a check right now."

"My dear man," I said, "you know very well we can't do that. As a matter of fact, you don't expect me to, do you? This is just a pleasant way of bowing me out without a check, ain't it?"

I was on all right—he didn't want to pay. He smiled, but he didn't reach for his check book.

"That's about the best I can do to-day," he said. "Try us next week, when our man will be back."

In another case they were really dying to pay, but the treasurer, who had to sign the check, was away and they were helpless till he came back.

"Didn't he leave any checks signed?" I asked.

"Well-er-not for that," was the somewhat hesitating reply.

"When'll he be back?"

"We hope sometime next week."

Exit yours truly again.

In another case there was a mistake in the bill that had to be corrected before I could get a check. The bookkeeper brought this mistake forward with great bluster—it was such a crack-a-jack reason for not paying the bill.

"What is the mistake?" I asked.

Why, they hadn't gotten one item of goods at all.

That item amounted to $14.65.

"All right," I said, "give me a check for the balance, and we'll look that one item up."

Oh, no, they couldn't do that. "Wanted to settle the whole thing at once." "It's very simple. Just send us a corrected bill and we'll send you a check."

"We'll look this up and mail you a check," I got at another place.

"But, my dear sir, it's already fifteen days overdue and I'd like to get a check to-day," I said.

"Well, we're fearfully busy getting ready to take stock, and we're afraid we haven't the time to do it just now. But we'll get

1908—What?

¶ That's the heading of the talk on the front cover page of our January catalogue—and, in fact, the one great subject all through the book.

¶ There are some other straight-from-the-shoulder talks on The Times and Their Lessons and a number of TIMELY resultful plans.

¶ Then on every merchandise page are such PRICES for such TIMELY goods as will appeal to every buyer struggling with THIS year's January problem.

¶ In short—our January catalogue makes particularly clear The Butler Way of Merchandising for Profit WITH Safety.

¶ The way you have been following will certainly stand improvement. Otherwise —you would not now be so dissatisfied with your Results.

¶ Why not—for once—SEE what The Butler Way MIGHT mean for YOU?

¶ The January catalogue is No. D646—shall we send it?

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE DALLAS

at it to-morrow or next day, and let you have a check right away."

In another case they had sent to the bank for a new check book and it had been delayed. They hadn't a check in the place. "Isn't it most annoying!" the best bluffer of all demanded of me. Just as soon as the book came he would see that my house got a check.

All the stories I got belong to one or the other of these types, with the exception of one. One man told the flat truth.

"My dear man," he said, "this bill ought to have been paid long ago. I'd pay it this minute if I could. But I haven't got the money, and that's the whole story. Collections are rotten; I can't get any money in, and the futures I've had to pay for have simply drained me. The only thing I can say to you is that just as soon as I get the money you'll have your check."

And I'll bet a million dollars that account will be paid before any of the others.

I went back to the old man with the $55 and my load of excuses and handed 'em in.

"Just as I expected," he said, "they pushed you along with a lot of bluffs."

Now, the point I want to make is this: Outside that fellow who said he hadn't the money, I believe firmly that all those fellows gave me pure bluffs. They didn't think I believed 'em and I didn't—the bluffs deceived nobody. They simply skirted around the real truth of the matter, which was that they didn't have the money and couldn't pay.

Since the times got tight, a million of these bluffs have been thrown on the market. Everybody recognized 'em at once for what they were—bluffs. What nonsense to keep up such a farce! Why not come out like that one honest fellow and admit they couldn't pay because they hadn't the money? It shows no weakness not to have money when there ain't any to have.

They're all afraid of their credit. But men suspect a fellow loaded with a lot of fake excuses a darned sight quicker than they do the one that comes out and admits what the other fellow knows anyway—that he's simply short. All this business about the treasurer being away is fool rot. Think of a concern allowing itself to be tied up by the absence of one man!

Why, when my creditors come to me and present bills I always tell 'em at once that I ain't got the money. Whether I have or not.

THE STROLLER.

AMONG THE TRADE.

Whatever may be said of the grocery-selling methods of Gimbel Bros., their grocery windows this year were unquestionably the most beautiful ever shown in Philadelphia. One of their displays was of native and tropical fruits and was the work of an artist of high ability.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: * * *, Philadelphia Pa.—I would like to have your candid opinion on the following problem: I have been cashing checks for Mrs. Miller for the last five years. These checks were given to Mrs. Miller by Mr. Smith, who was employed by Jones & Co. These checks were all payable to Jones & Co. Mr. Smith forged the indorsements, gave the checks to Mrs. Miller, who sometimes paid her grocery bill or had me cash them for her. Can I be held liable?? As this thing has been going on so long, don't you think Jones & Co. should stand for their own carelessness? Mrs. Miller has since this happened gone into bankruptcy. Mr. Smith is a fugitive.

Answer.—To state this case a little more clearly, this is the way I understand it: Given a check made payable to Jones, Smith steals the check, forges Jones' indorsement, and passes it on to Miller. Miller passes it to this correspondent, either for cash or in payment of a bill. The correspondent does not say so, but I presume he deposited the check in bank, where the forgery was in some way detected.

Now, the question is, who loses, and what is the status of the various persons through whose hands this check passed? A forged indorsement passes no title, so that the right to the check never passed from Jones unless he was grossly negligent in letting the check get into Smith' possession. Lacking negligence Jones loses nothing.

If Miller accepted the forged checks as consideration for anything of value, she has two actions against Smith, one civil, to recover the value of the thing she gave up, and the other criminal, for obtaining goods, or money under false pretences.

The above correspondent has a civil action against Miller, for the amount of money advanced or credited to her on account of the checks, but he has no criminal action against her unless he can prove that she knew the indorsement was forged. Since Miller has gone into bankruptcy, I am afraid his chances of recovering anything are slim.

If the correspondent obtained money on the checks from a bank, or from any person, such bank or person may recover it from him, and so on all down the line.

The little round cracker with "Exton" stamped on it. It has been on the market over half a century, and no consumer will use any other oyster cracker if she can get the Exton, because no oyster cracker can take its place in the esteem of those who know the difference between fair and good.



Slices Everything from 6-pound Knuckles to half-ounce Ends.

MAKE OUR HISTORY YOUR GUIDE TO SUCCESS

A few years ago A. W. Johnson, a retail grocer, refurnished his store with tilting bins, new scales, electric coffee mill, molasses pump and a new dried-beef cutter. These equipments were satisfactory labor-saving devices with the single exception of the new dried-beef cutter; this, although a highly advertised, standard machine, was incapable of doing nice work. After carefully investigating the merits of every slicing machine on the market he did not find one that was actually slicing dried beef in a workmanlike, economical manner. Being a thorough, competent mechanic with an inventive turn of mind, backed by many years of experience cutting dried beef, he determined to design and construct an altogether new machine, avoiding or correcting the defects of the others and embodying new, practical devices of simple construction.

The new machine was a success—a world beater—it sliced dried beef to perfection. His customers were delighted with the broad. smooth, perfect slices, deliciously juicy, transparently thin—so much superior to any beef they ever saw—naturally he gained trade, his sales of beef increased week by week until Johnson's dried beef became a household word, and people would use no other kind, while the new machine sliced up every little scrap in thin, salable slices and reduced waste to a minimum.

Send for a sample of this famous sliced beef—the beef that beats the world.

A. W. JOHNSON, New Brunswick, N. J.

Mr. Grocer

Don't let competitors of ours tell you they have a lamp chimney as good as our ***Lustre Brand*** until you have tried both, and then we are sure you will agree with us that our ***Lustre Chimney*** will stand the Test with any other Brand.

Lustre

The name is sufficient evidence for both quality and durability.

This chimney is made by ***UNION WORKMEN*** and from the best material on the market. One price to everybody.

R. E. TONGUE & BROS.

Allegheny Ave., Amber & Collins Sts.

PHILADELPHIA

BRANCH, NEWARK, N. J.



This Beats a Delivery Wagon

The *Lindsley Car* will save you $1,000 over the cost of horse-drawn vehicles, figuring two teams. Fourteen horse-power, tires of solid rubber and hence almost indestructible. Capacity, 1,500 pounds; will climb 30 per cent. grades with 1,000 pounds load. No complicated parts, easy and cheap to operate (runs 30 miles on a gallon of gasoline).

Every car sold has the buyer's firm name painted on it gratuitously. Send for catalogue.

J.V. LINDSLEY & COMPANY

Suite 1139 Monadnock Building

CHICAGO





Nothing Artificial Here

La Toscana Virgin Olive Oil is unique in several respects. One is the fact that its wonderful clearness is not produced artificially or by any chemical. Its pure limpidity and brilliant color are due solely to the perfection of the olives from which it is pressed and to the expertness of the pressing.

No purer, finer olive oil is produced in any of the oil-producing states of Europe than **La Toscana.**

J. L. NEFF & CO.

Sole American Agents

BROOKLYN, N. Y.

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR

The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE

PUBLISHER

DEPOSIT, N. Y.

$20.00 *A DAY TO SALESMEN SURE.* No bonds. Best side line. Samples in coat pocket. For general and Dry Goods Stores. Live salesmen act quickly. Give past and present lines handled. Dept. B

Boston Piano and Music Co.

Willard F. Malo, Mgr. Iowa City, Iowa

Why an Independent Starch is Better than a Trust Starch

An independent starch is almost sure to be better than a trust starch because the trust is apt to feel that it has the market and needn't be so particular.

The independent manufacturer hasn't the market and there is only one way he can get even a share of it—by selling a better starch than his competitor.

That one reason it is that has given **Murdoch's Laundry and Corn Starches** such splendidly fine quality—they have simply had to be good in order to sell.

Both are the very leaders of their class. Just look at them in comparison with other starches.

Oswego Maize Products Company

OSWEGO
NEW YORK

There is

Joy in knowing that *you* have the best store or stock of goods. Add to this the value of handling goods that satisfy and you have the kernel of trading that pays in ways beside money.

Nothing excels **Fels-Naptha** as a soap that satisfies—consumer, dealer, jobber; as a repeater in sales; as a profit-maker for merchant.



Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Mincemeat Display.

Here is a suggestion for a mince-meat window.

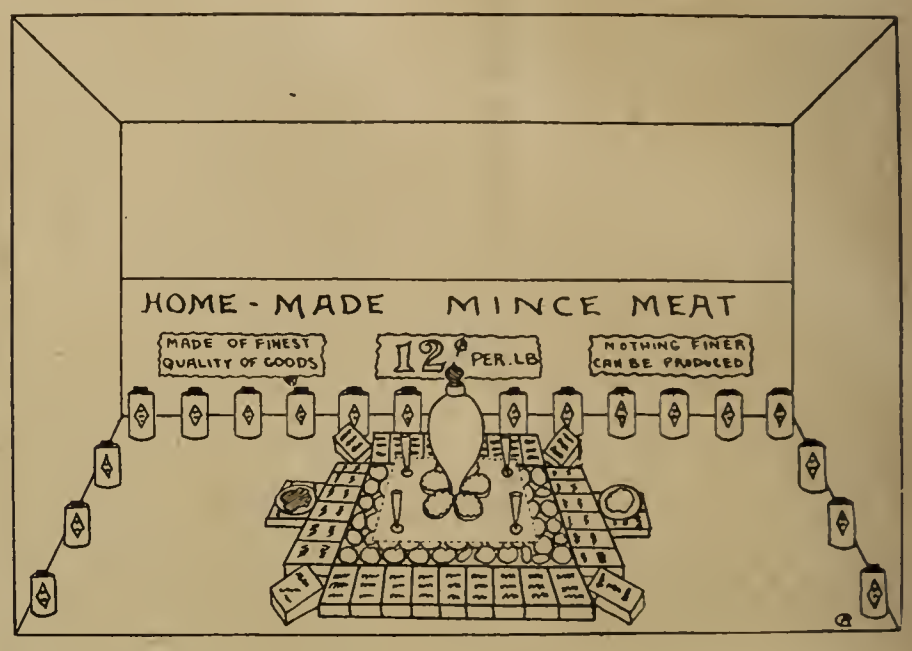
The idea is to show the material of which your mince-meat is made.

First form a hollow square in the centre of your window with cartons of raisins, currants, etc. Next place five tumblers upside down within the square, on which lay a pane of glass.

A New Year's Dried Fruit Window.

First of all cover the floor of the window with nice clean white paper.

Place two boxes of fruit in the centre of the window, one on top of the other, standing on ends, then two lengthwise on top of these, then one on end on top of those, the whole forming a cross. If the two that are crosswise do not want to stay in place nail a strip of wood on the back of them, holding them together. Each box in the cross should be different kind of fruit, with the lids of the box off and top paper also, showing the fruit as it lays in the box



Fill in the square with apples, oranges and lemons. On each corner of the glass place a wine-glass of wine and in the centre have a large vase filled with cider.

Around the bottom of the vase make a circle of glass dishes filled with spices, citron, etc.

Place a dish of meat and a dish of suet on the cartons of dried fruit, one on either side.

Place a row of glass jars around the back and sides of the window. It is not necessary that these should be filled with mince-meat as you can wrap the jars with paper, and if you have labels put them on the outside.

The sign on the back of the window is on paper tacked on a frame made to fit the window.

For a store that does not sell mince-meat they can still use this window by making the sign read: "Material for making your own mince-meat."

E. W. Alexander.

Oxford, Pa.

Place as many glass dishes as you have fruit on display about the front of the window, fill them with water, then place a few of the different kind of fruit in the water, which after a few days will swell to their natural size. The water will also serve to keep moisture in the window, which will keep the fruit from drying out.

Then place a few pounds of the various kinds of fruit on piles around the window.

Place neat price cards on each pile, also the name of the fruit, which will do away with placing a card on each box, as they would mar the beauty of the cross.

Along the back of the window tilt open boxes of fruit against the partition. The idea is to have

Karo
CORN SYRUP

Karo Corn Syrup is no longer an experiment. It is a rich syrup made straight from corn, much smoother than sugar syrup, and will be preferred to sugar syrup by nine out of ten persons.

Gives the grocer a staple and very ample profit. Packed at the factory in sterilized cans of three sizes, 10, 25 and 50 cents.

Obtainable from any wholesale grocer.

Corn Products Manufacturing Co., Davenport, Iowa

You Cannot Afford to be Without It!

No up-to-date grocer can afford to allow his competitor obtain the business that should and would come to him if he stocked

Buchan's Toilet Soaps

Number "363" is known throughout this entire country as a symbol of soap purity, because it was the first, and we belive the only serial number given to a soap firm by the United States Government.

Buchan's Toilet Soaps contain phenol absolut, the greatest antiseptic known. That is why they are the cleanest and purest soaps made.

Let us show you how to make big profits.

Buchan's Soaps Corporation

FLATIRON BUILDING, NEW YORK CITY



WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

These Will Attract Your Fish Trade

There is nothing more inviting and appetizing than good Sardines. We believe we have reached perfection in our

"VITA BRAND"

These are **Norwegian Smoked Sardines,** packed in **pure olive oil.** We have never seen or tasted any quite their equal, as only the very best of autumn fish and the purest of olive oil is used in the packing.

Try a few, you will send for more.

F. H. PHILLIPS & CO.

444-446 Greenwich Street **NEW YORK**

Philadelphia Representative, F. H. FROMM & CO., 10 South Water Street

The Ladies Can't Resist It

Put a box of KOLA CHEWING GUM on your counter and tell your lady customers that it is the finest gum ever made. They will try it on your recommendation first and then they will keep buying on the strength of its delightful flavor. You will be surprised at the amount you can sell in a week. The druggist is getting the profit now, who not You?

Pulver Chocolate & Chicle Mfg. Co., Rochester, N.Y.

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO



Introducing Waldorf Extracts

We want you to know the finest Lemon and Vanilla Extract made to-day—our **Waldorf Brand.** These are Extracts *de luxe.* They are made of the fanciest raw materials, are of the fullest strength, and are guaranteed to comply with all food laws everywhere, no matter how stringent.

Price, $1.25 per dozen.

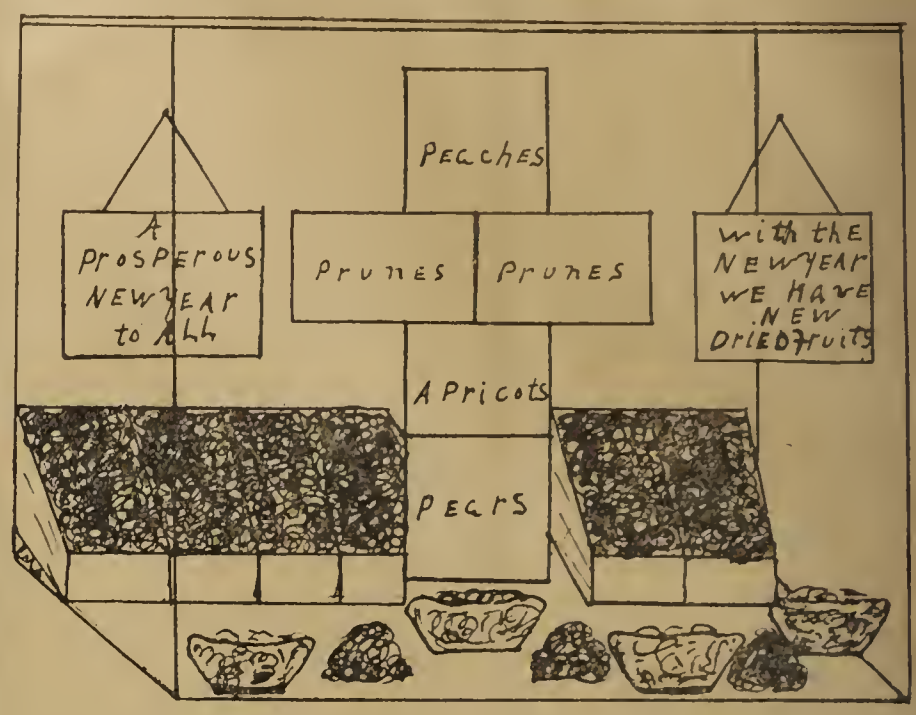
PREPARED ONLY BY

HETFIELD EXTRACT AND MFG. COMPANY

370 GREENWICH STREET, NEW YORK

as much fruit in the window as you possibly can.

If you do not wish to open your full boxes, take uniform size boxes and make false bottoms in them, and only place a layer or two of fruit in them, but it is better to use a full box, as the fruit shows up nicer and at the same time you will not be able to pack a few layers in the same way as they come from the packers.



Have signs drawing the public's attention to the fruit.

The illustration will serve to show the idea as to the fixing of the window.

This is not an expensive display, as you are using your stock to make the display.

H. J. GUNDAKER.

Lancaster, Pa.

Federal Food Board Wants Another Change in Method of Stating Guarantee.

Now Says That the Words It Itself Suggested Are Being Misunderstood by Consumers. Want Only "Serial No. ——" Placed Upon Package.

Special correspondence of "Grocery World."

Washington, D C.,

January 2, 1908.

The Federal Food and Drug Board is about to undertake a monumental task—that of inducing the owners of serial number guarantees under the new Federal food law to cease using on their labels such a statement as this: "Guaranteed under the Food and Drug Act of June 30, 1906. Serial number 0000." The Board claims that this deceives the public into believing that the Government is behind the guarantee, and it will therefore endeavor to have the statement modified, though it is perfectly true.

To this end the Board has sent an important letter to each of the principal trade organizations interested in the administration of the Food and Drugs Act. There is no complaint of the action of the trade in using those words, they having been adopted from the regulations of the Board itself, but experience has shown that they are likely to be misleading to consumers who are not well informed as to the signification of the impression.

Most persons, it is believed, understand the words to mean that the article on which they appear is guaranteed by the United States Government to be good or pure or made as represented, when what is meant is merely that the original manufacturer warrants the retailer that he will assume all liability for prosecution that may be based upon alleged non-conformity with the provisions of the Food and Drugs Act. It is desired by the Board to omit from the labels the words "guaranteed under the Food and Drugs Act," leaving merely the words "serial No. —." The Board, however, is not inclined to take this step until it has been ascertained what would be the effect upon the trade and how much loss of labels, etc., would result therefrom.

No answers have yet been received to the letter and it is supposed that careful investigation is being made by the associations involved.

HOLT.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—Centrally located Cash Grocery and Provision business in Camden, N. J. Store equipped with Walker Patent Pivoted Bins, new refrigerator, No. 79 Nat. Cash Register and Bowser's self-measuring oil and gasoline tanks. Will Inventory $1000 to $1200. Address W. G. F., Grocery World. 2

FOR SALE—In Lancaster, Penna., stock and fixtures of a cash grocery store doing a good business, good reason for selling. For particulars address X Y Z, Grocery World office. 1

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 254.—In North Philadelphia. Groceries, meats and provisions. Store 28 x 30, with back room. Does $25,000 per year, two-thirds cash. Stock about $2,000. Uses one horse and two wagons. Profits 10 per cent. clean and clear. Good house connected for rent or sale. This store has been established forty years and the owner is now retiring from business. Fullest investigation. Price inventory.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,000. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 317 and 318.—In West Philadelphia. Two stores owned by same owner or will sell separately. No. 1 is 22 x 30 feet, does $350 weekly, three-quarters cash. Stock $400. Nets 20 per cent., as sells many meats. No. 2 is 16 x 25 feet, does $250 per week, two-thirds cash. Stock $250-$300. Net profits 20 per cent. These stores are extremely profitable little places and can be bought at inventory prices, which means less than $1,000 each.

No. 321.—In West Philadelphia working neighborhood, not aristocratic but busy. Store 17x35 feet. Does $250 weekly, all cash, on stock of $400. Owner takes $40 in cash out of the business every week. No team. Dwelling connected. Owner retiring and will sell at price about representing inventory. This store has been established 17 years.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

No. 323.—In a good section of South Philadelphia, store 18x30. Does $300 weekly, all cash. Does large tea and coffee business, which increases net profits on whole business to 15 per cent. Stock carried $500. Push cart delivery. Fixed charges low. Owner cannot get reliable manager. Price inventory. Good little dwelling connected.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 327.—On outskirts of Philadelphia grocery, ice cream and confectionery. Only store of kind in place. Store 20x35 feet. Does $350 to $400, two-thirds cash. Good house connected. Second story used for ice cream and restaurant. Stock $600 to $700. Net profits 10 per cent. Fixed charges low and business profitable, but owner cannot attend personally and cannot get satisfactory manager. Price inventory.

No. 328.—In West Philadelphia, store 15x27 feet. Does $500 weekly, all cash. Stock $400; One team, Business thoroughly profitable, netting 10 per cent. Good house. Owner financially independent, and wishes less responsibility. Price inventory.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 331.—In North Philadelphia, good neighborhood. Size of store 20x50 feet. Yearly business $30,000, balance weekly and monthly. Stock $1,500; clear net profits 10 per cent. Uses one team, hiring the horse. Good dwelling connected. Owner's wife ill and must take her to California. Price inventory. This store has been established 40 years.

No. 332.—In West Philadelphia. Size 20x30. Does $350 weekly, two-thirds cash. Stock $500 to $600. Nets 15 per cent. above everything. Dwelling connected. Team if wanted. Owner has not sufficient time owing to other business. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 335.—In Germantown, on main business street. Store 30x40 feet. Does $600 weekly, half cash, balance mostly weekly. No dwelling. Stock $1,500. Uses two teams. Net profits 10 per cent. Owner going on farm, and will sell at inventory. Some of the fixtures belong to the real estate and are rented with it. Easy terms to good buyer. This store has been established for 15 years.

No. 334—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 335—In West Philadelphia, size 16x30. Does $350 weekly, mostly cash. Stock $1500 but can be reduced to $1200. No team delivery. Net profits 10 per cent. Business making good cash income every week. Price inventory.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST WEST PHILADELPHIA STANDS.

Located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

SITUATION WANTED.

WANTED—Position in grocery store with reliable firm where there is a chance for advancement. Ten years' experience; best of recommendation from employer. State salary when addressing, K. G., care Grocery World, Phila., Pa. 28

FOR RENT.

FOR RENT—Large General Store (owned by the undersigned estate) in Quarryville, Lancaster County. Pa. This Borough has a population of about 800. Is the terminus of two steam railroads, a trolley line and two new state turnpikes. It is the only town of any considerable size in the ten lower townships of Lancaster County, and commands a large proportion of their patronage. It has two banks, and does more business in a week than most towns of its size in a month. In fact, during the year of 1907, it is carefully estimated to have exceeded $800,000, not including the money paid out in the borough for tobacco which will amount to about $150,000 yearly. The borough has, besides this store, one large general store, carrying every line, and one smaller general store, one small grocery and a large hardware store. This store has enjoyed a large patronage for half a century. The location is the best in the borough, and in the midst of the town's business activity, within 200 feet of the depot of the Lancaster & Quarryville Railroad, the Lancaster, Oxford & Southern Railroad, the freight station and the terminus of the trolley line. The building is large, well-lighted, and is undergoing repairs; it has a fine cellar. It will be rented on good terms. The opportunity for an energetic man to establish a fine business in one of the best towns of its size is here afforded. A renter will not be handicapped with a stock of old goods, as the building is entirely empty and ready for immediate occupancy. For any further information address George W. Hensel's Estate, Quarryville, Lancaster Co., Pa. tf

MISCELLANEOUS.

ATTENTION—SALESMAN CALLING on Crockery trade. We offer good commission for selling side-line which will in no way interfere with your regular business. Experience unnecessary. You can start at once. Address giving territory and class of trade you see at once. Zane Pottery Company, Zanesville, Ohio. 1

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.



Stir 'Em Up

You may wonder why you don't sell more table sauce—isn't it because you sell the same line you've sold for years? People get tired even of the best sauces.

Stir up your trade with a fine **Tabasco Sauce**, of which **Moss' Green Heart** is the standard of the country. The person who once starts with **Tabasco Sauce** finds all other sauces insipid and unsatisfying.

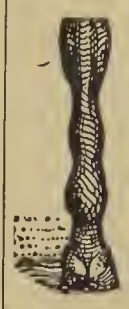
New Iberia Extract of Tabasco Pepper Co.
NEW IBERIA, LA.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia



An Inflamed Tendon
Needs Cooling

ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister; no hair gone; and you can use the horse. $2.00 per bottle delivered. Book 2-B free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Strained Torn Ligaments. Allays pain quickly. Genuine mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass

Have the Best Goods and You'll Get the Best Trade

We have made a specialty for many years of supplying the finest Foreign and Domestic Fruit, etc., coming into this market, the sort of goods it's hard to get elsewhere; the sort of goods that bring particular people to your store and keep them coming. If you can call we will show you what we mean; if you can't call, write, and we will give you particulars.

R. DAETWYLER & CO.

New Market and Callowhill Sts., Philadelphia

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, January 6th. Terms, net 10 days.

First orders must be accompanied by references.

FRUITS THAT PLEASE.

IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag	$3.65 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.75
Fancy Brights 150-176 size, per box	2.75
Fancy Brights, 200-216 size, per box	$2.50 to 2.65
Fancy Brights, 250 size, per box	2.40

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.00
Fancy Bright, 80's, per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$3.00
Fancy quality, 126 to box	3.00
Fancy quality, 150-176 to box	2.75
Fancy quality, 200-216 to box	2.65
Fancy quality, 250-288 to box	2.40
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	2.75
Extra choice, 150-176 to box	2.65
Extra choice, 200-216 to box	2.50
Extra choice, 200-250 to box	2.40

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	3.00
Fancy quality, extra large, 270 to box	3.00
Choice quality, 240 and 270 to box	2.75
Choice quality, 300 to box	2.75
Choice quality, 360 to box	2.75

MESSINA LEMONS.

Fancy Messina, 360 size, per box	2.75
Choice Messina, 300 size, per box	2.50
Choice Messina, 360 size, per box	2.40

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	$4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.50
Good Quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds per lb.	.08

NEW CROP TURKEY FIGS.

Extra fancy quality, 10 to 12-pound boxes, per pound	0.10
Extra fancy quality, 4-crown, 10 to 12-pound boxes, per pound	0.09
Extra fancy quality 3-crown, 10 to 12-pound boxes, per pound	0.08
Fancy quality glove boxes weighing about 14 ounces, per box	0.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	0.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$3.75 to $4.00
Choice Prime, per barrel	3.50
Fancy Medium, per barrel	3.00
Choice Medium per barrel	2.25

CRANBERRIES.

Cape Cod, fancy, large	$8.00
Cape Cod, Early Black, per bbl.	6.50
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.25
Fancy Jersey, medium dark	2.00

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1 45
Belle Brand, 2 doz	1.00
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	1.00
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz	2.95
Fair Quality, 3s	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.60
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1.50
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.11
Evaporated, 1 lb. packages, 4 doz	12
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.13
Best, 25 lbs	.15
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	.08½
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	.09½
40- 50, 25 lbs	.01
50- 60, 25 lbs	.08½
60- 70, 25 lbs	.08
70- 80, 25 lbs	.07½
80- 90, 25 lbs	.07
90-100, 25 lbs	.06½
100-120, 50 lbs	.04¾
Raisins—	
3 Crown, 50 lbs	.08½
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	2.00
Seedless Sultana, 50 lbs	.08½
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	03¾
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2 10
Black-Eyed Peas	2.25
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¼
Imported Lima Beans, about 90 lbs. to sack	.06¼
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.42
Kingsland, N. O	.33
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.35
Hires' Silver, 4 doz	4.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.60
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.70
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.50
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.50
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the bands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3 25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Batb, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	10
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1 90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2 25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2 50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dbten Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.46@.50
Prime	.40
Good	.28@.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen, per case,	2.80
Quarts, 2 dozen, per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.30
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	40.00
Georges, count 110@115	25.00
Shore 2s, count 225@250	30 00
Medium Irish 2s, count 450	22.00
Norway, count 400@450	25 00
Norway, count 300@350	28.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	**Per lb.**
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.19
Bloaters, Cromarty, 100s	1.75

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Souchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleacned	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.25@ 35
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	**Per doz.**
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

	Per doz.
Asparagus—	
Msm. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Staudard, plain 1s	.55
Standard, plain or sauce, 2s	.75@ .80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@ .85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1 10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@ .80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1 10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3 75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	
Choice Red 1s	1.20@1.25
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb.
Seeded Raisins—	
Fancy, 1-lb. cartons	.11
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 3 cr., 50 lbs	.08½
California, 2 cr., 50 lbs	.08
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	
2½-in., 12 lbs	.10¼
2¼-in., 12 lbs	.09¾
2-in., 12 lbs	.08¾
Currants—	
Fancy, 1-lb. cartons	.10½
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08½
Natural, choice	.07¾
Citron—	
According to quality	.19@ .22
Lemon Peel—	
According to quality	.13@ .14
Orange Peel—	
According to quality	.13@ .14
Fard Dates—	
60 lbs., bulk	.07½
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05½
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	
30x40, choice	.11
40x50, choice	.09¾
50x60, choice	.07¾
60x70, choice	.07¼
70x80, choice	
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in cartons—	
Fancy 40x 50	.11½
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs	.11½
Choice, 1-lb. cartons	
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.15½
Extra Choice Muir	.14½
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.27
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.39 @.46
Valencia, 28 lbs	.33 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.21
French Princess	
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.12½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.12 @.14
Louisiana Paper Shell	
Wainuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.16
Marbots, 110 lbs	
Cornes, 110 lbs	.13
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ⅛s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
Striug Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Dressed Hogs	44
Live Poultry	45

DECLINES.

	Column.
Eggs	27
Corn Meal	29
Pea Beans	29
Hams	43-44
Lard, Swift & Co.	44

ADDITIONS.

	Column.
Murdoch's Starch	5

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	26
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Krant	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	62
Tacks	59
Tapioca	31
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge, XXXX	5.05
" Powdered	5.05
" Crown A	5.25
" Crystal A	4.90
" Coarse Granulated	5.15
Eagle Tablets	6.20
Crystal Dominoes	7.25
Cut Loaf	5.70
Patent Cubes	5.15
Powdered	5.00
Extra Fine Granulated	5.00
Coarse Granulated	5.00
Granulated	4.90
Fine Granulated	4.90
" in 50-lb. bags packed 2 in 100-lb. bag	4.95
" in 25-lb. bags packed 4 in 100-lb. bag	4.95
" in 10-lb. bags packed 10 in 100-lb. bag	5.05
" in 5-lb. bags packed in bbls	5.10
" in 5-lb. bags packed in 100-lb. bags	5.10
" in 2-lb. bags packed in bbls	5.20
" in 2-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. cartons in cases	5.10
" in 2-lb. paper packages in cases	5.10
Confectioners' A	4.70
1—Keystone A	4.65
2—American A	4.60
3—Centennial A	4.55
4—California A	4.50
5—Franklin B	4.45
6—Keystone B	4.40
7—American B	4.35
8—Centennial B	4.30
9—California B	4.25
10—Franklin Extra C	4.20
11—Keystone Extra C	4.15
12—American Extra C	4.10
13—Centennial Extra C	4.05
14—California Extra C	4.05
15—Franklin C	4.00
16—Keystone C	4.00

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	17 @ 38
Ceylon—Common to Fine	17 @ 40
English Breakfast—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea.. .50

Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas 40

Tetley's Tea—	Per lb.
¼ lb. or ½ lb in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	
½-lb. tins,	per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90
Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25
Spring Garden Tea—	
100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5 lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass. 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4 65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purity Brand 5 " ½ " "	6.00
" 1 " 1 " "	1.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M. per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4 55
" " 5, "	7.50
T. M. French per doz.	1 00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Brown's, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2 00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Primo	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ¼ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Primo	@.10½
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Arlosa	15¼	15 38/108
Lion	13⅛	13¼

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins	.26
Salndo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Trinnfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35

Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to caso	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.90
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essonce, ½-gross Improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffeo Essenco, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improvod " "	2.15
Chicory, Selig's, 65's	.05¾
" English Gronnd, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06⅛
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅜
" Koenig's	.05

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7 40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.33
" First, "	.31
" Second, "	.29
" Third, "	.27
" Imitation, 30–60 lbs	.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.34
Ladles, 30–60 lbs., bakers' use	.23–.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.36
B. B., E. D. brands, 20-50-lb. boxes	.35
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.34
Sheaf ("400") Elgin, 20-50-lb. boxes	.33
Sheaf	.30–.32
B. S. Gilt Edge, cartons	.37
Gurnse, pounds or half pounds	.35
Belle Spring	.33

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅞
" 16's, "	.11⅞
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¼
Bright Light, " " per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.20
Mason's, quarts, per gross	4.45
Mason's, half-gallons, per gross	6.20

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Jelly Tumblers—	
Barrels, 22 doz, per dos.	.16½

(No charge for barrels.)

Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.70
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage "	.25
" Thymo "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
¼-lb. cartons, 1 doz, per doz.	.40
½-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz, per doz.	.90
¼-lb. square cans, 2 doz "	.80

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1 25
Frying, Good Luck Brand	1.15
DuBois' Frying	1.12½
Jersey King, No. 3, Standard Jersey	1 00
Blue Hen Chickens, No. 3	.95
Rio Grande, fancy, Jersey	1 05
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.70
Plantation, No. 10, 1 doz	2.85
Bull Dog, No. 2	.67½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1 05
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Cloister, fancy N. Y	1.45
Mikado, Penna., fancy	1.00

This is Worth While

You can buy Caricol Tea from us at a lower price than you can get a product of equal quality anywhere else. It has been blended by one who has spent a lifetime learning how to please the popular taste, and the result is a próduct which you can sell at 160 per cent. profit and please almost every one who buys—please them so well that they will keep coming back for more.

Thomas Martindale & Co., Philadelphia, Pa.



PEANUTS—FIVE A BAG

Everywhere you go you hear that cry. Don't you think you should have some of the trade that the peddler has? If you knew that with an

Acme Peanut Roaster

you could clear 300 per cent., would you not put one in when you learn that any boy can run it, and that there's nothing to get out of order, and that it will pay for itself in one month's time? We think you will, and we will be pleased to furnish further particulars and prices on request.

ATSATT BROS.
24 Pearl St., Mattapoisett, Mass

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY



What's the Difference?

The answer—"the bottom is as good as the top." You know what this means in Evaporated Apples. It means that your customers will **keep buying** that kind, and **we** know **you** will keep buying that kind to supply your customers. **APELPI** on a package of evaporated apples is a positive guarantee that the fruit is the finest that can be had, and its preparation can't be excelled.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON — **28 So. Front Street**
Distributers — **Philadelphia, Pa.**

—9—

Boyer's, 2s	.82½
Acorn, 3s	1.05
Acorn, No. 2	.77½
Safe, No. 2	.60
White Wax Beans—	
Acorn	.75
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.47½
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.52½
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Snnnyside Pork and Beans, plain or in sance—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kldney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Martin Wagner's Extra Quality	.80
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.65
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	92½
Cream of Susquehanna	.95
Baker's, G W., whole grain	.82½
Shoe Peg, Susquehanna	.85
Shoe Peg Osborn's	.75
Mark, crushed	.75
Rex, No. 2, Fancy Whole Grain	.70
Vanity, No 2, Whole Grain	.67½
Royal Exchange, Whole Grain	.65

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Peas—	
French, very fine, 100 cans	14.50
French, fine, 100 cans	12.00
French, medium, 100 cans	11 00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.57½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.00
Bohemian, fancy, No. 2	.85
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	4.00
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.92½
Andrews & Co., No. 2	.55
Silver Lake, No. 10, 1 doz	2.25
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s,	2.40
Cherries—	
Extra quallty, 2½s	3.40
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2 65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2 30
Thistle, No 2½, standard lemon cling	2 27½
Agate, No. 2½, standard lemon cling	2.22½

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Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1 90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	3.50
Keystone, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries—	
Loggies, No. 2	1 50
Loggies, No. 10	6.85
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.55
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.90
Defence, No. 2	2.10
Pine-apple—	
Phonograph, grated, No. 2	2.00
Phonograph, sliced, No. 2	1.05
Acorn, grated, No. 2	2 00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Wagner's, E. & C., No. 2	1.60
Orange Grove, E. & C., No. 2	1.50
Wallace, grated, No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.10
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.15
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Tan Chop Hln, ⅜-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1¾ " sliced "	1.35
" 1¾ " grated "	1.35
" 2⅜ " whole "	1.85
Packed in their own juice :—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1¾ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	1 05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2 20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2 50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 2, 2 doz	2.45
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.02½
Boyer's, No. 2, 2 doz	1.90
M. & B., No. 1, 2 doz	1.00
Stewart's, No. 2, 2 doz	1.95
Stewart's, No. 1, 2 doz	.95
Victory, No. 1 2 doz	.97½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	82½
Salmon—	
Foust. Sockeye, 1 lb, flat	1.82½
Gibralter, Sockeye, No. 1, tall	1 90
Gibralter, Sockeye, No. ½, flat	1 25
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.32½
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17 00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	17.00
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ½s, boneless	17.50
½s, Aurora, smoked	8.00
Mustard—	
¼s, Irma, 100 cans	3.40
½s, Eureka, key, 100 cans	3.27½
½s, Luncheon, 100 cans	3.10
½s, Fox, 100 cans	3.40
½s, Underwood's, 50 cans	3.95
½s, Irma, 50 cans	3.45
½s, Harbor, 48 cans, wrapped	3.40
½s, Booth's, extra, in cartons, 50 cans	2.75
½s, Continental, key, 48 cans	2.50
½s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.20
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13 00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No. 14, ¼ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.45
Glass, No. 1, 2 doz	2.45
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.82½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.75

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Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.67½
Beechnut Bacon, No. ½, glass jars	1.60
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1 30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.10
Libby's, No. 2, 1 doz	2.20
Klngan's, No. 1, 2 doz	1.15
Klngan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.12½
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Sulder's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ⅛ doz	5.00
Schimmel's, assorted 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Taploca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08¼
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.13
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.12½
Honey B Comb	25-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	
Snlder's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85



WHERE the GLASS JAR COMES IN

The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.

L & S Pickles

L. & S. Pickles are only one of many brands of sweet pickles on the market—why should you push them instead of the others?

A natural question, and here's the answer:

L. & S. Pickles are preserved with granulated sugar. Many, many brands—it wouldn't be fair to specify—are sweetened with saccharine, a harmful chemical substance made from coal tar! Besides the harmfulness, saccharine only sweetens on the outside anyway; sugar goes clear to the heart of the pickle and preserves it through and through.

That's why you should choose **L. & S. Pickles.**

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.32
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.33
" ¼-lb. " "	.34
Premium Chocolate, ½s, 12 lbs	.31
" ¼s, 12 lbs	.31½
Best Sweet Chocolate, ½s	.20
Best Sweet Chocolate, 1-5s	.20
Hersbey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.37
" ½-lb. tins, 6-lb. boxes, per lb.	.36
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.30
Sweet Clover, ½s, 6-lb, per box.	1.65

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size, per lb.	.40
" " ¼-lb. " "	.41
" Baking Chocolate, ½-lb size	.27
" " " ¼-lb. "	.29
" Milk Chocolate, 6-lb. box, per box	1.65
" Vanilla, Sweet, 6-lb. " "	1.65

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes, per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets "	.48
No. 64—¼ lb. " " " "	.48
No. 93—½ lb. " " " "	.48
No. 66—⅛ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/10 lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ⅛s, 6 lb. "	.38
" " 12, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags, per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " 24-lb. "	.29
Special 10-c. packages, 30 to box, per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.50
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.65
Dime, 4 doz	3.90
Winner, 4 doz	4.65
Baby, 1 doz., glass	1.90
Red Cross	4.60
Peninsular	4.60
Dr. Hand's, 2 doz	3.10
Leader	
Banner, 4 doz	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 70
Peerless, 5c. size, 4 doz	2 20
Yacht, family	3 50
St. Charles, family size, 4 doz	3 75
St. Charles, botel size, 2 doz	3 95
Silver Cow, 5c. size, 6 doz.	3.25
Pet, 10-c. size, 4 doz, per case	3.30
Pet, 5-c. size, 6 doz, per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

Per case.



Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-elgbt 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10



These Are to Help You Increase Your Trade!

In order to aid you in the sale of ***Ralston Health Food*** and ***Purina Whole Wheat Flour*** this mill will furnish you with an attractive variety of checkerboard advertising matter for distribution to your trade. These will greatly popularize your Cereal business, and thereby increase it.

RALSTON CHILDREN'S CHECKERS and BOARDS!
RALSTON—Health Department—CHILDREN'S WAGONS!
FREE RALSTON CHECKERBOARD SATCHELS!—same as used at the World's Fair. Also A Beautiful CHECKERBOARD WINDOW DISPLAY!



Children are delighted with these things. Inquire how to get them.

Grocers have a chance to build up a profitable trade on this checkerboard line—**Ralston Health Food** and **Purina Whole Wheat Flour**—a line over which the most intelligent housekeepers are enthusiastic.

Ralston Purina Mills
St. Louis, Missouri

T. A. James & Co, General Distributers,
12-16 Chestnut Street, Philadelphia

Your Store Should Be Brighter Than Day

Your store ought to be lighter at night than in the day because at night the light is all inside, in daytime it is all outside.

Is it?

A store that at night is only "as light as day" would probably show up rather darkly. Stores that are brilliant and cheery are literally brighter than day.

A few electric lights properly disposed, will make your store inviting and attractive—the lack of them will make a cold and gloomy place that repels everybody.

Take it up with us.

THE PHILADELPHIA ELECTRIC CO.
TENTH AND CHESTNUT STREETS

—21—

COCOANUT.

	Per lb.
Scbepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅓s	.26
" ¼s	.28
" ⅓s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Silce, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroli	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	c9
Fruit Gem		.08
Grandma Cookies	.08½	.c9
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Water	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Sultines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1 00
Milk Lunch	1.00
Our Ginger Snaps	50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rbode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

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Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars.....per jar	.75
" 5 gallon kegs.....per keg	2. 50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon palls...per pall	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
.....loaf,	.26½
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single, in tin.....per lb.	.90
" 1-lb tins.....per case	.26
	3.25
Camembert, in wood boxes.....per doz. 2.75-2.85	
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.19
Limburger Cheese, No. 1.....box, 18; ⅓ box, 18; less	.19
Muenster Cheese.....per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box..... "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 doz. in case..... "	2.40
Picnic size, 2 doz. in case..... "	1.35
Trial size..... "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box..... "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.10
Star Cream, or Phila.. 22 " .... "	2.30
Miniature Cream, or Phila. 12 " .... "	1.15
Hand Cheese, 8 doz..... "	1.45
" 4 " ..... "	.75
" 4 " Tburinger..... "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box ..... "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages.....per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " ..... "	2.75
Carlsbad Speck (Imported Bacon) ..... "	.32
Imported Cervelat Sausage (Rolff's)....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short .....per lb.	.24
" " long..... "	
" Mortadella, Dry .....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75..... .....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less.....	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less.....	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less.....	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less.....	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less.....	.24
" Salami (E), 50 and 100-lb. boxes, .21; less.....	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less.....	.21
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less.....	.18
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham..... "	.28
" Petit Delicatess Frankfurters, plain, per doz.....	.90
" Petit Delicatess Frankfurters, with Sauer Kraut.....per doz.	.90
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck..... "	.18
Mettwurst, half-ronnd ..... "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Bintwurst..... "	.18
" Pfefferwurst..... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.....	4.75
" (Derby Brand), quart glass jars per doz.....	5.75
" (Derby Brand), 10-oz. jars, per doz.....	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass..... "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

Compare This Picture With Your Store



We can make your place look like this and we can afford to do it for less money than anybody else.

MILLER & ENGLAND
7012-14-16-18 Woodland Avenue
PHILADELPHIA, PA.

The GREAT Ramly

Is the one spelled R-A-M-L-Y, the finest Turkish cigarette ever made to sell for 10 cents. So good, other cigarettes are made to look like it, so they will sell on the Ramly's reputation.

If you want to give your customers an ideal smoke, sell them the Ramly. You won't have to tell them about it the second time—they'll *ask* for it.

Mentor Cigarette Company
404 Atlantic Avenue
BOSTON, MASS.

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in qnart jars, glass	"	1.60
Lamb tongues, in glass	"	

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Palls.
Holland Herring, mixed, "Y. M." ⅛bbl.	5.50 60–75
" milkers, " ⅛ bbl.	6.50 75–85
" mixed, Standard, bbl.	
⅛ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl, ⅛ bbl.	
Scotland Herring, mixed, large fulls, bbl. ⅛ bbl.	8.00
" milkers, large fulls, bbl. ⅛ bbl.	8.00
Marinirte Herring, Imported, abont 40 in pall.	1.25
Roll Herring, Imported, about 25 in pall	1.00
Spiced Herring, Imported, about 40 in pall.	1.00
Norway Stockfish, dry per lb.	15
Matjes Herring per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. palls	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ⅛ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pall	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1|1 keg, .80; ⅛ keg, .42; ¼ keg, .32; ½ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19 50	½ kilo Cans, per dz.			19 50
½ " "	10.50	¼ " "			10.50
¼ " "	5.50	⅛ " "			5.50
⅛ " "	2.75	1/16 " "			2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2. 40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spltzkngeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag		2.50
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case		6.50
15 4-lb. "	"		6.50
6 10-lb. "	"		6.50

Freight prepaid on two-case lots.

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EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.32
Western	24– 31
Storage	20– 23

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.1 ½
New York, Full Cream, new, 1st's, 40-lb. bxs.	14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb		.27
Anchovies, in oil, ⅔ bottles		4.50
" " ¼ "		3.25
Anchovy Paste, fancy, per doz		4.75
" plain, per doz		3.75
Boullion, Burnham, pints, 2 doz. in case		3.75
" " ½ pints, 2 doz. in case		2.00
Capers, Nonparlel, ⅛ gallon kegs		1.50
" " Quart, glass	per doz.	7.00
" " bottled, ⅔ size	per doz.	2.35
" " " ½ "	"	1.90
" " " ¼ "	"	1.15
Canton Ginger, large pots, cases 6 jars,	per case	4.65
" med. " " 12	"	5.00
" small " " 24	"	4.75
Cherries in Maraschino, in glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse.	p. dz.	.90
" " 3 lb., 2 dz. case	"	2.20
Currie Powder, pints, per doz		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ⅛'s		2.85
" ¼'s		5.50
" ½'s		10.50
" 1's		20.00
French Peas, Extra Fins, per case		18.00
" Fins, per case		16.00
" Moyen's, per case		13.00
Kippered Herring, 6 doz. in case	per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case		12.00
Huntley & Palmer's Petit Beurre Biscuit, lb		.19
" " Dinner Biscuits, per lb		.29
" " Breakfast Biscuits, per lb. (Packed 7 lbs. and 5 lbs. in a can.)		.32
Red Pepper, Ring, pints, per doz		1.25
" " ⅛ pints, per doz		.60
Salt, in 4-doz. stone jars		1.75
Morris' Extract of Beef, 4 oz., per doz		6. 50
" " " 2 oz., "		3.55
Armour's Beef Extract, 2 oz., "		4. 45
" " " 4 oz., "		8.20
Anker's Extract of Beef, 120 vials		4.00
" " " 4 oz.	per doz.	4.00
" " " 8 oz.	"	7.25
" " " 16 oz.	"	13.50
Theodore Marquet Mushrooms:—		
First Choice		28.00
Choice, 100 tins per case		26.00
Extra, " "		
Hotel, " "		24.00

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Truffles, ⅛	per tin,	.30
" ⅛	"	.55
" ¼	"	1.15
" ½	"	2.25
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz		2.25
" Figs in Cordial, 1 doz., per doz		5.00
Bishop's Figs in Cordial, 1 doz., per doz		6.50
Crystallized Ginger, 1-lb. tins, per doz		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz		3.60
Victor Rose Water, per doz		2.25
" Peach Water, per doz		2.25
Pitted Olives, per doz		5.25

FLOUR.

	Per Bbl
King Midas	6.90
Gold Medal	6.55
Millbourne	6.35
On Top	6.70
Ceresota	6 40
Pillsbury's Best	6.35
Taylor's Fancy	5.50
Semper Idem	5.00
Pride of the West	5 25
Sunbeam	5.15
Quaker City	6.00

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages		2.85
Franklin Pancake, 30 2s		3.50
Uncle Jerry's Pancake, 40 packages		2.50
Hecker's Buckwheat, 32 3s	per case	4.10
Hecker's Buckwheat, 64 1½s	per case	4.60
Hecker's Flapjack Flour, 24 packages		1.90
Log Cabin Pan Cake Flour, 36 2s		3.25
Ralston's Purina Pancake Flour, 36 2s		3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz	per doz.	.95
Selser's, medium bottles, 2 doz	per doz.	1.35
Schimmel's, 10 oz. bottles, 2 doz. in case		1.45
" 6-oz. " " "		.95



OUR PRODUCTS RETAIN THE HARVEST'S RIPE FLAVOR

Just the Fresh Fruit and Vegetables

There are all kinds of Canned Goods—and all kinds of claims are made for them, but how many can substantiate their claim?

In the **OLNEY** brand only the fresh fruit and vegetables that are grown at the door of the factory are used.

All the rich, ripe flavor and delicacy is retained—no loss of either caused by traveling a long distance—nothing added or taken away by preservatives or coloring matter. That is how **OLNEY** goods come to you.

They have always been pure, so the pure food laws did not affect us. Let us show you what canned goods should be.

The Burt-Olney Canning Company

ONEIDA, NEW YORK

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

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FARINACEOUS GOODS.

	Per Bal
Corn Meal—	
Lea's, white, Table, 100 lbs	2.05
" yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Western yellow, 100 lbs	1.65
Mother's, 36 packs	
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.15
Beans—	
California Lima, per lb.	.06
Marrows, Fancy N. Y. State, grain bags bush	2.32½
Marrows, Extra Choice, N. Y. State, grain bags, bush.	2.27½
Medium, Fancy N. Y. State, grain bags, bu.	2.32½
Pea, fancy, N. Y. State, grain bags, bushel	2.30
Pea, fancy, Michigan, grain bags, bushel	2.30
Red Kidneys "	2.30
Peas—	
Green, per bushel	2 05
Scotch "	2.20
Split, yellow "	2.15
" green "	
Lentils—	
110-lb. bags, per lb.	.08
Less quantity "	.08½
Shaker Corn—	
Fancy, barrels, per lb.	.06¼
Less quantity "	.06¾
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.65
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100 lb. bags	1.65
Western Grits, 100 lb. bags	1.65
Barley—	
OO	.07
No. 3, 100-lb. bags	4.00
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 18 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	7.75
" " kegs 100 lbs., per keg	4.00

Oaten Goods, in cases—	Per case
Avena, 18 packages	1.47½
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	3.00

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H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.67
Quaker, 18 small size	1.55
Quaker, 10 large size	2.20
Rolled Oats—	
Avena, per bbl., 180 lbs	7.10
Avena, per keg, 90 lbs	3.65
Standard, 180-lb. bbls	6.85
" 90-lb. bags	3.25
Sago—	
Fine, bags about 160 lbs	.04⅝
50-lb. lots	.05½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.05½
" " less quantity "	.06
" Pearl, 150 lbs "	.04½
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3 00
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2 65
Cook's Malto Rice, 36 2-lb. packages	4.20
Cerealine Flakes, 36 packages	2.40
Force Food, 36 packages	3.65
Mapl Flake, 36 "	4.05
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2 70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.85
Zest, 36 packages, 10 cent size	2.25
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3 90

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HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated "	1.07½
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	05½
" " square "	.06¼
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¾
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	18.00
Standard Cash Register	80.00
Tea Caddies, round front, No. 2 per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

THE CORN WITHOUT HULLS



The Kernel of the Corn Alone

The only Canned Corn on the market which contains no hulls is the **Winorr** brand. By a special device we extract the kernel and throw away the tough hulls, leaving a most nutritious and delicious corn product that your trade will thank you for introducing to them. Every grocer should be selling the **Winorr** brand, under which we also pack Sauer Kraut, Dry Mince Meat in cartons, and the finest Salad Dressing on the market.

The Pressing & Orr Company, Norwalk, Ohio

SOLE LEATHER, NAILS, Etc.



If you carry a line of Sole Leather, Strips, Cut Soles, etc., send to us for quotations. We shall deliver all goods to your destination prepaid.

G. B. Weiss & Son
229 EAST FORTY-SECOND ST., NEW YORK CITY

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Tobacco Cutters		1.50
Alarm Money Drawers		1.50
Bag and Twine Holder		1.00
Barrel Covers, Sunk Handles, 21 in.	per doz.	2.50
" Top " 21 in.	"	2.00
Beef Cutters		6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in.		1.60
Can Openers, "Never Slip"	per doz.	.90
Hopper's Can Opener	per gross	13.80
Cheese Cutters		8.00
Coffee Mills, Dell's No. 9		32.00
" " 10		40.00
" " 12		65.00
Fruit Augers, 2 prong		1.50
Measuring Faucets		2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" " 4	"	5.40
" " 5	"	7.20
X Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No.		1
" " " "		1½
" " " "		2
" " " "		3
" " " "		4
" Grocers', without weights, Brass Scoop and Brass Plate, No.		1
" " " "		1½
" " " "		2
" " " "		3
" " " "		4
" Butchers', without weights, No.		0
" " " "		1
" " " "		2
" " " "		3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case	"	.90
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

SHREDDED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater					
Ex. Norway, No. 1	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4	24.00	12.60	6.50	1.45	1.21
Ex. Bloaters, xxx	42.00	21.60	10.95	2.35	2.03
Ex. Bloaters, xx	40.00	20.60	10.45	2.25	1.95
Fancy Shore, No. 1	38 00	19.60	10.00	2.15	1 77
Med. Shore, No. 1	27.00	14.10	7 25	1 60	1.33
Large Irish, No. 2	23.00	12.10	6.25	1.40	1.17
Extra Irish, No. 2	22.00	11.60	6.00	1.35	1.13
Medium Irish, No. 2	21.00	11.10	5 75	1.30	1.09
Small Irish, No. 2	20.00	10.60	5.50	1.75	1.05
Irish, No. 3					
Large, No. 3	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med	6.50	3.85			
Ocean Whitefish	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 80 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case		1.30
" small size, 2 doz. in case		.90
Glass Tumblers, sealed, 2 doz. in case		1.30
Screw Top Jars, 2 doz. in case		.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring	per box	.18
Small Extra Scaled Herring	per box	.18
Boneless Herring, fancy 10 lb. boxes, per lb.		.15
Smoked Salmon, whole fish	per lb.	.27
New Cromarty Bloaters, 50s	per box	.95
" " 100s	"	1 90

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.10½
Fancy N. Y. State, 48 1 lb	.11
Choice N. Y. State, 50-lb. boxes	.10
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Standard Royals, 25 lbs	.19
Cherries—	
California, unpitted, Black, 25 lbs	.16
California, pitted, 25 lbs	.26
Currants—	
Gold Medal, recleaned, 36 1s	.08⅜
Gold Medal, loose, 25 lbs	.08¼
Private Growth, extra, cleaned, 36 lbs	.08
" cleaned, 30 lbs. bulk	.07¾
Nectarines—	
White, 25 lbs. per lb.	
Peaches—	
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14¼
Extra Choice Muirs, 50 lbs	.13½
Choice Muirs, 25 lbs	.13¼
Choice Yellows, 25 lbs	.12¼
Pears—	
Fancy California, Bartlett, 25 lb	.13½

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PRUNES. Boxes.	New Fancy Cal.	Fancy Cal.	Ruby's	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.10½	.09⅜		
40– 50, 25 "	.09½	.08¾		
40– 50, 50 "				
50– 60, 25 "	.08½	.08¼		
50– 60, 50 "	.08¼			
60– 70, 25 "	.08	.07¾		
60– 70, 50 "	.07¾			
70– 80, 25 "				
70– 80, 50 "				
80– 90, 50 "	.06½	.05¾		
90–100, 25 "		.05		
90–100, 50 "		.05¾		
100–120, 50 "				

25–30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.09
Raisins—	
Muscatels, 4 crown, 50 lb	.07¾
" 3 " 50 lb	.07½
" 2 " 50 lb	.07
Cal. Thompson Seedless, 50 lbs	.07¾
Cal. Cleaned Sultanas, 50 lbs	.08
Cal. Sultanas, 50 lbs	.07½
Seedless Muscatels, 50 lbs	.07
Roger's, Layer, Valencias, 28 lbs	.07¼
Llano, Layer, Valencias, 28 lbs	.07¼
Gilabert's, Layer, Valencias, 28 lbs	.07¾
Raisins, Seeded—	
G. & S. fancy, 36 1s	.09
Tiger, fancy, 36 1s	.09⅜
Admiral, fancy, 40 1s	.09
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.13
Orange Peel, fancy, boxes, 10 lbs., net	.12½

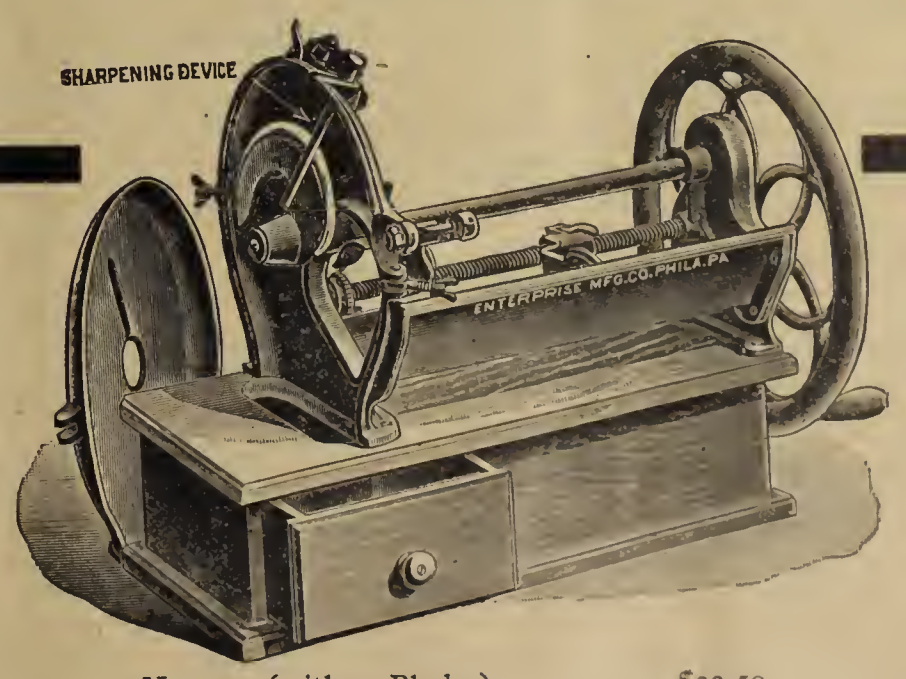
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case per case	2.30
Case No. 5, 1 doz. 25-cent size " "	2.05
Case No. 6, 2 doz. 15-cent size " "	2.47½
2 doz. 15-cent size, 1 lb per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case per doz.	2.15
24-12 oz. package, packed 2 oz. in case " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz per doz.	.67½
Tumblers, 5-c. size, 2 doz "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

No. 125 (with 2 Blades) $22.50
No. 129 (with 1 Blade) 22.50

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INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38

	No. 1.	No. 2.
Jumbo Chimneys, plain, per doz.	.75	.85
" " dec., 107, "	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.25
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

		Per gro
Swift & Courtney's, 200's, 1-gross case		1.75-1.90
" 400's, 1 "		3.50-3.70
" 500's, 1 "		3.75-4.00
Blue Hen, 200's, 1 "		1.50-1.60
" 500's, 1 "		4.00-4.25

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	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5 00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1 05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckers,	" "	.09
10-lb. buckets, 6 in crate,	" per crate	6.25
5-lb. " 6 "	" "	3.65
5-lb. glass jars, 6 in case,	" per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX,	" per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets,	" "	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets,	" "	.09
10-lb. buckets, 6 in crate,	" per crate	6.25
5-lb. " 6 "	" "	3.65
5-lb. glass jars, 6 in case,	" per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX,	" per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets,	" "	.08
Campbell's Mince Meat, 30-lb. palls	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits,	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ¼ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kans, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

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National, 30-lb. Kits, bbls., ¼ bbls	per lb.	.05¾
Southwark, 30-lb. palls, bbls., ¼ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Palls, 18, 37 and 68 lbs	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts,	7.25
" Extra, quarts	6.75
" Extra, pints	4 50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2¼ doz.	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2¼ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen large		6.00
2 dozen medium		6.75
2 dozen small		4.25
6 1-gallon tins	per gal.	2.10
10 ½-gallon tins	per gal.	2 20
20 ¼-gallon tins	per gal.	2.25

AMERICAN OIL.

Stobrer's, No. 8, 2 doz.	per doz.	.55
Stohrer's, No. 16, 2 doz	per doz.	.95
Stohrer's, No. 32, 1 doz	per doz.	1.85
Keystone, bottles, 2 doz	per doz.	.95



We GUARANTEE the Purity of

ATMORE'S MINCE MEAT

Contains No Adulterant or Preservative

ATMORE & SON Philadelphia

Which Means the More to YOU

To sell a package coffee which *you* must *create the demand for*, and which brings you nothing but the profit—or to sell **Ariosa** which is *already sold for you*, leaving nothing for you to do but hand it out? If there is any question in your mind it will be settled when you find you can get *absolutely free*, in exchange for the vouchers coming to you with every case of **Ariosa**, almost any article of merchandise you may need for your store or your home. We'll send you a catalogue if you haven't one.

ARBUCKLE BROTHERS
NEW YORK

—41—

PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03½
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolt Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
½	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91		1.07	1.21	1.55
6	1.73	1.03	1 95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	.....	3.11	.....	.....	2.89
14	3.37	.....	3.97	.....	.....	3.75
16	3.87	.....	4.41	.....	.....	4.01
20	4.39	.....	4.79	.....	.....	4.55
25	4.83	.....	5.41	.....	.....	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11 25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

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Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

	Per case
Brad's "Tip-Top":—	
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

	Per doz.
MacLaren's—	
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

William Bros., 32 gal., 1500s	10.75
" " 16 " 800s	6.10
" " 16 " 600s	5.25
Barrels, 45 gal., 1200s	11.50
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal. per keg,	3.30
Sweet Pickles, 700s, 5 gal. "	3.60
Sweet Pickles, 1,000s, 5 gal. "	4.15
Sweet Pickles, 2,000s, 5 gal. "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz	.95
No. 8, Sweet Gherkins, 2 doz	.95
No. 8, Sour Mixed, 2 doz	.95
No. 8, Sour, assorted, 2 doz	.95
No. 8, Chow-Chow, 2 doz	.95
No. 8, Onions, 2 doz	.97½
Crosse & Blackwell's:—	
Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz.	2 doz.	1 doz.	1 doz.	½ doz.
½ Pints.	Pints.	Qts.	½ Gal.	1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

	Per gal.
Duffy's:—	
Pure Apple Vinegar, Extra old, bbls.	.16
" " " 40 grain, bbls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	09¾
" 14–16 lbs	.09½
" 10–12 lbs	.10
Picnics, 6–8 lbs	.09
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.15
" Tenders and Knucks	.16
" Flats	.13
" Air Dried, sets	.21
" " Tenders and Knucks	.22
Jersey Pork, Butt per bbl.	18.00
" Family "	20.00
Breakfast Bacon, rib in	.11½
" boneless	.13
S. P. Bellies, 14-15 lbs	.10
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.18
Beef Tongues, smoked, 5–6 lbs per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.12½
" " large	.12½
" " medium	.12½
" " small	.14
" Breakfast Bacon	.14
" " boneless	.16
Beef, air-dried, regular sets	.20
" " insides and knuckles	.23
Ham Bologna	.10
Beef "	.10
Boiled Hams	.22
Beef Tongues per doz.	9 00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb	.13
Premium brand Hams, 12 lb	.12½
Premium brand Hams, 14 lb	.12
Premium brand Hams, 16 lb	.12
Premium brand Hams, 18 lb	.12
Premium brand skinned Hams, 18–20 lb	.11½
Premium brand boiled Hams, skinned, fatless	.22
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.16
Winchester brand skinned Hams, all aver	.10½
Winchester brand Picnics	.09¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	09½	7⅞
Plain Tubs, 50 and 60 lb. cans	09½	8
10-lb. Tin Pails, 60 lbs	10½	8¼
5 " "	10⅝	8⅜
3 " "	10¾	9

John Bower & Co.—	
Pure Kettle Rendered, tierces	.10¾
" " tubs	.11
" " 3, 5 and 10-lb. cans.	.12
Swift & Co.—	
Premium brand, tierces	.10½
Silver Leaf brand, tierces	.09½
Jewel, compound, tierces	.07⅝
Cotosuet tierces	.07⅞

DRESSED MEATS.

	Per lb
City Dressed Beef—	
Choice, native	.08 –.09
Common to fair, native	.06 –.07
Western Dressed Beef—	
Choice, native cattle	.08 –.09
Common to fair "	.06 –.07
City Dressed Veal—	
Prime	–.13
Good to choice	–.08
Dressed Hogs—	
Pigs	–.08½
Hogs, heavy	–.08½
" 180 lbs	–.08½
" 160 lbs	–.08½
" 140 lbs	–.08½
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.09
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00



See What You Can Do With This

This W. & D. Special Combination Fixture temptingly displays bananas on the top tree, which revolves, and pickles in the tanks below. A space-saver, a constant salesman, an ornament. Oak or cherry, handsomely finished with nickel bolts and ball-bearing casters. Uses only two square feet of floor space.

Interesting price; write for it to-day.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Look At It and Taste It



The minute you see **Nicelle Olive Oil** you feel sure it's a high-grade article. The package is unique and exclusive—you can't associate poor goods with it.

Taste **Nicelle Oil** and you *know* it's high grade. Nowhere else have you met that rich smoothness, that delicate yet penetrating olive flavor.

Women have told us repeatedly that their salad dressing came quicker and better with **Nicelle Oil** than with any other brand they ever tried.

Give it a chance for your own good.

NICELLE OLIVE OIL CO.
105-109 Hudson Street, New York

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.12
" " western		.12

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.18 –.20
" Y. T., 5 to 7 lbs	.17 –.20
Old hens and toms	.16 –.19
Common to Good	.12 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.13 –.14
Heavy Roasters, 4 to 5 lbs	.14 –.16
Fair to good	.12 –.13
Old cocks	.09 –.10
Western capons, fancy, frozen	
" " small, frozen	
Squabs—	Per doz.
Prime, large, fancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.14 –.15
Large Springers	.14 –.15
Fowls	.14 –.15
Roosters	.10
Ducks	.13 –.14

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case, per doz.	85
" 1 " " "	.85
Large or No. 2, 1 " " "	1.40
1-lb. cans, 1 doz. in case, per case	4.00
2-lb. " ½ " " "	3.75
3-lb. " ½ " " "	5.40
5-lb. " ½ " " "	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	5 60
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz., doz.	.90
Spring Garden, fancy, No. 3, 2 doz., doz.	.80
Compass, No. 3, cans, 2 doz	.75

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb., per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 2 "	2.50
Atmore's Genuine English Plum Pudding— Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 2 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.90
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.90
Apple, 30-lb. pails, per pail	1.20
Apple, 20-lb. crocks, per lb.	.07¾
Apple, Schimmel's, 30-lb. pails, per lb.	.06
Prune, 30-lb. pails, per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Cortice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4 60
Apricots,	" peeled	4 85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	45	.85	1.95
Sweet Oil	.40	.85	1 95
Spirits Nitre	.45	85	1 95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size, per doz.,	1.20
Laudanum, 25c.-size, per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum, per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2 60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk, per lb.	.08
" Lump, bulk, "	.08
Butter Color, W. & R., per doz.	2.00
Bluestone, bulk, per lb.	.09
Copperas, per lb	.01¾

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Camphor, gum, 1-oz. blocks		1.00
" Flakes, 250 bbls		.02¾
" " less quantity	"	02¾
" Tar Balls, bbls., 250 lbs.	"	.02¼
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.01½
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.87
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.84
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	29½
" ¼-lb. packages	"	.34
" ½-lb. "	"	.33
" 1-lb. "	"	.32
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	04
Saltpetre, crystal, barrels, about 350 lbs.	"	.07
" granulated, kegs, 100	"	.07
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Venetian Red	per lb.	.02
Whiting	"	.02

	1 oz.	8 oz.
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz	per doz.	.80

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

cid Phosphate, Horsford's	per doz.	4.15
ath Brick, box 25 bricks	per box	.60
ealing Wax	"	.03
lver Sand	per bbl.	1.25
ar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00

IcCormick & Co.—

Jockey Animal Food, 3 doz. 1-lb. paokages and premiums	per case	3.75
U. S, Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

IcCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00

auer's Flavoring Extracts:—

No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bbls., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qnarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz quarts		3.75
" " 2 doz. pints		4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.05⅞
" " 3-lb. "	.05⅛
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs		2.65
" " 60 bags, 5 lbs., lim		4.00
" " 22 " 14 "		3.75
" " 30 " 10 "		3.75
" " 115 " 2⅛ "		4.00
Worcester, Irish Linen, bags, 250 lbs		2.50
" " 56 "		.65
" " 28 "		.35
Worcester Mermald Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl		3.00
" Pretzel, bbls. contain 280 lbs		2.40
" " sacks, 180 lbs		1.55
" Cheese, bbls. contain 280 lbs		2.40
Ivory Salt, dime size, 36 wooden boxes to case		2.20
New Ivory Salt, 24 large cartons to case		1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel	per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags		.40
" " " 140-lb. " "		.75
Agricultural Salt, 200-lb. burlaps		.60



Family size, case of 4 doz.		3.60
Hotel size, case of 2 28-lb tins		3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz	doz.	.87½
Durkee's, large, 1 doz	per doz.	4.00
" small, 2 doz	"	2.40
Schimmel's, small, 2 doz	per doz.	.87½
My Wife's, large, 1 doz		2.30
My Wife's, small, 2 doz		1.45
Snider's Salad Dressing:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Luncheon, 3 doz	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.65
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sance:—		
Pints, 1 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz	per doz.	2.40
½ pints, 2 doz	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

How to Answer Their Questions

Put a box of **I-V Washing Tablets** on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

1—They contain no acid of any sort.
2—They wash clothes without rubbing.
3—They make clothes beautifully white;
4—They can be used in hard water;
5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.
251 North Front Street, Philadelphia, Pa.



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SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.10	Mustard, Yellow..	.06½
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes, "	.04½
Arm & Hammer bd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ¼, ½, 36 lbs., "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50

5 per cent. discount on 5 case lots.

Cliequot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz., per doz.	.72
Putz Liquid, large, 3 doz., per gross,	16.50
Putz Liquid, large, 3 doz., per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans, "	18.00
No 2, pint cans, "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans, "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs., per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.70
Ark	100	1.85
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.70
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.50
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3. 75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs	150	4.70
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3. 85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	3.50
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes, per box		2.70
" 6 oz., 100 packages, "		2.65
" 8-oz. packs, "		2.70

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Soapine, No. 7, 100 packs	2 37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 00 6-oz.	2.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz., per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade	.32	.34	
White, Low Grade	.23	.25	
Cayenne, High Grade	.21	.23	
Cayenne, Low Grade	.16	.18	
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ⅛ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ⅛ lb.	.40
¼ lb.	.75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St
PHILADELPHIA, PA.

No Friends Among the Wheelwrights



Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

urn's Philadelphia Mustard, D. S. F.:—
ent tins, 2 and 4 doz.....per doz. .45
me size, 2 and 4 doz..... " .85
lb: net, tins, 2 and 4 doz. ..... " 1.00
" 2 doz..... " 1.90
" 1 doz..... " 3.70
lb. cans, full weight.....per lb. .23
" " ..... " .22
nan's Mustard, D. S. F.:—
-lb. tins.....per doz. 5.40
-lb. tins ..... " 2.70
-lb. tins..... " 1.45
-lb. tins..... .90
-lb. kegs..... .43

MUSTARD—Prepared.

	Per doz.
npbell's, jar, 2 doz.....	.87½
den's, No. 6, with spoon, 2 doz.....	.95
den's, No. 20, with spoon, 2 doz.....	.88
r Mug, fancy, large size, 2 doz.....	.65
nonade Glass, tall, 2 doz.....	.78
rseradish and Mustard, 8 oz., with spoon, 2 doz.....	.90
k Jar, glass top, 2 doz.....	.85
ter Tumblers, glass, 10 oz., 4 doz.....	.37½

WHOLE SPICES.

	Per lb.
pper, Black.....	.09⅜
spice.....	.07
ves.....	.15
ce	.48
tmegs, 80's.....	.22
" 110's.....	.17
namon Bark, China.....	.13
" Canton.....	.12
" Java Thin Quills, 5-lb. rolls..	.30
" Saigon.....	.79
hole Mixed Spices, bulk, 6-lb. boxes.....	.11

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CORN STARCH.

Davis, 48 5-cent packages.....per case	1.80
Davis, 36 10-cent packages.....per case	2.70
Duryea's, 40-lb., 1-lb. packages.....	.06½
Niagara, 40-lb., 1-lb. "	.04¾
Cream, 48-lb., 1-lb. "	3.45
Kingsford's. 40-lb., 1-lb, "	.06⅝
Murdoch's Oswego—	
1 lb. packages, 40 lb. boxes.....	.07¼
1 lb. packages, 20 lb. boxes.....	.07½
Bbls, about 200 lbs.....	.c6¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes.....	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons.....	.04⅞
Kingsford's, Pure, 3-lb. cartons.....	.c6¼
" Pure Gloss, lb. packages.....	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.....	.07⅜
Duryea's, Superior, 3-lb. cartons.....	.c6¼
" Satin Gloss, lb. packages.....	.07¼
" Superior B, bulk.....	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk.....	.03¾
" 1 lb. packages, 48 lbs.....	.04⅞
" 3-lb. cartons, 48 lbs.....	04⅞
" 6-lb. boxes.....	.05⅝
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages.....	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages.....per package	.08
Starch Polish. 20 cakes.....per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes...	.c7¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate.....	.08¼
Velvet Gloss, about 200 lbs.....	.c7¼
Snow Gloss, 3 lb. cartons, 48 lb. boxes.....	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs.....	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross.....	4.00
Enameline Paste, large, ¼ gross.....	7.00
Enameline, Liquid, large, ¼ gross.....	6.65
Enameline, Liquid, small, ¼ gross.....	4.90
Electic Paste, ⅛ gross boxes.....	4.20
Magic Paste, ¼ gross boxes.....	4.75
Parlor Pride, large size.....per doz.	.87½
" " .....per gross	10.25
" small size.....per dos.	.70
Climax Enamel ¼ gro.....per gross	9.40
Black Jack, ¼ gross, per gross.....	6.60
Rising Sun .....per gro.	5.75
Sun Paste, 5-cent size..... "	4.50
" 10-cent size..... "	7.20

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X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross.....	1.25
Per box of ⅓ gross.....	2.50
14 dozen to gross.....	5.00
10-cent size, No. 10, per box of ¼ gross.....	2.25
Per box of ⅓ gross.....	4.50
Per gross.....	9.00

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round.....per pkge.	.04¾
Excelsior, 24 packs..... "	.05¼
McAllister, 36 packs ..... "	.05⅜
Rosensteins, 1lb. pkgs., 2 doz.....per lb.	.05⅛
Bird Gravel—	
Bird Food Co., Red, pints, 3 dos....per doz.	.35
Red, quarts, 3 doz..... "	.70
Silver, pints, 3 doz..... "	.35
" quarts. 3 doz..... "	.70
Bath Brick, 25 bricks.....per box	.60
Toothpicks, Eureka, 100 boxes.....case	1.85
Toothpicks, Perfection, 2 doz. .....per doz.	.42½
Royal Glue, 1 doz.....per doz.	.80
Paist's " 1 " ..... "	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8. 10's.....per case	90
Carpet Tacks, Silver Steel, 4 oz.....per dos.	.06⅛
6 oz..... "	.07
8 oz..... "	.07½
10 oz..... "	.08½
12 oz..... "	.09½
Matting Tacks—	
No. 10, steel.....per doz.	.09
No. 11, steel.....per doz.	.09⅜
No. 12, steel.....per doz.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather. cut into taps, 6 inches high	1.50
5⅛ inches high.....	1.48
5 inches high.....	1.42
4⅛ inches high.....	1.35
4 inches high.....	1.18
3⅛ inches high.....	1.05
3 inches high.....	.90
Fly Paper, Tanglefoot.....per case	
Fly Paper, Sticky, 10 cartons.....	2.20
Sticktite Fly Paper, 100.....per case	3.00
Sticktite Fly Paper, 10 cartons.....per case	2.35
Wax, White and Yellow.....per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.....per lb.	.10⅛
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80
Cleveland, extra fine cotton twine.....per lb.	.22
Orange Brand, fine cotton twine ..... "	.20
Texas Medium, cotton twine..... "	.16
Cotton Candle Wick ..... "	.20
Colored Twine, 8 balls to bx., lb. to bx. "	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches ..... "	.20

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Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches..... per lb.	.16
Best Jute Rope, 16 yds. to lb..... "	.09
Best Jute Plow Line, 8 yds. to lb.....	.09
Jute Clotheslines, 90 ft. to hank.....per doz.	1.60
Jute Clotheslines. 108 ft to hank..... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668.....	.42
Extra Fancy, No. 669	.40
Fancy, No 670.....	.39
Strictly Choice, No. 675.....	.38
Choice, No. 664.....	.32
Black Strap.....	.11
Foundry Molasses.....	.11
B. H. F., Horse Food Molasses.....	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid.....	.35
Gold Mine, in bbls.....	.29
Fancy, No 101	.32
Fancy, No. 100.....	.30
Choice, No. 576	
Prime, No. 102.....	.26

PORTO RICO MOLASSES.

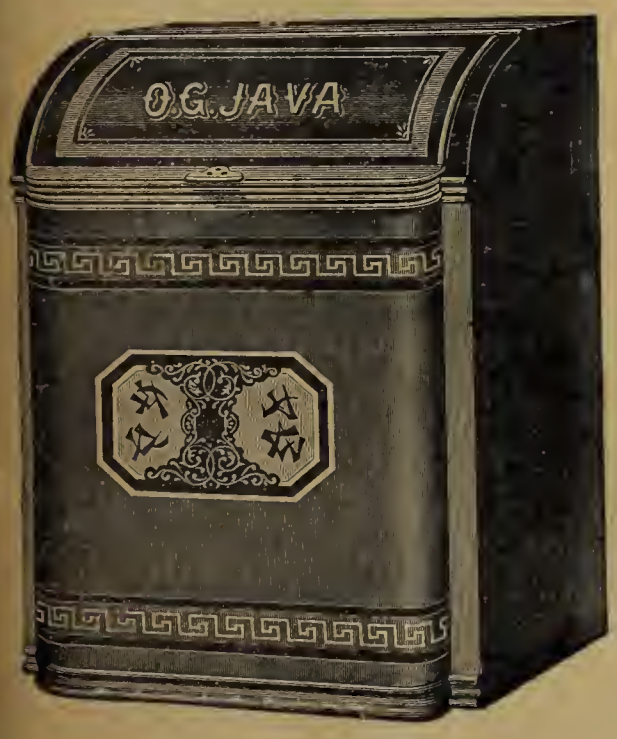
Extra Fancy Ponce, No. 637, new crop.....	.38
West India, choice, No. 634, compound.....	.29
West India, choice, No. 510, compound.....	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery..	2.60
Five A, for confectionery.....	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel.....per doz.	.92½
1 " case..... "	.95
Karo, 10 cent size, 2 doz.....per doz.	.87½
Karo, 25 cent size, 1 doz.....	2.25



COFFEE AND TEA BINS
THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.



And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street

PHILADELPHIA, PA., U. S. A.

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

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No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	2.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

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BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

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TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per dos.	.18
Magic, 1½ dos. packages	per box,	.58
Yeast Foam, 1½ dos	per box	.58

We Investigate Each Account Separately

It you give credit you have bad accounts. If you have bad accounts you need us. You need us because we have made the COLLECTION BUSINESS a study and have brought it as near to perfection as possible. With us you do not depend on stereotyped letters; we investigate each and every account and then put on the pressure that is best adapted to each individual case. It is the only sensible way of doing and the results we get are astounding. May be you are skeptical? If you are, write us—we will satisfy you, both as to our honesty and ability.

UNION MERCANTILE AGENCY
314 Court Exchange Bldg.
Bridgeport, Conn.



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The Walter M. Lowney Company
447 Commercial Street, Boston, Mass.

Baked Beans Ought To Be Baked

Most "baked" bean manufacturers are much exercised over the status of their goods under the National food law. Why? Because their beans aren't baked at all—they are merely boiled or steamed. It's a question whether they can be sold as baked beans.

Actual baking makes a big difference not only in the flavor but in everything else. Boiling or steaming swells the bean and makes it mushy. Baking reduces the size and make it not mushy but mealy. Anybody can see and taste the difference instantly.

The tomato sauce used on ***L. & S. Baked Beans*** is genuine tomato sauce made from the ripe tomatoes; not the catsup that is often used.

Lutz & Schramm Company

ALLEGHENY, PA.

A FEW VARIETIES OF

BURK'S SAUSAGE

PRODUCTS

All of which are prepared in the **finest, cleanest and most sanitary kitchens** in the country.

They contain no cereals, and all meats used in the preparation of them are from stock slaughtered on the premises under Goverment supervision, our Abattoirs being officially known as

ESTABLISHMENT No. 257

Fresh Sausage

Superbly seasoned. These can be had linked or in straight casing, chopped either fine or coarse.

Smoked Sausage

Frankfurters — Beef Bologna
Reed Birds (small Frankfurters)
Smoked Fresh Sausage (old style Half-smoked)
Ham Bologna — Mettwurst
Knockwurst (flavored with Garlic)

Puddings

Liver Pudding — Blood Pudding
Head Cheese — Blood Head Cheese
Pfefferwurst — Tongue Blood Pudding
Sardellen (special grade of Liver Pudding)

Scrapple

Superior to farmers' product, rich and well seasoned.

TWO NEW PRODUCTS

Our own creations. Sold by the leading grocers in Philadelphia.

Meat Loaf

Baked in loaves of about eight pounds. Delicious. Can be served cold, sliced thin, or warmed in oven to take the place of a roast.

Shipped only by express to distant points.

Lunch Roll (Copyrighted)

Choice, tender pieces of pork, very mildly cured; stuffed in linen sack or container. Boiled and ready to slice in place of boiled ham.

LOUIS BURK

GIRARD AVENUE & THIRD STREET

PHILADELPHIA



Five reasons why it is to YOUR interest to push only the Exton.

1. It is the finest oyster cracker ever made.

2. It is so often imitated it is being continually endorsed by its competition.

3. It goes a long way toward making a **poor** oyster stew **good** and it makes a **good** stew **perfect**.

4. You can't find a consumer anywhere who has used the "**Exton**" oyster cracker who will tell you any other oyster cracker is as good.

5. The above statements are **proven** conclusively by the fact that the Exton cracker has been on the market **60 years**

A. EXTON & CO.

TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers, Stamped "Exton"

"The Best Known *and* Known as the Best"

The firms advertising on these pages are all well-known; their products

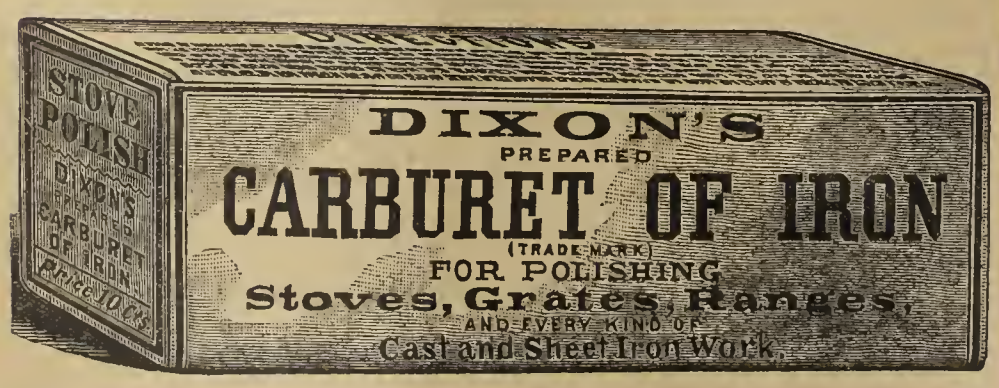
"Every Little Bit Added to What You've Already Got Makes Just a Little Bit More"

Wrigley's Soap pays you better than any similar article on the market. By pushing it you will add a **great deal more** to your profit. *Universal Coupons* in each box.

THE WRIGLEY MANUFACTURING CO.

PHILADELPHIA, PA.

We Are Going to Pay You to Push Our Goods



We want grocers everywhere to PUSH our stove polish and we are going to make it worth their while, by showing them how they can get almost any article of merchandise they may want, either for their homes or stores, absolutely free—harness, wagons, scales, safes, roll-top desks, any kind of furniture, silverware, and even pianos. Write us for particulars. The quality of these goods is guaranteed by the

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

Advantages Gained by Universal Coupon Users

Malta-Vita Pure Food Company of Battle Creek, Mich., to adopt them

Company will exchange all old stock to dealers who use the "Universal" Coupon

The manufacture of the famous cereal, Malta-Vita, has recently been placed under entirely new management, and this popular breakfast food is now being made equal to the food turned out years ago, so that dealers throughout the country can with perfect confidence recommend this delightful, tasty breakfast food to their patrons.

The Company recognize the value the Universal Coupon will be in increasing trade for Malta-Vita, but they desire to have dealers who are saving Universal Coupons and who now have old stock on hand to correspond with them, and arrange to have this stock exchanged free for fresh goods, because they do not want to handicap future sales by permitting dealers to "work off" their old stock on a trade they want to keep.

The Company is also putting out an excellent Corn Flake; it is as much of a leader with Corn Flake field as their Wheat Flake has been in the Wheat Flake field.

Dealers interested should write *at once* to the Malta-Vita Pure Food Company, Battle Creek, Mich., so as to obtain the advantages now offered by this Company. Merely state the quantity of old stock on hand and it will be immediately changed for new, containing Universal Coupons.

MALTA-VITA PURE FOOD CO.

BATTLE CREEK, MICH.

re the best on the market and all bring you UNIVERSAL COUPONS

S-E-A F-O-A-M

Sell Sea Foam Baking Powder because it's the best leavener.
Every housekeeper who has tried it knows a little goes further.
All your customers will KEEP using it, once they start.

Failures in baking are impossible with Sea Foam.
Other baking powders mean—taking chances.
A big saving to your customers over trust powders
Much better profit for you.

It's too good not to push UNIVERSAL COUPONS in every case for the grocer.

Sea Foam Baking Powder Co., 1 and 2 Hudson St., New York

FIT MATES FOR THE BEST BREAD MADE

After getting all the business on Freihofer's Bread we could possibly take care of, we sighed for other worlds to conquer, and started to make **Macaroni, Spaghetti, Noodles** and **Pastels.**

These goods are fit mates for Freihofer's Bread, and most grocers know what that is. We have done little or no advertising to consumers for them, preferring to spend that money with the grocer to make him friendly to us and really anxious to sell our goods.

So that every case contains Universal Coupons, which will buy any necessity or luxury a grocer can want.

The Freihofer

VIENNA BAKING COMPANY

PHILADELPHIA, PA.



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York



Food for Thought and Food for the Body

If you are the means of introducing something to your customers which proves to be better than anything of the kind they have ever had before, you not only get their gratitude, but their confidence. If you get these two things you are certain to hold their trade—that's food for thought.

If you recommend **Royal Peanut Butter** those who try it will find it better food for the body than almost any food product on the market.

The Universal Coupons which come to you with every case are food for the pocket book in the shape of an extra profit.

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio



You grocers are at the mercy of your goods. If you don't look sharp and keep up the quality, away goes your trade.

What a comfort to get hold of an article like **GURNSE** butter, which needs no more watching than sugar. **WE** do the watching, and nobody could do it more scrupulously. **GURNSE** butter is peculiarly our brand. It comes from our own dairies, and we control it from udder to carton. It is the fanciest print butter produced, and the best of it is that it never falls below fancy.

Use it as a leader and your butter troubles are over. Place a standing order and you need scarcely think of it again.

P. F. BROWN & CO.

39 S. FRONT STREET

PHILADELPHIA, PA.



Let Us Advertise You in Your Own Town...

If you will let us do some advertising for you in your own town, you'll be able to add to the regular benefits you get from the advertising we are doing to consumers all the time.

Write us how to obtain any of these:

Ralston Children's Checkers and Board
Ralston Children's Wagons
Ralston Checkerboard Satchels
Checkerboard Window Display

These clever, novel advertising ideas appeal to everybody, but especially to children. Everywhere they go they amazingly help the sale of **Ralston Health Food** and **Purina Whole Wheat Flour**—both profitable products and of superior quality.

Ralston Purina Mills, St. Louis, Mo.

T. A. JAMES & CO., General Distributers, 12-16 Chestnut St., PHILADELPHIA

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.

1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.



It's a Hard Job, but We've Done It

You know how hard it is to please all your customers with coffee. It is natural for you to find it harder than we do, because you have a lot of things to do and we do nothing else. Private Estate Coffee is the result of many years' experimenting to please the popular taste, and it does it so well that we don't know of a grocer who has induced a customer to try it who isn't still using it. This is one important reason for your making a leader of it, and another is that we share our profits with you by giving you Universal Coupons with every case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS **33-34 Fulton Street, New York**

Philadelphia Branch, 139 S. Front Street

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, JANUARY 13, 1908. NO. 2.

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The Story of a Grocer's Mail Order Scrapple Business

How E. W. Alexander of Oxford, Pa., has Built Up a Trade For Farm Products Through the Monthly Magazines. Where He Gets His Material. His Prices. The Plan's Success.

In the want columns of "Everybody's Magazine" for the last few months has appeared the following interesting advertisement:—

ALEXANDER'S FAMOUS PORK SCRAPPLE—cut into slices and toasted to a crisp brown, makes a most nutritious and appetizing breakfast dish. Made of the choicest meat, and the purest Indian meal and buckwheat flour. So that you may try this wholesome food, we will send you a trial order of five pounds for only $1.00, express prepaid east of Denver, Col. Send for my book on scrapple and other pork products. E. W. Alexander, P. O. Box K, Oxford, Chester Co., Pa.

Mr. Alexander, the advertiser named above, is a subscriber to the "Grocery World" and a frequent contributor to its columns. He was asked for some details of his mail-order scrapple scheme, how he came to think of it, and whether it had been successful. In reply he sends a batch of literature from which it appears that he has the plan just as well organized as any other mail-order plan the writer has seen; that is as to the business-like character and fine appearance of his literature.

The inception of the plan is revealed by the following extract from a booklet used constantly by Mr. Alexander and called "Scrapple: Being a Message of Chester County Cheer Concerning Old-Fashioned Farm Products For Fall and Winter":—

FOREWORD.

Undoubtedly the greatest surprise in all our fifty years' experience preparing "Old Home Foods" for our neighbors of South Chester County, Pennsylvania, was the discovery that seven-eighths of the inhabitants of the United States never tasted "Scrapple." For half a century we have been making this and other pork products in the old-fashioned way, never dreaming that in this great country are seventy millions of people who have never even heard of "Scrapple" and whose only acquaintance with the toothsome delicacies that can be made from "Mr. Porker" was gained by way of the notorious packing houses of the middle West.

It was difficult for us to believe this at first, for down here in Southern Pennsylvania, "Scrapple" is the favorite breakfast dish of every household. Literally every one likes and eats "Scrapple" and its presence in the family larder is taken as a matter of course. High and low, rich and poor, all consider "Scrapple" an indispensable adjunct to the daily menu.

When we came to the full realization that our neighbors, for years, had been enjoying a delicacy about which the rest of this great nation knew absolutely nothing, we at once inaugurated an advertising campaign to spread the fame of "Scrapple" throughout the land. Our success was magical. Last year, Alexander's Chester County Scrapple went into every State in the Union, to Canada, to Mexico—even abroad to a customer in Athens, Greece. It is our belief that perhaps you may know some of the seventy million who have not eaten "Scrapple," and to them we suggest that you show this little booklet.

How the scrapple is made is treated in the same booklet as follows:—

GET THE BEST SCRAPPLE.

As in everything else, there are many grades. We have been making "Scrapple" for over fifty years. We made it on our own farm at first, for home use, and then for some of our townspeople who found out that we could make it much better than they. As the years went by, our "Scrapple" became more widely known, until to-day Alexander's Scrapple is a household name within a radius of fifty miles of Oxford, Pa.

The increased business has demanded proportionately increased facilities, but never once have we departed from the original recipe or the original method of painstaking preparation. Our "Scrapple" is now just what it was half a century ago, a product of the "old home farm."

There is also some very good matter exploiting Honey-Cured Hams and Bacon and Lard.

Packed in with the booklet goes an order blank, from which are taken the following prices:—

Scrapple, 20 cents pound; lard, in 5, 10 and 20-pound tin pails, 16 cents pound; hams, about 12-pound average, 22 cents pound; air-dried beef knuckles, 5 to 7 pounds each, 30 cents pound; bacon, in strips, 3 to 6 pounds each, 30 cents pound; sliced bacon, wafer sliced, 30 cents pound; little link sausage, 25 cents pound.

Please Note.—All shipments made by express prepaid. On orders under $3.00 to one address, we charge 35 cents to you in addition to quoted prices, express charges being higher on small shipments.

Another feature is a leaflet telling "How to Cook Alexander's Chester County Scrapple and Sausage."

How the plan succeeds may be seen from the following, which is taken from an advertisement used by Mr. Alexander in his local Oxford paper:—

The following is a sample day's shipment of Alexander's Pennsylvania Scrapple, orders received in the morning's mail and shipped the same day by express, Monday, December 16:—

Lieut J. H. Griffith, Camp Columbia, Cuba; Mr. George Small, York, Pa; Mr. Edwin S. Walker, Palmyra, N. Y.; Mr. E. Taylor, Grand Rapids, Mich.; Miss A. V. Gorum, Shelton, Conn.; Mr. H. E. Turner, Montclair, N. J.; Dr. Farrington, Washington, D. C.; Mr. W. P. Montgomery, Montezuma, Ind.; Mrs. J. H. Wade, Cleveland, Ohio; Galen Hall Hotel, Atlantic City, N. J.; Mr. Elbert F. McFadden, Kingston, N. Y.; Mr. J. D. Pfrommer, Kingston, N. Y.; Mr. E. E. Rutter, Mt. Airy, Pa.; Mr. L. H. Rettburg, Baltimore, Md.; Mr. Fred Rowe, Prescott, Canada; Mr. J. H. Joice, Chicago, Ill.; Mr. Arthur O'Dell, Cleveland, Ohio; Mr. C. C. Hoyen, Cleveland, Ohio; Mr. J. W. Gale, Cleveland, Ohio; Mr. Chas. R. McConkey, Peach Bottom, Pa.; Mr. Stewart Patterson, Chicago, Ill.; Mrs. L. M. Churchhill, Chicago, Ill.; Mrs. J. C. Freeman, Richmond, Va.

Alexander's Pennsylvania Scrapple is the only Scrapple in the world that is used in every State in the Union, as well as foreign countries. Send for our booklet—"Scrapple"—It is free.

New Oleo Bill Introduced.

Backers are Pennsylvania Butter People. Bill Eliminates Vicious Word "Knowingly" and Makes Several Other Reforms. Oleo Interests Expected to Go After Reduced Tax.

Special correspondence of "Grocery World."

Washington, D. C.,
Jan. 10, 1908.

Senator Boies Penrose, at the behest of the Pennsylvania State Grange, introduced a new oleomargarine bill in the Senate on Tuesday. It is intended to cure the defects in the present law, which have prevented successful prosecution in all but a very few cases. A summary of the bill is as follows:—

That butter, with or without coloring matter, shall not be used in the manufacture of oleomargarine.

That any violation of the oleomargarine laws, whether knowingly or otherwise, shall be a misdemeanor punishable by a fine of from $100 to $500 for each offense, or imprisonment not exceeding one year.

That manufacturers shall designate the location of their places of business under penalty of a fine of from $100 to $500, or imprisonment not exceeding one year.

That prosecutions begun for failure to pay the special tax imposed on the manufacturers of oleomargarine shall not be compromised or adjusted by any officer of the Internal Revenue Department but shall be brought into court having jurisdiction in such cases and there disposed of.

That oleomargarine shall be packed in paper packages of 1, 3, and 5 pounds, they in turn in cases of 10, 20, 30 and 50 pounds, such cases to be properly marked and stamped.

That manufacturers in sending out stock shall enter records thereof by serial numbers of stamps on each package.

The most important reform made by the above bill is that sellers of oleomargarine will be liable to the penalty whether they sell "knowingly" or not. Actions under the present laws have been almost invariably defeated because of the Government's inability to prove that the seller knew he was selling oleo.

There is some fear expressed that the oleomargarine interests, now that the matter is reopened, may succeed in having the tax of 10 cents on colored oleomargarine reduced.

HOLT.

Immense Carry-over May Make Opening Jar Prices High.

Manufacturers, Jobbers, and Retailers All Have Jars From Last Year, Thus Removing the Chance For Low Opening Prices.

At this writing no prices have been named for the 1908 season on Mason jars, and it is believed that none will be made before March. The rumor has already gained ground that when the price comes it will be materially higher than usual. For some time past the concerns controlling the Mason jar business have put out, in January, a price something like $3.75 for quarts, advancing it each month until when the jar season was reached the price would be around $5.

It is expected in some quarters that the 1908 price may be $5, or even higher. One reason is that the carry-over from last year was tremendous, but the main one is that the prices put out in previous years have not paid a profit, according to the makers. All the large manufacturers have many thousand gross on hand. Wholesale grocers have from one to five carloads on hand, and many retailers have jars on hand also. The 1907 business in jars was a frost, owing to the failure of most fruit crops, notably peaches and cherries.

The large concerns do not expect to do much early business in Mason jars this year.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE
CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

There Is Still Money In The Grocery Business

But Not For People Who Don't Know How To Estimate Profits. Secretary Green Shows Up Good and Bad Propositions. Salt Lake City, (Utah) Grocers Win Their Fight. Statement From the Chief Actor.

Special correspondence of "Grocery World."

Cleveland, Ohio, Jan. 9, 1908.

How often have we heard it said that there is no money in the grocery business? This is a false position. It is just as lucrative a business to-day as it ever was. Looking back over a period of twenty-five years, we find that goods on the average sold for more than they do to-day, with the wages of the mechanic one-third more at the present time. True, the expense of doing business has increased over former years. The public demands better store equipment, better service. Telephone communication, and a great many other expenses are attached to doing business. Add to this the expense of business, and then a fair profit.

A silver-tongued drummer walks into the store and tells the proprietor that he can pay $1 a dozen for goods, sell them for 10 cents and make 25 per cent. profit. This is known to be the most misleading statement ever uttered. Goods costing $1 a dozen, with an added 15 to 20 per cent. fixed charge, makes the goods cost $1.15 to $1.20, and instead of making 25 per cent., the merchant is probably making not more than from 2 to 3 per cent.

Is it any wonder that so many merchants fail? It is but a few days ago since a proposition of that kind was put to me. A drummer said that merchants are well off today, when they realize 25 per cent. on goods that cost $1, selling them at $1.20.

* * *

The Grand Jury in Salt Lake City, after a thorough investigation lasting over three months, into the methods of the Salt Lake City Association have vindicated, entirely, the members of any wrongdoing or wrong intent.

This is a great satisfaction to the members of the State Association of Utah, and should be much encouragement to the membership all over the United States.

There has been a tendency for some time, taken advantage of by certain individuals, to place the grocers' association in an unfavorable position. District attorneys and State solicitors have suddenly come to the conclusion that it is their duty to bring into disrepute the association, and thereby make political capital out of it for themselves.

The retail merchants of Utah, as in other States, have proved themselves, after a most thorough investigation, to be law abiding citizens and seeking only to protect themselves and their business, to educate themselves along better business lines.

For several years the prices of commodities have steadily advanced, while the retail selling price has practically remained at the same figure. Expenses have slowly but steadily increased. Better service, better store equipment, telephone and other improvements, all of which has taken away the profits which formerly belonged to the earnings of the tradesmen.

How few men realize that a package or can of goods costing 90 cents and $1, and retailing for 10 cents, when the usual percentage of doing business is added to the cost of these goods brings the total cost up to $1.10 to $1.20.

How can it be possible under these conditions to sell those goods for 10 cents and yet expect to keep a place in the mercantile world?

Too much cannot be said in praise of the Salt Lake City Association in their fight to uphold the State Association and the work there, and prove to the consuming public the righteousness of their course.

A letter from J. M. Marriott, the one man above all others who has carried the burden of this affair, refers to their case before the Grand Jury as follows:—

> It has been a greater task than I anticipated. It would be useless to tell you all the steps I took and the influence I brought to bear, and the time and money it has cost me. With the united press against us then as it is still at the present time, with several lawyers anticipating a fat fee, with the consumers honestly believing that they had been and

STATE HOUSE



CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

were being robbed, and with a District Attorney bent on finding some one guilty, it has been a fight as mean and nasty as I ever want to get into. I trust the trade press will mention our case with a little more spirit than has been heretofore shown. Not that we care so much as far as we are concerned, but that it might instill hope among those who are in the same predicament as we have been.

J. M. MARRIOTT.
Salt Lake City, Utah.

The Merchants' Association of Colorado, and especially the local association of Denver, is at the present time being subjected to just this kind of prosecution.

JOHN A. GREEN,
National Secretary.

Bad Weather Cuts Down Rice Crop.

The final Government estimate of the production of rice (rough), shows a reduction of about 2,500,000 bushels from the figures of the preliminary estimates made up the latter part of October. This reduction was caused by damaging weather conditions prevailing in Louisiana and Texas since the preliminary report was prepared, which reduced the yield per acre in Louisiana from 31 to 28 bushels and in Texas from 36 to 32 bushels.

Federal Food Board Seeks To Still Further Restrict Manufacturers

Considering A Rule Forbidding the Use on Food Products of Words the Agricultural Department Itself Suggested In the Beginning. Says Consumers Draw False Conclusions From It. Asks and Receives "Grocery World's" Opinion Before the Change.

The "Grocery World" has received the following communication from the United States Department of Agriculture, requesting an opinion as to the advisability of continuing to permit manufacturers of food products to place upon their labels the statement, "Guaranteed Under the Food and Drugs Act, June 30, 1906." The writer has sent the reply which appears below:

December 23, 1907.

"Grocery World," 927 Arch St.,
Philadelphia, Pa.

Gentlemen:—The Board of Food and Drug Inspection has had under consideration for some time the advantages and disadvantages which are the outcome of the use of the legend "Guaranteed under the Food and Drugs Act, June 30, 1906."

Is there any advantage which accrues through the use of the serial number together with the guaranty legend which would not be accomplished by the use of the serial number alone? From many sources the Board has heard complaints of the injurious effects on their business through the use of the legend, which, to the large mass of consumers, has, doubtless, come to mean that either the Government guarantees the purity of the product to which this legend is attached, or else that the product is guaranteed to be and necessarily is, pure irrespetive of any idea of the Government being back of such guaranty. Of course, both these conceptions are false and calculated to do harm to the consumer and, the Board thinks, to all reputable dealers and manufacturers.

The Board desires a free expression of opinion from you on this question, your personal opinion as well as one which will represent what you believe to be the opinion of the trade. Do you believe that the retention of the legend is desirable, or are you convinced that its ultimate removal from all labels is desirable?

Due to the fact that most manufacturers have a large stock of labels on hand bearing the legend "Guaranteed under the Food and Drugs Act, June 30, 1906," do you think it practicable to set a date after which this legend must not be used? If so, what date would you suggest?

It may be said that the phrase, "Serial No.————" on a label will, to all intents and purposes, fill all requirements under Regulation 9 of Circular 21, Office of the Secretary, showing that a general guaranty has been deposited with the Department of Agriculture, thus relieving dealers of prosecution under conditions laid down in Section 9 of the Food and Drugs Act.

Trusting that you will express your views fully on this subject, I am

Respectfully,
H. W. WILEY,
Chairman Board of Food and Drug Inspection.

THE REPLY.

Dr H. W. Wiley, Chairman,
Federal Food Enforcement Board,
Washington, D C.

Dear Sir:—We are in receipt of your letter of the 23d ult., requesting an opinion upon the advisability of continuing to permit packers of food products to place upon their labels the words: "Guaranteed under the Food and Drugs Act, June 30, 1906." You cite certain reasons against such continuance, in substance the false idea of consumers that the Government itself guarantees the product, and the equally false idea that the presence of the above phrase upon the package necessarily implies purity.

In our judgment, many consumers do conclude upon reading the statement, "Guaranteed under the Food and Drugs Act, June 30, 1906," that the United States Government is in some way behind the warranty.

ECONOMY is of itself a great REVENUE

ECONOMICAL PURCHASES are the secret of business success | **Selling strictly for CASH enables us to offer goods at ECONOMICAL prices**

Best Quality Sugar-cured Hams, 13-15 lbs. average, bbls.	per lb.,	$0.08¾
Best Quality Sugar-cured Hams, 13-15 lbs. average, less quantity	per lb.,	.08⅞
Best Quality Skin Back Hams, 18-20 lbs. average, bbls.	per lb.,	.09⅜
Best Quality Skin Back Hams, 18-20 lbs. average, less quantity	per lb.,	.09½
New Golden Dates, boxes about 70 lbs. each	per lb.,	.03⅞
New Sair Dates, boxes about 70 lbs. each	per lb.,	.03⅜
In 5 or 10-box lots of either kind, or assorted, at ⅛c. per lb. less.		
Sunny Side Catsup, regular full size 14-oz. screw-cap bottle (formerly called pints), 2 doz. cases	per doz.,	.85
5 or 10-case lots	per doz.,	.82½
San Marco Macaroni, 25 long packs in box	per pack	.05
Red Seal Brand Macaroni, 25 long packs in box	per pack	.04⅝
5 or 10-box lots, one kind or assorted, at ¼c. per lb. less.		
The quality of these two brands of Macaroni at the low prices we name you on them will surprise you. We both recommend and guarantee them.		
Fancy New York State Marrow Beans, grain bags about 2½ bushel, single bags	per bush.,	2.27½
5 or 10-bag lots	per bush.,	2.25
Fancy New York State Red Kidney Beans, grain bags about 2½ bushels, single bags	per bush.,	2.12½
5 or 10-bag lots	per bush.,	2.10
Orchid Brand Fancy Red Puget Sound Salmon, 1-lb. tall cans, single cases, 4 doz.	per doz.,	1.25
5 or 10-case lots	per doz.,	1.22½
Red Star Brand Pink Puget Sound Salmon, 1-lb. tall cans, single cases, 4 doz.	per doz.,	.97½
5 or 10-case lots	per doz.,	.95
Excellent Brand Maine Style Sugar Corn, single cases, 2 doz.	per doz.,	.67½
5 or 10-case lots	per doz.,	.65
Best Quality Pearl Tapioca, bags about 210 lbs.	per lb.,	.03¾
50-lb. lots	per lb.,	.04⅛
Best Quality Flaked Tapioca, bags about 125 lbs.	per lb.,	.04⅝
50-lb. lots	per lb,	.05¼
Best Quality Fine Sago, bags about 180 lbs.	per lb.,	.03¾
50-lb. lots	per lb.,	.04½
Mothers' Corn Starch, 40 1-lb. packages	per lb.,	.03¾
Coal Oil Johnny Soap, 100 cakes	per box,	3.57½
Best Quality Shaker Corn, bbls.	per lb.,	.06¼
Best Quality Light Buckwheat Flour, 125-lb. bags	per 100 lbs.,	3.15
Schumacher's Avena, bbls.	per bbl.,	6.85
Best Quality Rolled Oats, bbls.	per bbl.,	6.60
Best Quality Rolled Oats, 90-lb. bags	per bag,	3.17½
Malpaca Brand Fancy Coast Packed Seeded Raisins, 36 1s	per lb.,	.09

These Prices for This Week Only—January 13th to 18th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATION ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street, 28 N. Delaware Avenue **Phila., Pa.**

This is a pure falsity, of course, and yet it is not at all clear how the use of the above phrase can legally be interfered with. A packer who gives with his product a guarantee in any form, whether a Serial number guarantee, or an invoice guarantee, is clearly guaranteeing his goods "under the Food and Drugs Act of June 30, 1906." Since he is stating only the simple truth, therefore, how can he be stopped?

It is true in our judgment that the use of the words "Serial No. ——" upon the package would serve as well as the longer phrase under discussion, so far as the passage of the goods through the trade is concerned. To the consumer, the ultimate subject of the guarantee, however the words "Serial No. ——" are practically without meaning, while the phrase which you object to expresses its meaning clearly.

Very respectfully yours,
GROCERY WORLD PUBLICATION COMPANY.
By Elton J. Buckley, Editor.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

PUSH PRUNES.

The stock of prunes is heavy. We're loaded to the neck on all sizes. You may sell the 40-50s in 25s at $2.13 a box. You may sell the 50-60s at $1.95 in 25-pound boxes. The 60-70s are the seller. Will put the price back to three pounds for 25 cents, for a while at least. Since the advance of 3 cents on three pounds was made on these, you've had some kicks. That we couldn't avoid. Resorting to the old figures for the time being is merely on account of heavy stock. Market conditions don't warrant it. So dig into the prunes.

LOOSE OLIVES.

Get familiar with the olive ad. Get it down so fine that you know as much about olives as the ad. man. One hundred and twenty olives to the kilo. Price, 50 cents a quart. What's a kilo? Two and one-fifth pounds or thereabouts. Sold loose only by us. Good thing to brag about. Talk loose olives. Emphasize that word "loose" and that "quart" idea. There's a whole lot in that to some people.

EGGS.

Don't guarantee an egg until you hear from use. These that you're selling are selected storage stock recandled. That's all. They're mighty fine eggs and we're going to turn a lot of them into money this week. There'll be some egg enthusiasm Friday and Saturday. The ad. will read: "None delivered at the cut price" and "No telephone orders received."

BUTTER.

A butter day will be held Thursday. Butter all over. Dummy tubs will be in every corner with a price on. Figure on a couple tubs being dumped out on the grocery counter. A couple of more in the vestibule covered with wax paper.

Let us see how your sales pan out that day. The price will be a winner.

IN GENERAL.

It's a good time to sell a kit of mackerel for $1.30.

Get the farmers talking about that New Orleans molasses at 65 cents a gallon.

Potatoes are only 40 cents a basket.

Legs of lamb will be advertised in Sunday's paper at 15 cents. Make shredded wheat 12 cents. Make marrow beans 9 cents.

DULL TIMES.

Don't look for dull times. There should be no such a thing as dull days in a store like ours. The afterclap, as you call it, don't amount to a row of pins if we keep on sledding. The thing to do is to study the daily needs—the daily conditions.

Look for a good day's business every bright morning of every business day. Believe that your effort and our effort combined is going to make it a good day. But don't talk dull days—don't ever anticipate them.



Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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Consistency.

What a beautiful illustration of consistency is given by some of the leading lights of the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware, which organization, if it has its way, will compel manufacturers to cut off all large retail buyers, no matter how largely they buy.

Prominently affiliated with the jobbers' organization are the following concerns:—

William Montgomery & Co.
Jonathan Graham & Sons Co.
Henry Graham & Co.
McCahan, Cooper & Co.
Wm. J. Graham & Co.
Wilson & Richards.
Bailie Brothers.

Of these William Montgomery, ostensibly a jobber and one of the principal exhorters in the jobbers' powwows, maintains three retail stores. Yet what an outrage to intimate that his position, so far as his retail stores is concerned, is in no respect different from that of the Acme Tea Co. and that if the latter should be cut off Mr. Montgomery should also. Bailie Brothers either now or very recently maintained a retail department. Of the balance, every concern has come up from a retail business and for years sold both at wholesale and retail. All bought during that time, however, as jobbers direct from the manufacturer. Would these firms have reached their present proud positions had the manufacturer enforced against them, because they were retailers, the rule which they now ask manufacturers to enforce against the Retail Grocers' Association?

Such selfishness is disgusting!

"To Compel Us to Advertise."

In the letter reproduced elsewhere, which the Quaker Oats Co. has sent to wholesale grocers everywhere, the concern insinuates that an unnamed trade paper has criticised it because it was "apparently anxious to convince us of the wisdom of utilizing its columns for advertising." The "Grocery World" is not involved, since the paper referred to is the New York "Journal of Commerce."

The "Grocery World" is sufficiently interested to suggest that that moth-eaten old slur, with which mercantile concerns always greet criticism from a newspaper: "it's a scheme to get square because we wouldn't advertise," be shelved and a newer substitute provided.

The above defense, we repeat, is almost universally used, not because it is true except in isolated cases, but because it is the first thing handy—a mean, small charge which, like a charge of bastardy, always leaves the accused at a disadvantage.

When concerns like the Quaker Oats Co. admit that a newspaper criticism, even though mistaken, may be sincere and clean-motived, they may find less in the criticism to complain of. For given a criticism that ought to be made, there are two ways of making it—gently and acrimoniously. Newspapers are human in almost all qualities. Like humans they treat enemies one way and friends another.

Shortsightedness.

Occasionally even the largest concerns—concerns with the best brains on the market in their hire—will do exceedingly short-sighted things. Go down to the southeast corner of Eighth and Chestnut streets, Philadelphia, and you can see daily in the windows of the National Cash Register Co., one of the shortest-sighted of the things in mind.

The window displays of the National Cash Register Co. are always clever and a crowd can be seen around them at many hours of the day. The present display represents the interior of two tiny stores, one a grocery, the other a pharmacy. In each is a counter backed by shelves of goods for sale, and upon each counter is a National Cash Register. All day long two men stand in the little stores to demonstrate the advantage of the National register in all its phases. Painstakingly they put the instrument through its paces, showing the making of change, of charge accounts, of cash transactions and so on.

Only merchants could yield results from such an advertisement, and yet who compose the audiences for these demonstrations? Clerks going to and from their work, colored messengers, errand people and, possibly, once in a great while, a merchant. Any observing person who sees these crowds can tell at once that they are thus composed.

All of which means, if true, that one of the largest and shrewdest concerns in the land is spending considerable money every day in pouring water on ducks' backs; in other words, in demonstrating its goods to people who couldn't need them in a thousand years.

Mr. Callanan on Glucose.

In the last issue of the "Grocery World," the New York correspondent presented an interview with L. J. Callanan, the well-known New York retail grocer, in which the latter expressed the opinion that the proper name for what is now known as "glucose," is not corn syrup, but glucose. Mr. Callanan is reported as speaking as follows:

> I have never known an article to meet with success which has been put on the market under false pretences. Look at oleomargarine. To-day after years of fighting, it is still under the ban. If it had been introduced as oleomargarine, sold as oleomargarin, without being colored, it would be a staple article in this country to-day.
>
> It is idle to say that if an article has merit it will not sell under its own name. If its merits are properly placed before the people it will sell, but the minute a doubt is cast upon an article and its name changed in order to hide the name of the material from which it is made, its doom is sealed. It may run for a short time; expensive and lying advertising may cause a good temporary demand for it, but it will be a continual fight, with the result that in the end it will be forced out of the market.

The kernel of this argument is that the only proper name for the saccharine product of corn is glucose, that corn syrup is not its name and that the attempt to make it its name is simply an attempt to masquerade the product behind something which will conceal its real character.

All of which is plausible enough until it is remembered that the product now called glucose is a syrup made from corn and is therefore in every sense corn syrup. To call it corn syrup is therefore to call it nothing but what it truly is, and the argument that it is false pretense to thus call it therefore falls to the ground with all the deductions that the esteemed Mr. Callanan draws from it.

For years glucose was considered an adulterant, and the name was publicly used everywhere as synonomous with spurious substitution. Later the fact was established that it was wholly healthful and legitimate, but the stigma remained and it is the perfect right of the manufacturers to get rid of it by changing the name. Not by changing it to something comprehending deceit, but to something just as much its name as glucose.

Tomato and Pea Packs Increase. Corn Decreases.

Nearly Thirteen and a Half Million Cases of Tomatoes Packed In 1907. Corn Shows Healthy Falling off. Peas Nearly Two Million Cases More than in 1906.

From the most reliable semi-official report of the 1907 packs of tomatoes, corn and peas, the "Grocery World" takes the following comparative figures:—

	1906 Cases.	1907 Cases.
Total U. S. ..	9,937,502	13.467.476
Canada	718,333	512,583
Total U. S. & Canada	10,655,835	13,980,059

Thus the United States pack in the United States increased 3,529,974 cases, while the Canadian pack decreased 205,750 cases.

The corn pack shows a sharp falling off from 1906. The figures are as follows:—

	1906 Cases.	1907 Cases.
Total U. S. ..	8,739,908	6,675,908
Canada	450,000	350,000
Total U. S. & Canada	9,189,908	7,025,908

Thus the United States corn pack decreased 2,064,000 cases, and the Canadian pack 100,000 cases.

The 1907 pea pack aggregated 6,805,961 cases, against 4,927,767 cases in 1906.

Some Points On Bargain Sales.

How To Make Special Sales Bring Results At the Dullest Time of Year. What Grocers Say Who Have Used 5 and 10 cent Counters.

[The following suggestions are compiled from actual experience in holding special sales of 5 and 10-cent articles. They were compiled by Butler Brothers.]

"I have a grocery store and also carry a general line of other goods," writes a Kentucky merchant of a circular advertising his 5 and 10 cent counters. "Am in a small town of 500 people and am ten miles from three county seats, but this circular surely got the business. I mailed them within eight miles of the town and it would surprise you to know of the many strangers who have come to me by reading this advertisement."

* * *

"The 5 and 10 cent bargain counter is the best advertising thing a grocer can put in, it brings in new trade every day if it is run as it should be," is the verdict of a hustling Minnesota firm. The goods for these are displayed on tables in the back part of the store, thus compelling the people to go to the full length of the store to buy. Seven out of ten on an average see something else that they will buy.

* * *

Have a lot of cards printed like this:—

I was influenced to patronize your bargain department by .....
.....
Name .....
Address .....

TEDDY BEAR CONTEST.
JOHN JONES CO., Smithville.

Give every little girl in town all she wants and ask her to write her name on each and give it to a lady friend. When twenty ladies have made purchases through the efforts of the little girl whose name appears on the card, and have left the card with you, present her with a Teddy Bear. Give a Teddy when the little girl induces ten who have never patronized you to purchase at your bargain department. It may be advisable to offer a grand prize of an unusually fine bear to the child securing the most cards.

* * *

Hand every visitor to your store during your 5 and 10 cent sales a neat card bearing your name and address and on the back a list of representative articles offered at the sale. Then you might add a foot-note, "Check the items you need and bring the list with you." A circular along the same lines sent to your mailing list should prove effective.

* * *

Give to every lady visiting your bargain department a card bearing the following questions:—

1. Why do you trade here, or why don't you?
2. What do we charge you too much for?
3. What are our best bargains?
4. What ought we to do different?
5. What would you do different?
6. What can you buy best here?
7. What can you buy to better advantage elsewhere?

Give every lady answering the questions her choice of any 10 cent article and a substantial prize to the one handing in the most satisfactory replies.

* * *

Give your 5 and 10 cent sales individuality and variety by holding special sales on different days. Give one over to glassware and another to hardware, a third to tinware, a fourth to china, and so on through the list. There is hardly a better way to maintain interest and at the same time prove to your customers the wide range covered by these goods.

* * *

One firm advertises its 5 and 10 cent department by an ordinary shipping tag, with the following inscription:—

"TAG—YOU'RE IT
Until you find out
what a bunch of
bargains
JONES BROS.
have on display.
A Nickel or a Dime
will buy almost
anything.
COME AND SEE FOR YOURSELF."

Monopolize the Coffee Trade In Your Town.

All coffee has a curl of chaff on the inside of each grain. I have invented a machine to take out this chaff in full view of your customer. After seeing this done nobody will use any other coffee. I am now ready to sell store, town, county or State rights, including patents, drawings, plans, etc., very reasonable. This mill can be built by anyone handy with tools. Send for discription and terms. Address M. S. Weber, 1318 Birch street, Reading, Pa.

Over five thousand merchants use Forbes Coupon Books. Some of these we have been supplying for many years.

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," 'Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.
Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases. 1 dozen large bottles - -	$6.00
Cases, 2 dozen medium bottles -	6.75
Cases, 2 dozen small bottles - -	4.25
Cases, tins, 2-5 gallons, per gallon -	2.00
Cases, tins, 6-1 gallons, per gallon -	2.10
Cases, tins, 10-½ gallons, per gallon -	2.20
Cases, tins, 20-¼ gallons, per gallon -	2.25

JOS. M. OLIVER & SONS
IMPORTERS 5 South Front St., Philadelphia

Here's a new coffee proposition for you.
Our **Sterling Coffee,** in tins, is a fancy blend, retailing at 35 cents. It costs you 25 cents. If you will send us a small order for your high-grade bulk coffee, we will make it interesting for you with **Sterling Coffee** in a way which we prefer to explain by mail.

This is So Good it Must Go by Mail

SHAPLEIGH COFFEE CO.
36 Broad Street BOSTON, MASS.

Sterling Coffee is an expert blend of Mocha and Java which cannot be surpassed.
This house was established in 1796, and is therefore the oldest coffee house in the United States. Could we have lasted so long if we hadn't shown people a square deal?

The New York Letter

The Wholesale Grocers' Meeting. Retailers Hold Smoker. The Scheme of the United Grocery Stores. Reforms Asked In Weights and Measures Laws. Sugar Trust To Use Publicity.

Special correspondence of "Grocery World."

New York, Jan. 10, 1908.

Members of the New York State Wholesale Grocers' Association assembled Wednesday in the Hotel Manhattan, where they held their annual meeting, which was followed by an elaborate banquet in the evening. The officers were much pleased with the proceedings and with the success of the entertainment feature of the occasion. The proceedings of the business meeting were not made public, except as to the election of officers. The other matters, it is likely, included the ever-present questions of legislation, exclusive contracts with manufacturers in behalf of jobbers so as to maintain their position as middlemen, discounts and similar topics.

The speech which has caused the most after-talk was delivered as a response to a toast at the banquet by F. B. Milliken, the president of the Wholesale Grocers' Association of Portland Me. In two things he is criticised by retailers, who say that, whatever conditions may be in Portland, he certainly can know nothing of affairs in New York or he would not have talked as he did. He censured manufacturers for seeking the trade of both jobbers and retailers, and compared manufacturers who did this to a cheap class of politicians. The answer to this is, that he cannot know how many of the New York jobbers are themselves manufacturers competing with other manufacturers, so that the latter must go to the retailers or be squeezed out.

The other apparent slip of the speaker was in making it appear that the jobbers do not sell to consumers. It is recalled that at the convention of retailers in Niagara Falls, L. J. Callanan, a retailer who has 60 years of experience to back up what he says, declared that there is no jobber in New York who does not sell to consumers to some extent. The assertion has not been controverted by any jobber of New York.

President F. W. Hannahs, in his address, reviewed the work of the year. He expressed special gratification at the way in which the State Association had assisted in building up the local or city associations. In Buffalo all the jobbers are now affiliated, and in New York all except two.

Secretary A. H. Beckmann submitted a detailed report on the progress and achievements of the association.

The popularity of the president was shown by the fact that although he is in business in New Jersey he was re-elected president of the New York Association for a second term. Of course, Newark is considered in the New York district, for organization purposes, but it takes a strong Jerseyite, as a rule, to get away with the highest honors in a case of this kind, and Mr. Hannahs did it without even trying.

The full list of new officers follows:—

President, F. W. Hannahs, of Wilkinson, Gaddis & Co., Newark, N. J.; first vice-president, George Gennerich, of Gennerich & Von Bremen, New York City; second vice-president, C. F. Wheadon, of Barton & Wheadon, Elmira; third vice-president, O. B. Rowe, of J. O. and G. N. Rowe, Oneonta; treasurer, Edwin B Hosier, of Rafferty & Hosier, New York City.

One of the speakers at the banquet was William Judson, the president of the National Association of Wholesale Grocers, who spoke on the benefits of that organization. Other speakers included Robert G. Bursk, the president, and A. M. Graves, the secretary, of the Pennsylvania, New Jersey and Delaware Association; Fred. R. Drake, Easton, Pa.; F. C. Bushnell, New Haven; G. Waldo Smith, New York; W. Y. Wadleigh, Boston, who spoke on the evil of subsidizing salesmen; E. O. Keeler, the president of the Southern New England Association.

* * *

At an enjoyable smoker, the new officers of the New York Retail Grocers' Union were installed Monday evening. The new officers are: Fred. Otten, president; George Stadtlander, first vice-president; H. C. Kloefkorn, recording secretary; Henry Droge, financial secretary; Geo. H. Overbeck, treasurer.

There were several hundred guests and members in attendance, and among them a good many from sister organizations in the several boroughs. The entertainment committee provided several clever vaudeville sketches presented by professional talent on a stage at one end of the hall.

W. H. Steinkamp, counsel of the association, was the installing officer and spoke on the history and achievements of the organization. He warned the members that because the most pressing of the old evils affecting the trade had been removed, some may get carless in their allegiance to the union. He said this would call for all the more work on the part of loyal members so as to keep the organization up to the standard. He assured his hearers that only by constant effort, as an organization, can they maintain the advantages already obtained and also solve the other problems as they arise. He was enthusiastically cheered.

* * *

The preliminary hearing in the Government's suit against the American Tobacco Co. was resumed Monday before United States Commissioner Shields as special examiner. Karl Jungbluth, president of the McAndrews & Forbes Licorice Co., testified that he had been in the licorice business since 1872. The American Tobacco Co., he said, owns $785,000 of the McAndrews & Forbes capital stock, and 70 per cent. of the common stock. The indebtedness of the licorice company to the trust varies from $400,000 to $1,500,000. Contracts to run until 1915 exist between the licorice company, the trust and other subsidiary concerns. The witness said that some of the trust officials give advice and direction to the officials of the McAndrews & Forbes Co., and that where directions could not be reconciled those of the trust were usually followed.

* * *

The incorporation of the United Grocery Stores was recently announced in these letters. The nature of the enterprise was not known at the time. It is now learned that it is a combination for the purpose of effecting economies in advertising. It is recognized that while the buying exchanges of the retailers enable them to compete with the department stores and chain stores in the matter of economical buying, yet the latter have enjoyed advantages in advertising by taking large quantities of space. The new corporation is to advertise prominently certain lines of articles which are to be had at the prices announced at the various stores of the combination, the names and locations of all being given in each advertisement.

It is supposed that ultimately the plan will be followed in the several boroughs. The start is made in Brooklyn, where the participants in the co-operative scheme of advertising are: 121 Atlantic avenue, James Thompson; 1383 Atlantic avenue, Henry Heins; 1473 Bedford avenue, William Behnken; 16 Clinton street, David M. Bothwell; 330 Clifton place, C. H. Rolka; 262 Flatbush avenue, Gustav Hoops; 973 Flatbush avenue, J. T. McKinney; 710 Fulton street, Underhill Bros.; 727 Fulton street, J. Doscher; 156 Henry street, J. R. H. Flege; 118 Kingston avenue, H. C. Wibben; 133 Lafayette avenue, Herman Haase; 723 Nostrand avenue, C. Beckman; 1287 Pacific street, J. Husing & Son; 222 Reid avenue, Louis Blenderman; 780 Washington avenue, Casper Roth.

The individual management of each store is not to be disturbed. It is said that only the higher grades of articles are to be "featured" in the "ads." A report that the corporation would do some of the buying is denied. Several of the members already belong to other buying exchanges and have no intention, as far as is known, of making any change.

* * *

For twenty-five years the office of Superintendent of Weights and Measures for the State of New York has been an office in name only, according to a report filed this week at Albany by F. Reichmann, who was appointed a year ago to that position, and whose annual report is the first document of the kind filed, as prior in-

cumbents have not submitted reports.

He asks that the Legislature provide sufficient funds and authority to carry on the work more systematically. The following recommendations are emphasized:—

That the necessary definite laws be passed explicitly stating the duty of State officers of weights and measures, and county, city and town sealers, and that all sealers be made prosecuting officers with power to search and arrest in cases of violation of the law relating to weights and measures.

That all fees for testing and sealing of weights and measures be abolished and all sealers paid by salary, and that they be placed on a civil service basis.

That more stringent laws be passed against short weighing and short measuring.

That explicit laws be passed relative to the manner of sale of certain commodities.

Several bills designed to carry out these recommendations have been introduced in the State Legislature.

* * *

It is given out that a change in policy was decided upon Wednesday at the annual meeting held in Jersey City by the American Sugar Refining Co., as a result of which the affairs of the company are to be given greater publicity and full information is to be furnished stockholders in a statement which the directors will prepare. This reversal of policy seems to be the result of the efforts of Claus A. Spreckels, who went to the meeting prepared to make a fight for publicity, but there was no fight, as President W. B. Thomas announced at the opening of the meeting that the directors were prepared to make all the desired concessions.

In making the announcement the president said that the changed conditions, especially in the attitude of the public toward corporations, was one of the reasons.

FRED. A. MCGILL.

Biscuit Trust Withdraws from Nebraska.

The local agent of the National Biscuit Co. to-day announced that the concern would quit selling package goods in Nebraska as a result of the attitude of Food Commissioner Johnson, who insists that all cracker packages be branded to show net weights and contents.

Olives Will Be Lower This Year.

Crop In Spain Normal This Year and Practically All Packers Will Reduce Present Very High Prices.

On account of the fact that the crop of olives in Spain will this year be about normal, practically all packers will name lower prices for 1908 than have ruled for some time. The new price lists are not out yet, but will be in a very few days. Last year's olive crop, it will be remembered, was extremely short.

While as stated, the new price list may not be quoted in its entirety, some idea of the decline may be seen from the fact that a certain popular 25-cent bottle of olives, which last year commanded $2 wholesale, will this year be offered at $1.75.

The 10-cent package will this year begin to assume its old position. Even with olives as high as they have been, there has still been a 10-cent package, but it has been manzanillos. This year the packers will be able to use small queen olives, or increase the size of the bottles.

New Bill Controlling Food Guarantee.

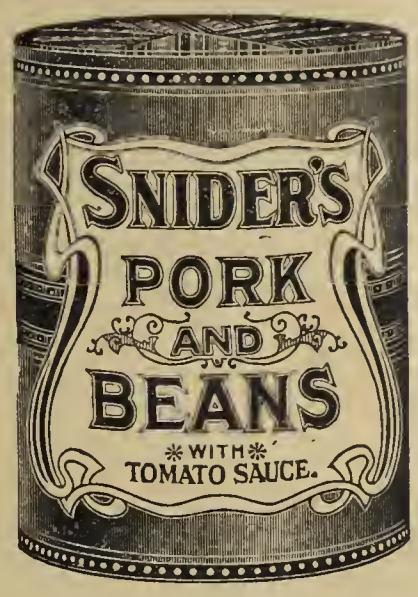
Measure Introduced in National House Forbidding Use of Words Now Employed. Manufacturers Can Use "U. S. Standard" on Their Labels, However.

Special correspondence of "Grocery World."

Washington, D. C.,
Jan. 10, 1908.

In line with the plan of the Food and Drug Enforcement Board touched upon last week, to prevent manufacturers from using on their labels "Guaranteed Under the Food and Drugs Act, June 30, 1906," Representative Mann, of Illinois, yesterday introduced a bill supplementary to the Food and Drugs Act, permitting manufacturers of foodstuffs or drugs which fill the requirements of Government standards, to place thereon labels bearing the words "United States standard"; also forbidding the utilization of any other Government guaranty label except in the following form: "Guaranteed by the manufacturers (or by us) to comply with the Food and Drugs Act of June 30, 1906." HOLT.

If you say so, it's all right.



THE T. A. SNIDER PRESERVE COMPANY
CINCINNATI, OHIO.

WE believe grocers have more influence with their customers than any manufacturer could possibly have through advertising, no matter how good it might be. We advertise ***Snider's Pork and Beans*** with Tomato Sauce extensively, in most of the big national mediums, to help the demand for this product, but we particularly want the grocer to know how good it is—because we are certain if he does that, no matter WHOSE Pork and Beans his customers ask for, he will tell them to take

SNIDER'S

because he will want them to be grateful to him—
AND THEY WILL.

You'll Change Your Mind About Wood

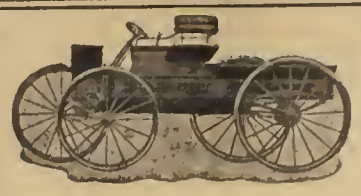
If you think wood is the only material to make bins of you should see our

Decorated Compartment Cabinets for Teas, Coffees and Spices

They are made of heavy tin—good American tin of the highest grade, and are cleaner, lighter and more beautiful than any wooden bins you ever saw. Another advantage is that the price is probably lower than you had any idea of.

We make several styles of these, photographically shown in Catalogue No. 4. Why not get a copy and look it over?

American Can Company
New York Chicago San Francisco



Deliver by Automobile

Don't think before you look into the **Lindsley Car** that the Automobile delivery proposition is too expensive for you.

The **Lindsley Commercial Car** will save money for every merchant who uses team delivery. If he uses two teams he can under some conditions save as much as $1,000 a year.

A boy can both run this car and keep it in order. It carries 1,500 pounds, and will carry 1,000 pounds up a 30 per cent. grade. Runs 30 miles on one gallon of gasoline.

You can't afford not to investigate this car.

J. V. LINDSLEY & COMPANY
Suite 1112 Monadnock Building
CHICAGO

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

Put in a stock of the

NEW FIVE-POUND PACKAGES

DEPENDABLE

MILLBOURNE

FLOUR

and watch how quickly it goes. And remember always that the quality is better than ever. All jobbers.

MILLBOURNE MILLS
Philadelphia

SHANE BROS. & WILSON Proprietors 308 BOURSE

THE GROCERY MARKETS

Tea.

The tea market is quiet, but very steady. The demand is seasonably small, but most holders seem to be looking forward to a good demand very shortly. Prices remain unchanged and steady. It is quite probable that if a good active demand developed for low grades prices would advance.

Coffee.

The week's coffee market has been uneventful. Rio and Santos have fluctuated slightly both up and down, and close the week showing no material change. The demand is light. Mild coffees are firm and in good demand. Java and Mocha steady, demand fair.

Sugar.

The sugar market is unchanged for the week. The raw situation is temporarily strong by reason of scarcity. Spot raws show no change for the week, but some sales have been made for February shipment at 1-16 cent advance. The firmness will probably continue only a month or six weeks, as by that time there will be plenty of raws; enough, perhaps, to cause a slight decline in both raw and refined. The demand for refined sugar is fair and seems likely to show some increase within the next few weeks. Several of the large Western beet sugar refineries have closed and have given out that there will be no beet sugar for sale east of Pittsburg. That gives the Eastern refineries an enlarged territory, and will naturally increase the output.

Syrup and Molasses.

The only line which is attracting much attention is molasses, fine grades of which are hard to get and very firm. These grades are wanted. Glucose is unchanged for the week, and so is compound syrup, which is in fair demand. Sugar syrup is unchanged and fairly active on a ruling basis.

Fish.

The fish market is quiet, but strong. Mackerel are in some little demand, but nothing like what they probably will be later. Prices are firmly held. Cod, hake and haddock are unchanged and in moderate demand. No advance has yet occurred in domestic sardines, though the supply is very low and an eventual advance seems almost sure. Imported sardines, meaning more particularly French, are extremely scarce and very high. The demand for Norwegian sardines shows an increase by reason of the French situation, and the chance is that the end of the season will see the Norwegian product more firmly established than it has ever been before. Salmon is unchanged and in fair demand.

Canned Goods.

Very few future canned goods prices have been named as yet, as packers have been waiting until can prices for 1908 were made. It is now announced that they will be somewhat lower than last year. This will probably $1 per 1,000. This will probably have no effect on canned goods prices. Tomatoes are unchanged on the basis which has been ruling for several weeks, and the demand shows some improvement. Corn is dull and unchanged. There is a good demand for future peas, prices on which have now been named from almost every quarter. All packers are on a higher basis than last year, in some cases low grades being 10 cents per dozen. High grades show little difference. The cause is the fact that pea seed, owing to the short crop last year, is this year $6 per bushel, instead of about $2, the usual price. Peaches are scarce, high and unchanged. Apples are still a little weak and dull. The California line is unchanged and quiet. Baltimore canned goods are dull on the ruling basis. The year's record of prices, published elsewhere, shows a wide fluctuation in nearly every line.

Dried Fruits.

Prunes are about unchanged and in some demand. Peaches are still dull, though one or two cheap lots which have come out have been readily taken. Apricots are dull and unchanged. Currants are in fair request at unchanged prices. Raisins are a trifle higher, speaking particularly of seeded, and the demand is good. Loose raisins are unchanged. Citron is a shade lower, but the demand is very light. Figs and dates are unchanged and only moderately active. Apples are easy and quiet.

Beans and Peas.

Pea beans are unchanged on last week's basis and in fair de-

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).



"Skipper" Sardines.

THEY'LL SUIT YOU TO A TEA

MR. GROCER:—Is not an assured minimum profit of 25% worthy of your co-operation?

The following is on our invoices, price lists and order forms.

YOUR PROFITS ARE GUARANTEED

CONDITIONS OF SALE

"SKIPPER" SARDINES are sold with the understanding that the ¼'s and ½'s in Oil will not be sold at retail for less than 15c. and 30c. per Tin, respectively, nor the ¼'s and ½'s in Tomato Sauce for less than 18c. and 35c. per Tin, respectively; and when sold at wholesale, that our limited selling prices be maintained.

"SKIPPER" SARDINES are sold with the understanding that the purchase money will be cheerfully refunded to any purchaser if the Sardines do not give entire satisfaction.

WE DO NOT RECOGNIZE CUT PRICES

RETAIL PRICES

In Virgin Olive Oil... { QUARTERS, 15c. HALVES..... 30c. In Tomato Sauce..... { QUARTERS, 18c. HALVES..... 35c.

"Skipper" Sardines.



PACKED AND IMPORTED BY

ANGUS WATSON & CO., Sardine Specialists

1011 CHESTNUT ST., PHILADELPHIA, PA.

Branch of ANGUS WATSON & CO. Newcastle-upon-Tyne, England

mand. Marrows are perhaps a shade easier and moderately active. California limas are unchanged and wanted to some extent. Green and Scotch peas are about 5 cents per bushel higher and in good demand. Other grades of dried peas are unchanged.

Butter.

The butter market is very firm, though unchanged for the week. The receipts of fresh new creamery are very light, as the bulk of the butter arriving shows frost and other defects. The percentage of extras is thus very light and the market is very healthy for all grades. Considerable butter is being taken out of the refrigerators, and storage stocks are reducing satisfactorily. If there is any change in the market during the week it will probably be a slight advance.

Eggs.

The receipts of fresh-laid eggs are increasing and the market shows a decline of 1 cent per dozen for the week. Prices for the coming week depend on the receipts of fresh. At the present writing it doesn't look like enough of an increase to interfere with prices. A larger supply of fresh eggs is about due, however, and if there is any change it will be a slight decline. Refrigerator eggs are about exhausted at last, and the price has advanced 2 cents per dozen within the week. No holder of refrigerator eggs made any money on them this year.

Cheese.

The cheese market is unchanged. There has been a better inquiry during the past week, though not enough to make any difference in the conditions of the market. Stocks of cheese are lighter than they have been at this time for years. The price is ruling 10 to 15 per cent. higher than usual. No change is looked for during the coming week.

Provisions.

The trade in smoked meats continues dull. At present, however, the market is steady. Pure lard is dull and about ½ cent lower for the week. Compound lard shows a decline of ¼ cent. The weakness on the part of smoked meats and lard is due to the dull trade, coupled with the large supply of hogs. Barrel pork, dried beef and canned meats are dull and unchanged.

Green Fruit.

Bellflower, $3.25 to $4 per barrel; Spy, $3.50 to $4.25 per barrel; Spitz, $4.25 to $5 per barrel; Pippins, $3.25 to $4 per barrel; Greenings, $3.50 to $4.50 per barrel; Hulbersons, $3.50 to $4 per barrel; Baldwins, $2.50 to $4.50 per barrel; Kings, $4.50 to $5 per barrel; Pound Sweets, $3.25 to $3.50 per barrel, demand fair; bananas, jumbo, $1.75 to $2.25; firsts, $1.25 to $1.50; 8-hands, $1 to $1.25; 7-hands, 65 to 90 cents; 6-hands, 40 to 60 cents, demand poor; lemons, $2.75 to $3.50 per box, demand fair; California oranges, $2.75 to $3 per box; Florida, $2.25 to $2.50 per box, demand slow; grapefruit, Florida, $3 to $5.50 per box; tangerines, $3 to $4 per box, demand fair.

Produce.

Jersey potatoes, 45 to 50 cents per basket; York State, 75 to 78 cents per bushel; Pennsylvania, 78 to 80 cents per bushel, demand fair to good; sweet potatoes, primes, 90 cents to $1 per basket; culls, 65 to 75 cents per basket, demand fair to good; yellow globe onions, $1.65 to $1.75 per 2-bushel bags, 40 to 45 cents per basket, demand fair; horseradish, $4 to $4.50 per barrel, demand fair; domestic cabbage, $6 to $9 per ton; Danish, $9 to $12 per ton; savoy, 60 cents per barrel, demand fair; white turnips, 25 cents per basket; yellow, 40 cents, demand fair; watercress, 3 cents per bunch, demand fair; parsnips, $1.25 per barrel, demand poor; carrots, $1.50 to $1.75 per barrel, 40 to 45 cents per basket, demand fair; oyster plants, $3 to $3.50 per barrel, demand fair; beets, $1.50 to $2.50 per barrel, demand fair; Pennsylvania celery, 8 to 12 cents per bunch, demand fair.

Nuts.

Almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed nuts, 11 cents per pound, demand poor; peanuts, choice, green, 4 cents per pound; fancy, 5 cents per pound; jumbo, 6¼ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Nothing of more than passing interest developed during this week in the Baltimore canned goods market, the attention of both the buyers and the sellers being devoted more to stock-taking and the closing up, as far as possible, of the old business of 1907. Everyone seems to take a cheerful view of the outlook for business, not only in the line of canned goods, but in nearly all other lines of merchandise, and certainly the manufacturers in this section are optimistic almost to a man. The clearing of the financial skies and the disappearance of the premium on gold has taken a great deal of the stiffness and dyspepsia out of even the most grouchy and pessimistic bank president, wherever he is located, and the funeral director is getting the marble heart. Barring further unpleasant developments in banking circles, or again turning on the light, and all that sort of thing, the canned goods

market is in first-cass shape for the balance of the current season, and there are yet remaining six or seven of the best months of the whole year in which to do business in the 1907 pack. As it is impossible to add to the quantity of the stocks of Maryland canned goods in existence, it follows naturally that those stocks are being reduced and no section of the country reports any curtailment in the consumption of canned goods. They don't go out of fashion, and the people must eat them because they are at once the cheapest and the healthiest sort of food for the masses. The continued steady buying for immediate shipment in small quantities, embracing every staple article in the list, is the best and safest barometer of the state of trade because it indicates, without doubt, that the jobbers are making their purchases only as they actually need the goods, and the fact that they do need them is the main point. There is a firm undertone to the tomato market, and the steady buying of them in carload lots by nearly all sections, excepting the South, gives the holders much encouragement. Besides tomatoes, the articles most in demand are cove oysters, sweet potatoes, string beans, baked beans, spinach and peas.

THOS. J. MEEHAN & Co.
Baltimore, Md.

—

No. 2.

There has been very little business done in tomatoes this week. A few lots are being sold and where sales are being made it is on the basis of open quotations. Packers are showing absolutely no anxiety about selling goods. They seem to think that nothing is to be gained by cutting prices, as there has evidently not been much disposition to take hold during this dull spell. It is very doubtful if a cut in price would result in an improved demand.

The publication of the statistics covering this season's tomato pack indicates a heavy, though not an unexpectedly heavy pack, and it is not likely that these statistics will unfavorably affect the market. The fact is, packers have cleaned out all but a comparatively small percentage of this season's pack, and allowing for all unfavorable elements which have recently arisen, it is more than likely that the stock of tomatoes still left in the hands of packers will begin moving out at some not very distant date and will probably be cleaned out long before next season.

THOS. G. CRANWELL & Co.
Baltimore, Md.

MARKET NOTES.

The Florida orange market is flat. Both at Philadelphia and New York the receipts are much in excess of the demand, and prices are therefore about $1 per box cheaper than a few weeks ago. From $1.50 to $3 is now the range. The demand is fair.

—

Tomatoes from Havana are about the market, bringing only $1.50 per crate. Florida tomatoes range from $2.50 to $3.50 and the demand is light. Hothouse tomatoes average 20 cents per pound, and seem not to be wanted.

—

Florida beans range from $2 to $3 per crate. The demand is fair, though the quality is mostly poor.

—

The cranberry market is still a little sick. The best fruit can be bought for $2.25 per crate, and the average ranges from $1.25 to $1.50. The demand is only fair.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the 'Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Moselle Wines.

A highly esteemed variety of clear, wholesome, dry wines of pleasant musk-like, or elder-flower flavor. Produced in Lorraine on the banks of the river Moselle.

These wines have a general resemblance of flavor with hocks and Rhine wines, and are often sold as such, but they will not keep so long, and do not taste quite so acid. They possess about 6 per cent. of absolute alcohol.

They are nearly all made from unripe grapes, and professedly almost equal to champagne.

Of still Moselles, there are Scharzberger, etc., Winninger and Zeltinger are cheaper qualities.

—

Mulligatawny Soup.

This is the name of a celebrated East Indian curry soup, usually prepared from ordinary "stock," meat or fowl, to which a liberal quantity of curry powder is added, also a little bacon, carrots, turnips, herbs, lemon juice, salt and cayenne.

—

Muscadine Wines.

These are appellations given a variety of strong and sweet wines made from muscat grapes.

The best of these wines produced in France are those of Rivesaltes and Lunel, then Frontinac and Montbabin.

Of Italian the best are the Syracusan, Moscata, Giro; and the muscat of Alghieri and Oleastra in Sardinia.

A South American muscatel wine, made in Chili, is also considered an excellent product.

—

Muscatel Raisins.

These are considered the finest quality of raisins produced, and derive their name from the species of grape used, which has a strong odor or flavor of musk.

The finest muscatels come from Malaga and are usually left to mature, shrink and dry on the stalk, which is partially cut through, after the branches have been detached from the vine and the leaves removd, so as to leave the grapes exposed to the sun.

To help this the grapes are carefully turned from time to time, and covered at night with matting to preserve their bloom. To give them a glossy appearance, and render the skins soft and flexible, it is customary to dip the grapes in a lye of wood ashes and barilla, with olive oil and a little salt, and then to redry them. This alkali also removes the waxy covering which retards the drying.

There are practically no Florida cucumbers on the market. Hothouse cues range from $1 to $1.25 per dozen and the demand is slow.

—

Florida grapefruit are a little off. The range is now $3 to $5 per box and the demand is good.

—

Florida tangerines range from $3 to $4.50 and the demand is good.

—

Florida eggplants of good quality are coming forward and averaging $2 per half-barrel crate. The quality is good.

—

Florida peppers range from $1.50 to $1.75 per crate and are selling very fairly.

—

Spanish onions of very large size, but very mild in flavor, are in good demand at $2.50 per barrel crate.

—

Strawberries are coming North from Florida regularly and range from 50 to 75 cents per quart.

—

The first Michigan rhubarb is on the market and ranges from 90 cents to $1 per bunch. The demand is light.

The Charges Against the Colorado Grocers.

To give some idea of the trend of the anti-trust action against the Colorado Retail Grocers' Association, an affidavit was filed by J. E. Roach, a coffee and spice dealer. Roach says that he never belonged to the association and so that when he received from it in 1905 a card fixing the retail price of sugar at 16 pounds for $1 he paid no attention to it. Soon after he ordered goods from the J. S. Brown Mercantile Co., he claims, the Morey Mercantile Co., the Nave-McCord Mercantile Co., Spratlen & Anderson and the Struby Estabrook Co. He was informed that they would not fill his order or sell him any more goods. Spratlen & Anderson, he alleges, apologized for their action, but declared that it was a matter of self-protection for them. Mr. Roach further avers that Spratlen & Anderson told him that they were allowed 10 cents on each sack of sugar they sold in compliance with the orders of the association, and within a certain period would be allowed an additional 10 cents per sack commission; but, if they violated the combine's rules, they would lose their entire 20 cents profit.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Johnstown, N. Y., Nov. 8, 1907.
Editor Science of Advertising.

Sir:—Please pass your opinion in "Grocery World" on inclosed advertisement.

Yours truly,
J. SPONNOBLE, JR.

The advertisement inclosed measured 11½ inches long by 3 columns wide. Here is a reduced photographic reproduction:—

Brooklyn Market | **JOHN SPONNOBLE, JR.** | **Telephones 115 and 337 Johnstown**

PRICES FOR FRIDAY and SATURDAY, NOV. 8 and 9

SUCCESS

does not depend upon any one—but upon the combined SMALL profits from all of our sales. This is the secret of our small prices. The exclusively one line store must charge more, for it has but one source of revenue.

PORK.

Our shipment of Pork for this week consists of the nicest country pigs to be had. They are small pigs, and the meat is very tender and juicy.

FRESH HAMS.

These hams weigh from 10 to 14 lbs. each. For an economical purchase as well as getting a delicious piece of meat, they are unsurpassed. **12 1-2¢** per lb.

FRESH SHOULDERS.

Have you ever ordered one of our small, fresh shoulders? If not, do so now, as this week they are fine. Weighing 4 to 6 lbs., **10¢** per lb.

SIDE PORK.

Cut from small pigs, this side pork is cut in small strips, nicely streaked with fat and lean. **12 1-2¢** per lb.

SAUSAGE.

Fresh made every day, **3** lbs., **25¢.**

HAMBURG.

The first purchase of this hamburg is never the last. **3** lbs., **25¢.**

CABBAGE

Our supply of large, solid, good heads of cabbage is the kind to buy now to store for winter's use. **$4.25** per hundred.

FIG BARS

Fresh, new goods. Made from choicest materials, filled with best figs. Special, **3** lbs., **25¢.**

LAMB.

To use an old phrase—you can fool the people but once, but they won't be "having any" a second time.

Whenever we make a special price on goods these sales are taken advantage of, and our customers have confidence in these prices and know the goods are never at a sacrifice to quality.. For Saturday Lamb will be sold at a decrease in price.

	Per lb.
Fore Quarters	12½¢
Hind Quarters	16¢
Legs of Lamb	20¢
Loins of Lamb	18¢
Lamb Chops	18¢
Lamb Stew	8¢ to 12½¢

CHICKENS AND FOWLS.

Plump, tender, fresh dressed. This is what we have this week. Chickens, **18¢** per pound. Fowls, **16¢** per pound.

STEAK.

Our native beef is fresh and very fine.

Native Round, per lb.	12½¢
Native Sirloin, per lb.	14¢
Native Porterhouse, per lb.	14¢

TURNIPS.

Special. For Saturday we will place on sale 50 bushels very fine turnips. **25¢** bushel, **15¢** ½ bushel, **10¢** peck.

FIGS

Fresh, clean layer figs. Always sold at 18c per lb. Special, 2 lbs., **25¢.**

SUGAR, 10 LBS. 51¢.

IMPORTED SPINACH.

If you are fond of spinach, here you can find the cleanest, best, most solid packed can of spinach put up.

One of these cans holds more than two of the domestic kind.

It is very fine, **25¢** per can.

The absolute certainty of getting what you pay for is one of the foundation stones on which we have reared the largest, most popular and most satisfactory store. In our Dry Goods section we aim to give people a better article for the money than any other store. Today we will open a line of Towels. None of these are high priced, but the quality of the goods will surprise and delight you.

EVERYTHING IN TOWELS.

Turkish Bath Towels, **25¢** and **45¢.** Extra good quality.
Linen Towels with long, beautiful fringe. Size 19x42. These are very fine, **25¢** each.
Huck Towels, with hemstitched edge and pretty red border. Size 18x35. **25¢** each.
Huck Towels, best quality, hemstitched border, size 18x37, **25¢** each.
Hand Towels at all prices, **10¢, 15¢,** 2 for **25¢.**

I don't like the way the advertisement is set at all. Where it is not possible to separate paragraphs and columns by blank space, they ought to be separated by rules. Further than that, there doesn't seem to have been any system used here in the division of the space. Some paragraphs run the full width of the advertisement, others run half the width and still others only a quarter. I don't think that a good plan at all. Make the columns uniform. In an advertisement this size they could either be one-third the width, that is three columns to the advertisement, or they could be half the width, or two columns to the advertisement, preferably three columns. Rules should divide the columns and long dashes divide the paragraphs. That would make such an improvement in the appearance of this advertisement that you wouldn't know it.

* * *

It always goes against the grain with me to see an advertiser's name at the head of his advertisement. That is, at the head in the way it is here. It is all right, in order to designate the advertisement, to have the name Sponnoble in small black type in the middle of the top line, but then it becomes in no sense the heading, as it is now. The large name, address, telephone number, etc., should go at the bottom. As to the head, "Prices for Friday and Saturday. November 8th and 9th," Mr. Sponnoble may have found that such a heading succeeds better with him than a snappier heading, but on general principles, I should advise a headline of a different character. Something like "Your Sunday Marketing Is Here." The word "Success" makes a very tame head. I should put the name at the bottom, eliminate the little head "Success," and change the head beginning "Prices, etc.," as I have indicated.

* * *

The matter in this advertisement is good. It is short, terse, and persuasive, and if the form of the advertisement were changed it would be a good advertisement.

New Bermuda potatoes are lower because of poor demand. The price averages $4 for No. 2s and $6 for No. 1s. The quality is good.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

How to Make New Trade

New trade and Cash sales are always in demand. If you will send for our new Catalog of Beautiful Premiums (*we send it without cost*) it will tell you how you can not only increase your cash sales, but also how to get new trade.

B. L. Williams & Co.

Successors to WILLIAMS, RIDGWAY & CO.

132 Market Street PHILADELPHIA

SPECIAL PROPOSITION

GOFF'S COUGH SYRUP

Write for full information about our plan for grocers.

S.B. GOFF & SONS CO., Camden, N.J.

ESTABLISHED 1872

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company

EAST BANGOR, PA.

PENNYWASH

A FAMILY WASHING IN 30 MINUTES FOR 1 PENNY

NO BOILING NO RUBBING

THROW AWAY WASHBOARD, BOILER & MACHINE

Absolutely harmless. Can be used in hard and soft water; saves money, bad temper, lame backs; cleans and purifies everything washable; saves coal and gas

AT ALL GROCERS

Pennywash Co. 1920 Park Ave., New York

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.



(One Account at a Time)
Patented March 20, 1906; October 29, 1907.
Other patents pending

DON'T TAKE OUR WORD FOR IT

The "Bennett" Users are "Delighted"

"Can Recommend It to Any Person"

ANDREW GALLAGHER, GROCER

VANDERGRIFT, PA., Aug. 23, '07.

THE BENNETT REGISTER CO., Lisbon, Ohio.

Gentlemen:—I bought one of your systems some six months ago and am more than pleased with it. I have been in business over 35 years and know your system is the greatest labor-saving system I ever saw. I do not see how I ever got along without it. I can recommend it to any person in business. Yours, ANDREW GALLAGHER.

Hundreds of Others praise "The Bennett"

Write for Catalogue to

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO

Canned Goods Fluctuations for 1907

"Grocery World" Presents Usual Compilation Showing Opening, Highest, Lowest and Closing Prices of Staple Foods for the Year Just Over. Prices Show that Nearly Every Line Fluctuated Widely During the Past Twelve Months.

The "Grocery World" publishes the usual Compilation of the course of the past past year of staple canned goods prices, furnished by Thomas J. Meehan & Co., the Baltimore canned goods brokers. Messrs. Meehan & Co. accompany their Compilation with the following statement regarding the canned goods situation:

> The canners in this section will carry into the new year a much lighter average stock of canned goods than they have held at any time during the last six or eight years, and it is conceded, we believe, that the jobbers in nearly all sections of the country are, also, carrying at this time smaller stocks of Maryland canned goods than usual. The consumption of canned goods during the year has been larger, perhaps, than in any previous year, and the frequent duplication of small orders for goods for immediate shipment indicates a continuance of same during the winter and spring months. The weather continues very favorable for the shipping of canned goods without danger of freezing on the road, and the combination of all these circumstances forms the basis of the belief that the next six months will witness a revival in a larger way of the buying all along the line.

Range of Prices for 1907.

	Opening.	Highest.	Lowest.	Closing.
PINEAPPLES.				
2-lb. Seconds, in water, broken slices	$ 75	$ 85	$ 75	$ 85
2-lb. Seconds, small pieces, in water	70	80	70	80
2-lb. Best Seconds, sliced, in light syrup	90	90	80	90
2-lb. Standards, not e. and c.	95	1 00	95	1 00
2-lb. Standards, e. and c.	1 05	1 25	1 00	1 25
2-lb. Extra Standards, e. and c.	1 20	1 35	1 20	1 35
2-lb. Extra Selected, heavy syrup, e. and c.	1 40	1 60	1 40	1 50
2-lb. Finest Quality Preserved, e. and c.	1 75	2 10	1 75	1 95
2-lb. Ordinary Grated	1 15	1 30	1 10	1 30
2-lb. Standard Grated	1 25	1 40	1 25	1 40
2-lb. Extra Standard, Grated	1 35	1 65	1 35	1 50
2-lb. Extra Selected, Grated, heavy syrup	1 55	1 75	1 50	1 70
2-lb. Extra Preserved, Grated, heavy syrup	1 75	2 10	1 75	1 95
3-lb. Pie Grated, in water	65	1 20	65	1 05
2-lb. Pie, Grated, in water	50	80	50	80
3-lb. Pie, Grated, in syrup	70	1 40	70	1 25
Gallon Pie Grated, in water	1 90	3 60	1 90	3 50
Gallon Pie Grated, in syrup	1 95	3 65	1 95	3 65
1-lb. Lunch, Sliced or Grated	90	1 10	85	1 10
1-lb. Lunch, Extra Sliced or Grated	90	1 15	90	1 15
1-lb. Cocktail, or chunks	90	1 15	90	95
PEACHES.				
3-lb. Pie Peaches, unpeeled	85	1 50	85	1 50
Gallon Pie Peaches, unpeeled	2 75	4 75	2 75	4 50
3-lb. Peeled Pie Peaches	1 15	1 75	1 15	1 70
3-lb. Seconds White Peaches	1 25	1 90	1 20	1 85
2-lb. Seconds White Peaches	80	1 35	80	1 30
3-lb. Seconds Yellow Peaches	1 30	2 00	1 25	1 90
2-lb. Seconds Yellow Peaches	90	1 40	85	1 35
3-lb. "Off" Standard, or Fcy. Seconds Yellows	1 35	2 00	1 30	2 00
3-lb. Standard Yellow Peaches	1 60	2 10	1 60	2 20
2-lb. Standard Yellow Peaches	1 10	1 50	1 10	1 50
3-lb. Standard White Peaches	1 50	2 10	1 50	2 10
2-lb. Standard White Peaches	1 10	1 45	1 10	1 45
3-lb. Extra Standard Yellow Peaches	1 70	2 35	1 70	2 30
3-lb. Extra Standard White Peaches	1 70	2 25	1 65	2 25
3-lb. Extra Selected Yellow Peaches	1 80	2 50	1 80	2 35
3-lb. Extra Selected White Peaches	1 75	2 45	1 75	2 30
1-lb. Extra Selected Yellows	95	1 20	95	1 20
TOMATOES.				
2-lb. Standard Tomatoes	82½	90	60	60
3-lb. Standard Tomatoes	97½	1 00	80	80
Gallon Standard Tomatoes	3 60	3 80	2 60	2 60
2-lb. Seconds Tomatoes	75	85	55	55
3-lb. Seconds Tomatoes	92½	92½	72½	72½
PEAS.				
2-lb. Seconds Marrows	92½	92½	75	90
2-lb. Ordinary Standard Marrows	95	1 00	85	1 00
2-lb. Best Standard Marrows	1 00	1 10	90	1 10
2-lb. Sifted Marrows	1 05	1 15	95	1 15
2-lb. Medium Sifted Marrows	1 10	1 20	1 10	1 20
2-lb. Extra Sifted Marrows	1 20	1 30	1 20	1 30
2-lb. Extra Fancy Sifted Marrows	1 35	1 50	1 35	1 50
2-lb. Seconds Early Junes	92½	95	75	90
1-lb. Standard Early Junes	60	90	60	85
1-lb. Fine Sifted Early Junes	85	95	75	90
1-lb. Extra Fine Sifted Early Junes	90	1 00	80	95
1-lb. Fancy Petit Pois	95	1 05	90	1 00
2-lb. Standard Early Junes	1 05	1 10	90	1 00
2-lb. Extra Standard Junes	1 10	1 10	95	1 10
2-lb. Sifted Junes	1 15	1 20	1 10	1 15
2-lb. Medium Sifted Junes	1 20	1 25	1 15	1 20
2-lb. Extra Sifted Junes	1 35	1 35	1 20	1 25
2-lb. Fancy Extra Sifted Peas	1 50	1 50	1 35	1 40

	Opening.	Highest.	Lowest.	Closing.
2-lb. Ordinary Petit Pois Junes	1 60	1 60	1 40	1 50
2-lb. Extra Selected Petit Pois	1 80	2 00	1 75	1 80
2-lb. Soaked Peas	40	55	40	50
SPINACH, PUMPKIN, SQUASH, BEETS.				
2-lb. Standard Spinach	1 00	1 00	75	80
3-lb. Standard Spinach	1 25	1 25	80	1 00
Gallon Standard Spinach	4 00	4 00	3 00	3 40
3-lb. Standard Pumpkin	60	90	60	90
Gallon Standard Pumpkin	1 85	3 00	1 85	3 00
3-lb. Standard Squash	65	95	65	95
2-lb. Standard Beets	80	90	75	90
3-lb. Standard Beets	1 00	1 10	1 00	1 00
SAUER KRAUT, SWEET POTATOES.				
3-lb. Standard Sauer Kraut	62½	75	62½	65
3-lb. Standard Sweet Potatoes	70	1 05	70	1 05
OYSTERS.				
1-lb. 5-oz. Standard Oysters	95	1 05	80	82½
2-lb. 10-oz. Standards	1 80	2 00	1 60	1 60
1-lb. 4-oz. Standards	87½	1 00	75	75
2-lb. 8-oz. Standards	1 65	1 80	1 55	1 55
1-lb. Light Weights	47½	60	45	45
2-lb. Light Weights	90	1 00	80	80
1-lb. Lunch Oysters	1 20	1 25	1 10	1 10
2-lb. Lunch Oysters	2 25	2 25	2 00	2 15
1-lb. Extra Select Lunch	1 25	1 25	1 15	1 15
2-lb. Extra Select Lunch	3 00	3 25	2 25	2 25
2-lb. Extra Select 12-oz.	3 75	3 75	2 75	3 50
1-lb. Extra Select 6-oz.	1 85	1 85	1 75	1 85
1-lb. Select 6-oz.	1 50	1 60	1 10	1 60
2-lb. Select 12-oz.	3 00	3 00	2 00	3 00
BERRIES.				
Gallon Standard Strawberries	5 00	6 00	5 00	5 25
2-lb. Standard Strawberries	75	1 25	75	1 25
2-lb. Extra Standard Strawberries	90	1 50	90	1 50
2-lb. Ordinary Preserved Strawberries	1 50	1 75	1 25	1 65
2-lb. Extra Preserved Strawberries	1 75	2 00	1 45	1 75
1-lb. Lunch Preserved Strawberries	90	1 10	85	1 00
2-lb. Lunch Preserved Strawberries	1 75	2 00	1 40	1 75
2-lb. Standard Blueberries	1 00	1 40	90	1 35
Gallon Blueberries	5 00	6 50	4 75	6 00
2-lb. Standard Whortleberries	1 00	1 40	90	1 35
2-lb. Standard Blackberries	60	1 10	55	1 05
2-lb. Extra Standard Blackberries	75	1 40	75	1 25
Gallon Blackberries	4 75	6 00	4 50	6 00
Gallon Red Raspberries	5 00	6 50	4 50	6 50
2-lb. Standard Red Raspberries	1 00	1 40	1 00	1 35
2-lb. Extra Preserved Red Raspberries	1 25	1 80	1 25	1 60
2-lb. Standard Black Raspberries	95	1 40	95	1 40
2-lb. Extra Preserved Black Rapberries	1 25	1 80	1 25	1 70
Gallon Black Raspberries	5 00	6 50	4 50	6 50
2-lb. Standard Gooseberries	75	1 35	75	1 30
Gallon Gooseberries	5 00	6 00	3 50	6 00
2-lb. Standard White Cherries	1 10	1 40	1 10	1 40
2-lb. Extra White Cherries	1 30	1 60	1 30	1 60
2-lb. Extra Preserved White Cherries	1 50	1 75	1 40	1 75
2-lb. Standard Red Cherries	70	1 30	70	1 25
2-lb. Standard Damsons	90	95	90	95
2-lb. Standard Egg Plums	90	95	90	95
2-lb. Standard Green Gages	90	95	90	95
BEANS AND SUCCOTASH.				
2-lb. Soaked Lima Beans	52½	60	52½	60
2-lb. Standard Lima Beans	85	1 15	80	1 10
2-lb. Extra Small Lima Beans	1 40	1 40	1 25	1 30
1-lb. Baked Beans, plain	30	34	30	33
2-lb. Baked Beans, plain	40	50	40	47½
3-lb. Baked Beans, plain	55	65	50	62½
1-lb. Extra Standard Baked Beans, plain	32½	35	32½	34
2-lb. Extra Standard Baked Beans, plain	42½	55	42½	50
3-lb. Extra Standard Baked Beans, plain	65	75	65	72½
(In Sauce, 2½ cents higher.)				
2-lb. Standard White Wax String Beans	70	80	65	80
Gallon White Wax String Beans	2 75	3 00	2 00	3 00
2-lb. Standard String Beans	65	75	60	70
3-lb. Standard String Beans	77½	1 00	75	97½
2-lb. Extra Stringless Beans	80	90	80	90
Gallon Stringless Beans	3 25	3 25	2 40	3 15
2-lb. Standard Succotash	70	85	70	85
2-lb. Soaked Succotash	55	75	55	75
1-lb. Red Kidney Beans	40	45	40	40
2-lb. Red Kidney Beans	55	60	55	57½
3-lb. Red Kidney Beans	75	85	75	80
PEARS AND APPLES.				
2-lb. Seconds Pears	55	80	50	80
3-lb. Seconds Pears	60	1 00	60	1 00
2-lb. Standards Pears	65	95	60	90
3-lb. Standards Pears	70	1 25	70	1 20
3-lb. Extra Selected Pears	90	1 40	90	1 30
Gallon Standard Pears	1 75	4 25	1 65	4 00
3-lb. Standard Apples	65	95	60	80
Gallon Standard Apples	2 00	3 50	1 80	2 50
CORN.				
2-lb. Standard Corn, ordinary quality	50	70	45	65
2-lb. Harford County Sugar Corn, Standard	55	75	50	70
2-lb. Extra Standard, Sugar Corn Shoepeg	60	75	57½	72½
2-lb. Standard Maine Style Corn	50	75	47½	70
2-lb. Extra Fancy Fine Quality Corn	60	85	60	80
2-lb. Standard Maine Style, extra quality	55	80	55	75
2-lb. Soaked Corn	50	50	50	50

Whence the Seven Washings

The first starches on the market to-day are **Murdoch's Laundry and Corn Starches.**

They represent an effort to overcome a powerful competition by depending on quality alone—an effort that has been magnificently successful.

The amount of trouble we go to to make these starches perfect is almost incredible—seven washings are just one illustration.

You have probably never seen quite so good starches as **Murdoch's.** Get samples and see if we're not right.

Oswego Maize Products Company

OSWEGO NEW YORK

This Tells the Tale



A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "**Knight's Cooking Extracts**" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S

Cooking Extract Co.

No. 211 ARCH STREET

PHILADELPHIA, PA.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Flour Window.

First clean the window and glass thoroughly. Cover the floor of the window with green crepe paper.

Take a barrel, a flour barrel, if possible, saw the barrel so that you have the bottom and about a foot of the side. Empty a flour bag, split up the back and tack or paste on the end of the barrel. Put the barrel in a corner of the window.

Have a sign in the window as per illustration No. 2.

FERNDALE FLOUR
A FINE WHITE FLOUR

5 lb Bag	20c
12 lb Bag	45c
Barrel	$6.85

If arranged according to directions, it will look fine, and if advertised at the same time you will find it will sell quite a pile of flour.



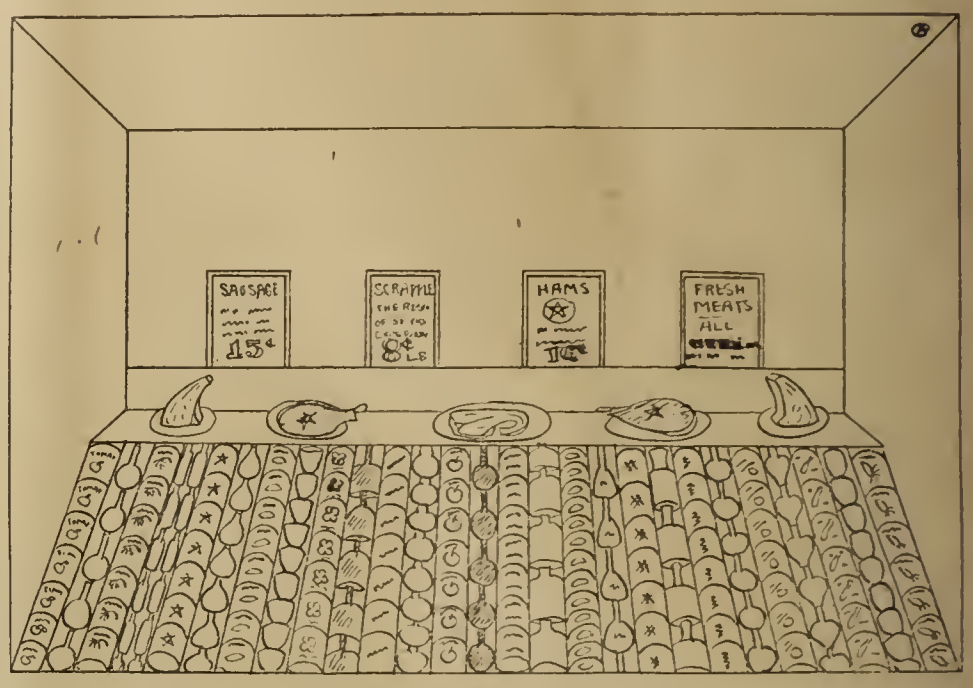
Pile the bags of flour along the sides of the barrel and in the remainder of the window as per illustration.

CHARLES W. LOOP.
Philadelphia, Pa.

A Meat, Canned and Bottled Goods Window.

While this is not an entirely new scheme, it makes a neat and attractive window. The canned and bottled goods are banked on a platform (slanting), and the meat is displayed on a shelf, back and even with the top edge of the platform.

First make your shelf, about 12 inches wide and the length of the window. Fasten this shelf about 22 inches above the floor and about 28 inches back from glass. The slanting platform extends from the front edge of this shelf to the floor of window next to glass.



The platform and shelf are covered with white wrapping paper. Between the rows of canned and bottled goods are plastering lath (covered with paper), to keep goods in position.

Under the meat plates are mats made of green crepe tissue paper, cut the shape of the plate and about 2 inches wider.

Above the shelf are hung several price cards.

E. W. ALEXANDER.
Oxford, Pa.

Magazine Notes.

So Far, So Good.

William H. Crane, the actor, tells of two impecunious players who, during a period of enforced "liberty," were compelled to dine at cheap table d'hote restaurants on the East Side. One evening, during each course of such a dinner, one of the actors kept saying:—

"Honest, Frank, isn't this a good dinner? Isn't it good? Did you ever eat a better dinner in your life for thirty-five cents?"

Frank was silent until the end of the fifth course, when his friend repeated his formula. Then, with a commendable affectation of enthusiasm, Frank answered:—

"A splendid dinner, old man! A splendid dinner! Let's have another."—January "Lippincott's.



Slices Everything from 6-pound Knuckles to half-ounce Ends.

MAKE OUR HISTORY YOUR GUIDE TO SUCCESS

A few years ago A. W. Johnson, a retail grocer, refurnished his store with tilting bins, new scales, electric coffee mill, molasses pump and a new dried-beef cutter. These equipments were satisfactory labor-saving devices with the single exception of the new dried-beef cutter; this, although a highly advertised, standard machine, was incapable of doing nice work. After carefully investigating the merits of every slicing machine on the market he did not find one that was actually slicing dried beef in a workmanlike, economical manner. Being a thorough, competent mechanic with an inventive turn of mind, backed by many years of experience cutting dried beef, he determined to design and construct an altogether new machine, avoiding or correcting the defects of the others and embodying new, practical devices of simple construction.

The new machine was a success—a world beater—it sliced dried beef to perfection. His customers were delighted with the broad. smooth, perfect slices, deliciously juicy, transparently thin—so much superior to any beef they ever saw—naturally he gained trade, his sales of beef increased week by week until Johnson's dried beef became a household word, and people would use no other kind, while the new machine sliced up every little scrap in thin, salable slices and reduced waste to a minimum.

Send for a sample of this famous sliced beef—the beef that beats the world.

A. W. JOHNSON, New Brunswick, N. J.



Saving Money.

Sometime awhile back I made a few wise remarks about saving money so long that you lost all relish for spending it.

What I said had a tremendous impression on one person, anyway—the queen of my palatial home. She read that article the day it came out and touched me on the spot. Women have got no right to read trade papers, anyway.

This week I want to say a little more along the same line.

Do you know it's the easiest thing in the world to get to be a miser?

The miser isn't always born; sometimes he's made.

I know a certain grocer who has a store up in New York State near the Pennsylvania line. I don't often get up his way, but when I do I always get in to see him. He's all right.

But he's getting to be a miser as fast as he can. It's a shame, too, for he's too good a man.

Up to a few years ago he was a good spender. Believed in putting his money in his home, in his store, and in clothes for himself and his family. He wasn't any spendthrift, but he made a little money every year and spent it freely.

I guess he spent about all he made, as a matter of fact.

From somebody or other he got the idea that it was a crime not to put some money away every year. That's got to be a sort of obsession with him and he's been doing nothing with it but putting it away ever since.

To-day I consider him, from what I saw when I was in his store last, pretty darned close to a miser.

Why, I saw the change in his store as plain as could be. I wouldn't say it looked run down, but he used to be a great man for new fixtures. Little new convenient things like broom racks, and schemes for displaying goods he always bought, and he never used his big fixtures after they got shabby. His store used to be up to the minute all the time—a bright, enterprising little place that looked like keen business.

When I was there it looked like the ordinary country store. As good as the average? Well, yes, I should say it was. But it used to be way above the average. If it could stay about the average, it would, of course be all right, but it won't, because I'm satisfied from the way he talked that as he keeps on being niggardly, his store's going to keep on running down.

Store fixtures don't improve with use, you know that.

I could see the change in him, too—see it plain. He used to be really a swell dresser, almost as swell as I was, though of course he never had my shape.

And he was a fellow that used to give some thought to his clothes, too, and it showed in the way he looked.

When I saw him the other day he had on a cheap-looking department store suit that I'll bet a dollar didn't cost over $10. I ain't jeering at a $10 suit. I've worn 'em many a time. And if a man can't afford any more, that's all he ought to pay. But if he can afford to pay more, as this particular grocer can, it's a mistake to buy $10 suits.

Why, he was poorer dressed than his own clerks. Looked cheap and insignificant.

I had quite a chat with him. How was he getting on? All right, he said, and in two seconds the conversation was around to how much money he was saving. Why, as soon as he had got around to that his ears cocked up, his eyes got bright and he looked like a different fellow.

You could see it was a monomania.

He was in three building associations, had four or five endowment insurance policies, besides some other investments.

"I've put away some money in the last five years," he said. "I've had to run close to do it, but I've done it, all right. If I were to sell out everything to-day I'd have a tidy little pile."

I tried to talk about some other things, but there was nothing doing. Saving money—saving money—saving money; that was all he knew.

Just as different from what he used to be as if he'd been another man!

"What's your object in keeping your nose down to the grindstone this way?" I said. "What are you going to do with this money you're laying up? Have you got any special object in view?"

"Why, don't every man want money?" he asked in utter astonishment.

"Sure," I replied, "but some of 'em like what it brings more than the money itself. You ain't saving just for the love of saving, are you?"

"Of course not," he said, "I'm doing it because I want a little surplus. And then (you note that this came second) I want to leave my family well fixed."

"Well, the way to do that," I said, "is to carry good insurance. Not endowment insurance, the kind you're carrying, where all the money comes to you if you live, but the old kind. It's a darned sight cheaper and just as good for the family. Then you could spend some of your money and get some good out of it."

He shook his head. No spending for little Willie! Saving was the thing that had come to amuse him a darned sight more than spending.

I didn't ask him what his wife thought of putting every cent away, because it was none of my business. I think I can form an idea, though, if she's anything like mi—some wives.

Do you know I look on that man as being in a dangerous position. When a man gets to put saving money before business and everything else, it's liable to run away with him and break his neck. He don't see his needs and his store's needs clear any more. Instead of saying "will spending this money give me any real comfort or do my business any good?" and if the answer is yes, spending it, he says, "can I possibly get along without this?" and if he can he does.

A man like that'll learn to be without so much after awhile he'll shrivel up and blow away.

THE STROLLER.

Two-Minute Sermons for the Retail Grocer

XXV.—Advertise for Friends.

Your regular customer will read your "ad." if it is made interesting.

A good many retailers write their advertisements like they expected their local papers to go into the hands of a lot of absolute strangers, and they wanted these strangers to have their card, so they just published it in the paper, where it would be handy for the strangers to refer to when they wanted to find out all the lines of goods handled in the town.

For the guidance of such retailers, I would say that the number of strangers reached by the local paper is very small, and the number of old customers reached should be very large. Old customers already know the lines of goods carried in every store in town, and merchants waste their money in advertising when all they do is to repeat this information over and over.

Remember that it is the old customer that you reach in the local paper, and remember that if you want to interest him and cause him to come to your store to buy you must tell him about some particular thing you have for sale, and tell the story in so interesting a manner that he will want the goods right away.

Just make your "ad." talk for you the same as though you were talking direct to the regular customer.

F. A. P.

CORRESPONDENCE

Air-Dried Beef.

Wilkes-Barre, Pa., Jan. 7, 1908

Editor "Grocery World."

Dear Sir:—Will you kindly give me the address of the house who advertised "Air-Dried" beef in the "Grocery World" about a year ago. At that time I was not interested, but now I have a machine for slicing dried beef and want to get the best.

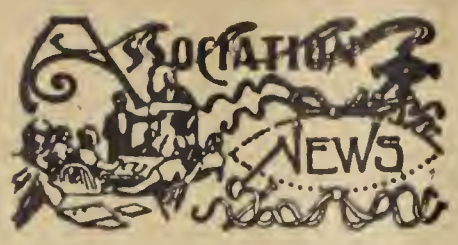
Thanking you in advance, I am,

Yours truly,

W. L. VAN AUKEN.

The firm was William Moland's Sons, 120 Market street, Philadelphia.

Mr. H. C. Miller, of Pittsburg, Pa., has secured the patent privileges for the manufacture of a coffee reducing and chaff separating machine in the county of Allegheny; he is about to open a series of coffee stores in the former city where these machines will be installed.



T. A. James, well-known merchandise broker of this city, died after a long illness early last Thursday morning. He had successfully fought off chronic Brights' Disease for about fifteen months, only to succumb at last to pneumonia and die after three days of it. Mr. James was formerly associated with William Bonsor, later with the firm of T. A. James & Co., and finally with James & Washington, his partner being George S. Washington. The business has practically been conducted by Mr. Washington for over a year, Mr. James having been almost wholly incapacitated during the greater part of that time. His death may or may not cause a reorganization of the corporation.

—

The Wisconsin Pea Co. has withdrawn its Lakeside peas account from William J. Young and placed it in the hands of T. A. James & Co.

—

James A. Aull, an old and well known tea merchant, died during the week at his home, 2225 Green street. He was 82 years old and had conducted a wholesale tea business on Front street, Philadelphia, for many years.

—

Quite the handsomest calendar issued from the trade this year has to be credited to S. H. Levins, the fish handlers. It is large, printed on exceptionally heavy board, and bears a faithful reproduction in colors, of "Beauty Triumphant," the famous painting by B. E. Ward.

—

At the rooms of the Philadelphia Retail Grocers' Association last Tuesday afternoon was held a meeting at which the following were present: Messrs. Kaiser, Smedley, Ross and Buckley, representing the association; Mr. Hunter, representing the Acme Tea Co.; Mr. Scanlan, of the Wm. Butler Co.; Messrs. Robinson and Crawford, members of the firm of that name; George Dunlap and James Bell. The object of the meeting was the discussion of ways and means for improving existent conditions.

Sausage Containing Cereals Is Adulterated.

So Says Michigan Court. Defendants Said Custom Had Made Cereals and Water Normal Ingredients, but Court Says Only Normal Ingredients are Chopped Meat and Seasoning.

If a decision just handed down by Circuit Judge Wiest, in the Michigan Court at Lansing, is upheld throughout the country, a considerable change must be made in the method of manufacturing sausage. The court decides that cereals and water are not proper ingredients.

The decision comes at the end of a long fight between Armour & Co. and the Michigan Food Commissioner. The Armour people asked for an injunction restraining the Commissioner from publishing their sausage as adulterated. First one party to the litigation won and then the other. The case has been tried on its merits during the week and the decision was against Armour & Co. in the following language:—

> With the general public of this generation largely reared on farms and in small villages and remembering home-made sausage, there is no occasion to look at a dictionary to define sausage. The common definition is that it is composed of chopped meat seasoned and the definition must prevail as against a manufacturer's process of adding cereals and water.

Armour & Co. defended on the ground that cereals and water had by long custom come to be natural ingredients of sausage. The Michigan decision overturns this and so far as it goes decides that only chopped meat seasoned can go into sausage.

The court recommended, however, that the Food Commissioner refrain from publishing sausage containing cereals as adulterated until the court of last resort had decided the question.

Why Jones Lost Trade.

I stopped in at Jones' store, down on Sixty-third street, last Friday.

"How's business," I asked.

"Not very good," he said, in a tone of voice that sounded like a rainy day in November. "A new store opened up in this block about a year ago, and somehow I seem to be losing ground. I have been here twenty years, have always been fair and square, kept my prices reasonable, made it a point to buy low and sell low; and I had an idea my trade would stick to me."

I have known Jones for some years. He certainly has been square, and I was sorry for him. "There goes one of them now," he said, as a woman went into the store on the other side of the street. "Her trade was worth $25 a week to me."

I wandered across the street into the place of Jones' competitor. Jones' lost patron was ordering a five-pound pail of lard with the Government inspection seal across the top, and a handsome blue and yellow label; and there was also, I noticed, an attractive display of these package goods in the window. The whole place had a spick-and-span, up-to-date look.

"It surely is a pleasure to sell these original package goods," the proprietor was saying to his customer. "Quick, neat and sanitary."

"But," I interrupted, "isn't this pail lard considerably more expensive than the kind that comes in bulk?" "I don't think so," he said, "when you figure out what you are getting. It is the sort of thing the best class of trade want nowadays; they like to have the food of their families protected in every possible way. It goes a long way toward helping to keep my place neat and clean. Some of my customers say they wouldn't be afraid to eat off the floor here. Jones over there says I am getting a double profit on my goods. Well, perhaps, I am, but I have the cream of the trade, as well as a good deal of the skimmed milk, and I'm getting more every day."

"Hadn't you better wake up," I said, later to Jones.

"What do you mean?" he asked.

"Here you are," said I, "running a dingy, old-fogy place that would have been all right twenty-five or even ten years ago, but is just as much out of date now as if it had dropped down out of the Middle Ages. You are digging the lard out of tubs for your trade, instead of handling it in neat, attractive, air-tight pails, with a label that shows people what they are getting."

"But I sell good lard," remonstrated Jones, "and it is cheaper."

"Are you sure it is," said I, "when you count the certainty of cleanliness and purity, on account of the air-tight pail and the insurance the label gives of quality. Perhaps some people don't care, but the particular people are the ones it is worth while to please, because they have the most influence, and are the people who bring new customers. They don't want their food exposed any more than can be helped, to flies, dust and other unsanitary conditions.

"Then think what it means to you—less time and trouble to handle—neat, attractive appearance—no waste, and a certain known profit, as well as the demand that the advertised label gives. Your friend on the other side of the street says it pays, and he is in pretty good position to know."

"Perhaps you are right," Jones reluctantly admitted. "I wanted to be shown, but it doesn't always pay to wait until everyone else has been shown first."

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

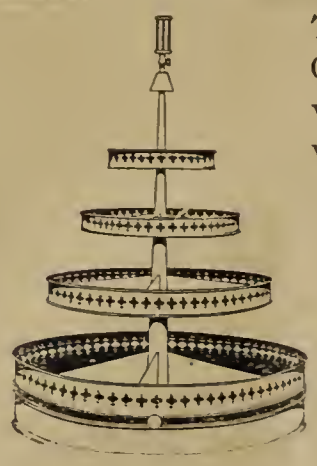
Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

Vegetable Display Stands

They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.



They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water write us anyway, we have something interesting to show you.

Galesburg Cornice Works
142 East Ferris Street
Galesburg, Illinois



We are paying a lot for your influence, but we think it is worth it

We will *give* you a Cash Register like the one pictured here with your first order for General Macomb Cigars, if you need one, because we believe your customers will find them so good that they will continue to ask for them, which means that you will continue to sell them. This unprecedented offer is made simply to get a trial for them.

If you write we will give you full particulars about the Cash Register.

FAVORITE CIGAR COMPANY, Detroit, Mich.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD.
027 Arch Street.

Question: ———D., * * *, Pa.—A man owes my father and me the sum of $124 for merchandise that he bought from us when we were in the store business at ———, Pa., and which we cannot collect. This man has money in the bank and I would like to know if we could attach his bank account.

Thanking you in advance for an early reply, I remain.

Answer.—You can undoubtedly attach this man's bank account, but you must first get judgment against him. Sue him before a justice of the peace (they have jurisdiction over claims up to $300 outside Philadelphia County), and then issue an attachment execution against his bank deposits. This will of course be subject to his rights under the exemption act. If the deposit is not over $300 he can claim it under the exemption law, but you could then issue execution against any other assets of his you could find.

Quaker Oats Co. Answers Jobbers' Criticism.

Says It Has Made No Change in Its Methods. Accuses Trade Paper of Creating Strife in order To Get Advertising.

Apropos of the criticism which has developed among wholesale grocers against the Quaker Oats Co., a collateral corporation to the American Cereal Co., for its apparent efforts to get closer to the retailer than the jobbers think is fair, the Oats Co. has issued the following letter to the jobbing trade all over the country:—

Chicago, Ill., Dec. 31, 1907.

To the Wholesale Grocery Trade:—

A certain trade paper, apparently anxious to convince us of the wisdom of utilizing its columns for advertising, printed an article intimating that a terrible fight was in progress between the jobbers and our company over the policy we were alleged to have recently adopted of going over the heads of the jobbers and selling our products to the retail trade direct. This article in altered form has been copied by a number of trade papers, and it may have reached your eyes.

In the event any explanation on our part is needed, we want to say to you that there is not a word of truth in it. We have not altered our policy a particle. We are marketing our products to-day just as we have done for many years past, and we hope we may be permitted to continue to do so. Nothing is further from our minds than the idea of cutting out the jobber. Such a step has not even been discussed by our management. We stand to-day where we have always stood.

We offer you our holiday greetings.

Your truly,
THE QUAKER OATS CO.
C. C. Coldren,
Assistant Sales Manager.

The trade paper aimed at in the above communication is the New York "Journal of Commerce," which has been particularly active in stirring up the jobbing trade against the Quaker Oats Co.

The jobbing interests do not seem to be entirely convinced by the Quaker Oats Co's letter.

Pennsylvania News Items.

Items Gathered From Correspondents, Etc., As to What Is Going on Around Us.

The Merchants' Protective Association of Pittston and vicinity has inaugurated a crusade against persons who raffle poultry. Two arrests have been made. One of the violators was found guilty and fined $14. The trial of the other defendant was postponed.

The Merchants' Protective Association of Punxsutawney have elected the following officers for the ensuing year: President, J. N. Neyer; vice-president, W. P. North; treasurer, E. A. Murray; secretary, F. B. Hastings; directors, E. T. White, D. Roffetts, F. E. Jones.

They will hold a lunch and smoker on Friday evening, January 10th.

The Turtle Creek Valley Business Men's Association has elected the following officers: President, L. G. Hair; vice-president, Chas. Allar; secretary, O. O. Chew; treasurer, Thos. H. McKelven.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued July 9, 1907.

859,671. Raisin-seeding machine. G. Langer, Selma, Cal., assignor to C. L. Beltz, same place.

859,192. Sausage-stuffing machine. J. T. Barber, Brooklyn, N. Y., assignor to



Costs Neither Time Nor Money

La Toscana Virgin Olive Oil has its home in Leghorn, Italy, headquarters for the finest oil pressed in all the world.

It is peculiarly an olive oil for fine, discriminating, fastidious trade. Clear and limpid as pure water, with the rich color that only the finest oil has. The flavor is a revelation.

It costs you neither time nor money to look into our proposition. Why not do it?

J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.



SOLVING HAM PROBLEMS

All of the problems of your ham department are solved by selling PREMIUM HAMS—the same yesterday, to-day and forever. We can and do control our raw material, and so PREMIUM HAMS steadily maintain the same perfect quality.

And the advertising we do for them brings a steady stream of trade to the grocers' door.

Swift & Company, U. S. A.

Mr. Grocer

Don't let competitors of ours tell you they have a lamp chimney as good as our ***Lustre Brand*** until you have tried both, and then we are sure you will agree with us that our ***Lustre Chimney*** will stand the Test with any other Brand.

Lustre

The name is sufficient evidence for both quality and durability.

This chimney is made by ***UNION WORKMEN*** and from the best material on the market. One price to everybody.

R. E. TONGUE & BROS.
Allegheny Ave., Amber & Collins Sts.
PHILADELPHIA
BRANCH, NEWARK, N. J.

You must Advertise or Lose! Then why not Advertise wisely?

The best advertisers in the country—and they are all thinkers—tell you how to advertise successfully in

BRAINS

FOR
The Retailer and Advertiser

The very best examples of clever, money-making advertising in the world are presented weekly.

If you advertise without reading BRAINS you miss the benefit of other men's experience, men who have given years to the study of advertising.

Five dollars a year is all it costs, and its worth it. Sample copy 15 cents.

JAMES KNAPP REEVE
PUBLISHER
DEPOSIT, N. Y.

$20.00 *A DAY TO SALESMEN SURE.* No bonds. Best side line. Samples in coat pocket. For general and Dry Goods Stores. Live salesmen act quickly. Give past and present lines handled. Dept. B

Boston Piano and Music Co.
Willard F. Main, Mgr. Iowa City, Iowa

Barber Stuffing Machine Co., New York, N. Y.

859,505. Meat compressor. J. B. Moorman, Dayton, Ohio.

859,248. Meat-slicing machine. R. B. Pumphrey, Baltimore, Md.

859,535. Sausage-stuffing machine. George Zimmers, Chicago, Ill.

859,585. Fruit and vegetable press. Henry Schwanzara, Chicago, Ill.

859,605. Bake pan. J. W. Kirkbride, Egg Harbor, N. Y.

859,717. Doughnut-frying machine. G. F. Zinn, Derry, Pa.

859,777. Dough-sheeting machine. R. T. Markee, Philadelphia, Pa.

859,786. Swimming mask. Halvor Steenerson, Crookston, Minn.

859,823. Process of extracting butter from cream. Lafayette Lillard, Bootjack, Cal.

Patents issued July 16, 1907.

859,918. Pie-crust forming machine. Oliver Colborne, Chicago, Ill.

859,969. Can opener. William Niebaum, Tonganoxie, Kan.

859,999. Machine for making cookies. Frank Werner, Grand Rapids, Mich.

860,067. Bake oven. A. E. Suydam, Kansas City, Mo.

860,151. Bake oven. Murdoch Richard and William Scott, Glasgow, Scotland.

860,158 Process of preserving fresh ripe olives. Edmund Redford, Redlands, and L. N. Bedford, San Bernardino, Cal.

860,194. Egg tester. C. E. Dyer, Mulberry, Ark., assignor of one-half to J. W. Hansel.

860,269. Dough kneading and balling machine. R. M. Temple, Philadelphia, Pa.

860,272 and 860,273. Percolators. A. A. Warner, New Britain, Conn., assignor to Landers, Frary & Clark, same place.

860,327. Manufacturer of milk powder. Maximilian Riegel, London, England.

TRADE-MARKS.

which will be registered unless opposition is entered within thirty days.

For salt. Utility Salt Co., Wheeling, W. Va. The word "Utility."

For soap. Iowa Soap Co., Burlington, Iowa. The word "Geyser."

For baking powder. C. A. Murdock Manufacturing Co., Kansas City, Mo. The word "Manhattan."

For butter. E. G. Perez & Co., New York, N. Y. The word "Trebol."

For chocolates. The Ginter Grocery Co., Boston, Mass. The words "Forget-Me-Not Assorted Chocolates" and a representation of a bunch of forget-me-nots.

For a lard substitute. Streett & Cockran Co., Baltimore, Md. The word "Diamond" within a diamond-shaped border.

For chocolates. Touraine Confectionery Co., Boston, Mass. The words "Old Liberty."

For candies, crystallized fruits and glace fruits. Oliver-Finnie Co., Memphis, Tenn. The word "Memphi" and a representation of a landscape showing pyramids, palm-trees and camels and bordered by conventional Egyptian designs.

For canned fruits and vegetables. H. F. Hemingway & Co., Baltimore, Md. The words "Vestibule Brand."

For sauce. George Mason & Co., Ltd., London, England. The letters "O. K."

For soap powder. Pacific Coast Borax Co., Oakland, Cal., New York, N. Y. and Chicago, Ill. The word "Boraxo."

For cocoa, chocolate and preparations thereof. Balduin Emil Enge, Oberlossnitz, Germany. The word "Chocoladol."

For cornmeal. Gulfport Grocery Co., Gulfport, Miss. The word "Polkadot" upon a background of small dots.

For canned peas. F. P. Roe & Bro., Greensboro, Md. The word "Centennial" and a representation of Independence Hall.

For syrup and molasses. E. Feibleman Sons & Co., New Orleans, La. The words "Silamine" and "Ribbon Cane."

For soap. The M. Werk Co., Cincinnati, Ohio. The words "Werk's Soap" in white upon a black elliptical band inclosing the word "Tag" in black upon a white field.

For canned, dried and fresh fruits. Balfour, Guthrie & Co., San Francisco, Cal. The word "Hillside.'

For maple syrup. Griggs, Cooper & Co., St. Paul, Minn. The words "Old Homestead" and a representation of trees with a house in the background.

For butter. Golden & Co., Washington, D. C. The words "Elk Grove Creamery Butter" upon an annular band having ornaments at top, bottom and sides.

For spices and mustard. E. R. Durkee & Co., New York, N. Y. A representation of a tiger.

For lard. Charles Wolff Packing Co., Topeka, Kan. The words "Capital City Lard" and a black disk having a monogram "C. C." in white thereon.

For flour, rolled oats, oatmeal, breakfast food and mixed feed. Everett, Aughenbaugh & Co., Waseca, Minn. The words "Always All Right" and a representation of a winged horse.

For pickles, catsup, capers, salad oil, olive oil, olives, vinegar, sauces, India relish and mustard. Alart & McGuire, New York, N. Y. The words "Gold Seal."

For bread. Lloyd Bros., Lestershire, N. Y. The words "Aunt Jane's Bread" and a representation of an elderly woman holding two loaves of bread.

For coffee. Tone Bros., Des Moines, Iowa. The words "Tone's Luxury Blend Coffee" upon an ornamental panel containing the monogram "T. B." at its centre with the same monogram above and below the panel. The words "Tone's Regal Mocha and Java Coffee" in the same design. The words "Tone's Finest Mocha and Java Coffee" in the same design.

For a flavoring preparation. Willson Bros., Edgarton, Wis. The word "Vandella."

For baking powder. C. A. Murdock Manufacturing Co., Kansas City, Mo. The word "Opt."

For flour. S. Hamill Co., Keokuk, Iowa. The words "Palm Brand" and a representation of palm trees.

For flour. Bay State Milling Co., Winona, Minn. The words "Golden Lion."

For baking powder, rice, flour, cornmeal, coffee, candies, crystallized fruits, glace, fruits, butter and cheese. Oliver-Finnie Co., Memphis, Tenn. The words "Silver Moon" and a crescent.

For rice, flour and cornmeal. Oliver-Finnie Co., Memphis, Tenn. The words "Oliver Twist."

For coffee and tea. Oliver-Finnie Co., Memphis, Tenn. The words "Court Square."

For soap, washing powder and liquid washing and cleaning compounds. H. L. Shaw, Boston, Mass. The words "From Maker to User. The Benefit Co." upon a diamond-shaped background.

Bog Spavin.

Chas. E. West, Gotebo, Okla., writes November 15, 1907: "I am in receipt of your letter of recent date. I purchased your Absorbine from the druggist and applied it according to directions as given for bog spavin and had grand success. One bottle was enough to do the work.

"I can give high praise for your Absorbine and shall recommend it for bog spavin above all other medicines that I tried, and I tried a good many different kinds. I remain as ever your customer."

Absorbine penetrates to the seat of trouble promptly and effectually, without blistering or removing the hair. Does not require the horse to be laid up. Mild in its action but positive in its results. It will give you satisfaction. $2 a bottle at druggist. Manufactured by W. F. Young, P. D. F., 9 Monmouth street, Springfield, Mass.

Figure This Out.

Manufacturers who have adopted premium schemes to create a demand for their products, have always given the premiums to consumers. Where manufacturers have offered an incentive to grocers to push their goods, the incentive has always been small. It had to be small, because no individual manufacturer could afford to give a grocer from his individual profits anything more important than a silk hat, an umbrella, etc. But when twenty or more prominent manufacturers, whose products are sold by grocers everywhere, set aside a part of their advertising appropriations to put into a fund to buy something substantial for the merchant, that something represents an article of sufficient value to make it worth the grocer's while to take a real interest in pushing the goods of the manufacturers who take this means of showing their appreciation of the grocer's services. That the importance of this matter may be plain to you, figure out the following: The Knickerbocker Chocolate Co., New York, gives you a quantity of Universal coupons with their Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoa. No better goods ever came into this market. Add these coupons to the ones you get with the products of the following firms and you will find you can save enough coupons in three months to entitle you to a first-class set of harness, a platform scale or a roll-top desk. In six months you can save enough to get a good runabout, in a year a good piano:

The American Preserve Co., Philadelphia; Wrigley Manufacturing Co., Philadelphia; Franklin Baker Co., Philadelphia; the Porcela Co., Philadelphia; McCanna & Fraser Co., Philadelphia; John Scott & Co., Philadelphia; Weber & Loesch, Philadelphia; Wm. Dreydoppel's Sons, Philadelphia; J. W. Beardsley's Sons, New York; Dixon Crucible Co., Jersey City; Sea Foam Baking Powder Co., New York; Flodon Manufacturing Co., Boston, Mass.; Potter & Wrightington, Boston, Mass.

Within a month a number of other big local houses will join this enterprise. Don't you think this matter is important enough for you to push the goods of these firms? Don't you think the manufacturers who have been been first to recognize the grocer's right of consideration should have the grocer's hearty co-operation?

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILA'DA.

High-grade goods raise the standard of your store, bring you a better class of trade, increase your profits. Why not put in a line of our high-grade canned goods?

Cruiser Brand

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILA'DA.

Tomatoes
Corn
Succotash
Small Lima Beans
Small Sifted Peas
Early June Peas
Telephone Peas
White Wax Beans

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—Grocery store and dwelling, stock, fixtures, etc. Good neighborhood cash trade, fine stand if properly attended to. Reason for selling owner wishes to retire. This is a snap. Call or write, George C., 101 N. Baxter St , Baltimore, Md. 3

FOR SALE—One of the finest grocery and provision stores in Coatesville, Pa. Right on the main street, doing a business of $20,000 a year with 20 per cent. clear profit. Two good teams and fine fixtures with clean stock. Good reason for selling. Will take about $2,500—will sell at cost. Address A Y Z, Grocery World. 3

FOR SALE—Centrally located Cash Grocery and Provision business in Camden, N. J. Store equipped with Walker Patent Pivoted Bins, new refrigerator, No. 79 Nat. Cash Register and Bowser's self-measuring oil and gasoline tanks. Will Inventory $1000 to $1200. Address W. G. F., Grocery World. 2

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,000. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

No. 323.—In a good section of South Philadelphia, store 18x30. Does $300 weekly, all cash. Does large tea and coffee business, which increases net profits on whole business to 15 per cent. Stock carried $500. Push cart delivery. Fixed charges low. Owner cannot get reliable manager. Price inventory. Good little dwelling connected.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 327.—On outskirts of Philadelphia grocery, ice cream and confectionery. Only store of kind in place. Store 20x35 feet. Does $350 to $400, two-thirds cash. Good house connected. Second story used for ice cream and restaurant. Stock $600 to $700. Net profits 10 per cent. Fixed charges low and business profitable, but owner cannot attend personally and cannot get satisfactory manager. Price inventory.

No. 328.—In West Philadelphia, store 15x27 feet. Does $500 weekly, all cash. Stock $400; One team, Business thoroughly profitable, netting 10 per cent. Good house. Owner financially independent, and wishes less responsibility. Price inventory.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 331.—In North Philadelphia, good neighborhood. Size of store 20x50 feet. Yearly business $30,000, balance weekly and monthly. Stock $1,500; clear net profits 10 per cent. Uses one team, hiring the horse. Good dwelling connected. Owner's wife ill and must take her to California. Price inventory. This store has been established 40 years.

No. 332.—In West Philadelphia. Size 20x30. Does $350 weekly, two-thirds cash. Stock $500 to $600. Nets 15 per cent. above everything. Dwelling connected. Team if wanted. Owner has not sufficient time owing to other business. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No 335—In West Philadelphia, size 16x30. Does $350 weekly, mostly cash. Stock $1500 but can be reduced to $1200. No team delivery. Net profits 10 per cent. Business making good cash income every week. Price inventory.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 337.—In Germantown, on main business street. Store 30x40 feet. Does $600 weekly, half cash, balance mostly weekly. No dwelling. Stock $1,500. Uses two teams. Net profits 10 per cent. Owner going on farm, and will sell at inventory. Some of the fixtures belong to the real estate and are rented with it. Easy terms to good buyer. This store has been established for 15 years.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONLY STORE IN THE PLACE.

We offer the only grocery store in a high-grade Philadelphia Suburb. Under restrictions no other store can be built there. The owner has another business to which he wishes to devote his entire time, and will sell the place at inventory, asking nothing for good will, though the business is unusually valuable. Store 16x50 feet, with two storerooms, does $13,000 yearly, all gilt-edged. Stock about $2,000; uses three teams. Dwelling connected. Actual net profits 8 per cent. The business is open to the very deepest investigation. Teams and fixtures will inventory around $1000 to $1200, and the stock around $2000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST WEST PHILADELPHIA STANDS.

Located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

FOR RENT.

FOR RENT—Large General Store (owned by the undersigned estate) in Quarryville, Lancaster County. Pa. This Borough has a population of about 800. Is the terminus of two steam railroads, a trolley line and two new state turnpikes. It is the only town of any considerable size in the ten lower townships of Lancaster County, and commands a large proportion of their patronage. It has two banks, and does more business in a week than most towns of its size in a month. In fact, during the year of 1907, it is carefully estimated to have exceeded $800,000, not including the money paid out in the borough for tobacco which will amount to about $150,000 yearly. The borough has, besides this store, one large general store, carrying every line, and one smaller general store, one small grocery and a large hardware store. This store has enjoyed a large patronage for half a century. The location is the best in the borough, and in the midst of the town's business activity, within 200 feet of the depot of the Lancaster & Quarryville Railroad, the Lancaster, Oxford & Southern Railroad, the freight station and the terminus of the trolley line. The building is large, well-lighted, and is undergoing repairs; it has a fine cellar. It will be rented on good terms. The opportunity for an energetic man to establish a fine business in one of the best towns of its size is here afforded. A renter will not be handicapped with a stock of old goods, as the building is entirely empty and ready for immediate occupancy. For any further information address George W. Hensel's Estate, Quarryville, Lancaster Co., Pa. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

PATENTS

obtained on inventions and designs. Trademarks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

LOOK FOR THE

GLOBE

On Hams, Bacon, Lard and Sausage; it you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C SHAFER CO.

516-18-20 Lexington St., Baltimore, Md.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY

108 N. Front Street, Philadelphia



ABSORBINE

Removes the inflammation and Bunch. Restores the Circulation in any Bruise or Thickened Tissue, without blistering, removing the hair or laying horse up. Pleasant to use, clean and odorless. $2.00 per bottle delivered. Book No. 1 free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Bunions, Corns, Chilblains, Sprains, etc., quickly. Genuine manufactured only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

If You Are Particular We Want to Know You and We Want You to Know US

If you want your Foreign and Domestic Fruit display to be just a little handsomer than your neighbors; if you would like people who want the *best* to go out of their way to come to you for it, get what you need from us. That's our hobby, the best of everything in our line at the lowest possible prices.

If you would like to keep posted on quotations, write us and we will send them to you regularly.

R. DAETWYLER & CO.

New Market and Callowhill Streets

PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,

N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, January 13th. Terms, net 10 days.

First orders must be accompanied by references.

FRUITS THAT PLEASE.

IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch
We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.	
Cocoanuts, 100 to bag	$3.65 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.75
Fancy Brights 150-176 size, per box	2.50
Fancy Brights, 200-216 size, per box	$2.50 to 2.65
Fancy Brights, 250 size, per box	2.40
Golden Russetts 10 to 15 cents per box less than above prices.	

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's, per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$3.00
Fancy quality, 126 to box	3.00
Fancy quality, 150-176 to box	2.75
Fancy quality, 200-216 to box	2.65
Fancy quality, 250-288 to box	2.40
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	2.75
Extra choice, 150-176 to box	2.65
Extra choice, 200-216 to box	2.50
Extra choice, 200-250 to box	2.40

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.25 to $3.50
Fancy quality, 360 to box	3.50
Fancy quality, extra large, 270 to box	3.25
Choice quality, 240 and 270 to box	3.00
Choice quality, 300 to box	3.00
Choice quality, 360 to box	3.25

MESSINA LEMONS.

Fancy Messina, 360 size, per box	3.25
Choice Messina, 300 size, per box	3.25
Choice Messina, 360 size, per box	3.00

ALMERIA GRAPES.

Fine Quality, kegs, 61 lbs.	$4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.50
Good Quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds per lb.	.08

NEW CROP TURKEY FIGS.

Extra fancy quality, 10 to 12-pound boxes, per pound	0.10
Extra fancy quality, 4-crown, 10 to 12-pound boxes, per pound	0.09
Extra fancy quality 3-crown, 10 to 12-pound boxes, per pound	0.08
Fancy quality glove boxes weighing about 14 ounces, per box	0.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	0.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$5.00 to $6.00
Choice Prime, per barrel	
Fancy Medium, per barrel	4.00
Choice Medium per barrel	2.00 to 2.50

CRANBERRIES.

Cape Cod, fancy, large	$8.00
Cape Cod, Early Black, per bbl.	6.50
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.25
Fancy Jersey, medium dark	2.00

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Llpton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfectlon, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excurslon, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1 45
Belle Brand, 2 doz	1.00
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petlts pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combinatlon—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	1.00
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz.	2.95
Fair Quality, 3s	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1 50
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.11
Evaporated, 1 lb. packages, 4 doz	12
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.13
Best, 25 lbs	15
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	.08½
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	.09½
40- 50, 25 lbs	.0
50- 60, 25 lbs	.03½
60- 70, 25 lbs	.08
70- 80, 25 lbs	07½
80- 90, 25 lbs	.07
90-100, 25 lbs	.06½
100-120, 50 lbs	.04¾
Raisins—	
3 Crown, 50 lbs	.08½
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	2.00
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	03¾
Japan, 100 lb. sacks	05½

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dalry, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2 50
Green Peas, dried, about 165 lbs. to sack	2 10
Black-Eyed Peas	2.25
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¼
Imported Lima Beans, about 90 lbs. to sack	.06¾
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.42
Kingsland, N. O.	.33
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.95
Hires' Silver, 4 doz	4.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.60
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3.90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3.85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dalry Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.85
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1 80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2 50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1 60
Old Dbten Cleanser, 4 doz		3.20

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@ 43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen per case,	2.80
Quarts, 2 dozen per case,	2.80
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	29@.30
Tins, 2-lb., 2 dozen per case,	1.95
Tins, 2½-lb., 2 dozen per case,	2.30
Tins, 3-lb., 2 dozen per case,	2.50
Tins, 5-lb., 1 dozen per case,	2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	40.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30 00
Medium Irish 2s, count 450	22 00
Norway, count 400@450	25 00
Norway, count 300@350	28.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	**Per lb.**
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.19
Bloaters, Cromarty, 100s	1.75

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
holcest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Cholcest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
ouchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Cholce	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arablan	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Cholce	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Salgon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamalca, bleached	.21@.22
Ginger Jamaica, unbleacned	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.25@.35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Salgon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	**Per doz.**
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Salgon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2⅛s, unpeeled Calif.	5.75
Medium green 2⅛s, Calif	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1 10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1 10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5⅓-in. cans, fancy New Jersey	1 60
5⅓-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3 75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2 90
Beets—	
Fancy Strawberry 3s	1.40@1 60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

—CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2⅛s	3 20
Extra standard 2⅛s	2.65
Standard 2⅛s	
Gallons	8 25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2⅛s	3.75
Extra standard White 2⅛s	3.50
Standard White 2⅛s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	8.80
Extra 2⅛s	3.10
Extra standard 2⅛s	2.75
Standard 2⅛s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2⅛s	
Standard 2⅛s	
Gallons	
Peaches, L. C.—	
Extra 3s	8 80
Extra 2⅛s	8.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2⅛s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1⅓s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	8.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	
Choice Red 1s	1.20@1.25
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb.
Seeded Raisins—	
Fancy, 1-lb. cartons	.11
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 8 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	
2⅝-in., 12 lbs	.10¾
2¼-in., 12 lbs	.09½
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.10½
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¼
Natural, cholce	.07¾
Citron—	
According to quality	.19@.22
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05½
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.15
30x40, choice	.11
40x50, choice	.09
50x60, choice	.07¾
60x70, choice	.07¼
70x80, choice	.06¾
Cholce. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in cartons—	
Fancy 40x 50	.11½
50x 60	.10
60x 70	.09¼
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs	.10¼
Choice, 1-lb. cartons	.12½
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.15½
Extra Cholce Muir	.14½
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.26
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40 @.46
Valencia, 28 lbs	.33 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11½
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10 @.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.16
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Cholce, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ⅛s, accord'g to qual.	25.00@35.00
Mushrooms, ⅛s, accord'g to qual.	18.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES. Column.

DECLINES. Column.

Eggs	27
Corn Meal	29
Sago and Tapioca	30
Hams	43-44
Dressed Hogs	44
Lard, Pure and Compound	44
Live Poultry	45

ADDITIONS. Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	38
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	30
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
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SUGAR.

Confectioners' Lozenge, XXXX	5.15
" Powdered	5.15
" Crown A	5.35
" Crystal A	5.00
" Coarse Granulated	5.25
Eagle Tablets	6.30
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.25
Powdered	5.10
Extra Fine Granulated	5. 0
Coarse Granulated	5.10
Granulated	5.00
Fine Granulated	5.00
" in 50-lb. bags packed 2 in 100-lb. bag	5.05
" in 25-lb bags packed 4 in 100-lb. bag	5.05
" in 10-lb. bags packed 10 in 100-lb. bag	5.15
" in 5-lb. bags packed in bbls	5.20
" in 5-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. bags packed in bbls	5.30
" in 2-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. cartons in cases	5.20
" in 2-lb. paper packages in cases	5.20
Confectioners' A	4.80
1—Keystone A	4.75
2—American A	4.70
3—Centennial A	4.65
4—California A	4.60
5—Franklin B	4.55
6—Keystone B	4.50
7—American B	4.45
8—Centennial B	4.40
9—California B	4.35
10—Franklin Extra C	4.30
11—Keystone Extra C	4.25
12—American Extra C	4.20
13—Centennial Extra C	4.15
14—California Extra C	4.15
15—Franklin C	4.10
16—Keystone C	4.10

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea.. .50

Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas .40

Tetley's Tea—	Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25
Spring Garden Tea—	
100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

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McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz. per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5 lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

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Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case....per doz.	12.00
" 1 " 1 " .... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " .... "	.75
Purity Brand 5 " ½ " .... "	6.00
" 1 " 1 " .... "	1.50
" ½ " 3 " .... "	.80
" ¼ " 3 " .... "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Brown's, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, frictlon polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.71

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ⅛ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.10½
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½

Lipton's Blended Coffee—

Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—

Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Arlosa	15¼	15 3/16
Lion	13⅛	13¼

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Saldido, lbs.	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs.	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—

Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16⅛
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35

Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27⅛
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20⅝
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross Improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04⅛
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05⅞
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs.	.06⅛
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs.	2.35
Blasting, B, kegs, 25 lbs.	1.50
Duck, kegs, 12½ lbs.	4.75
Duck, kegs, 6¼ lbs.	2.65
FG, FFG, FFFG, kegs, 25 lbs.	4.75
FG, FFG, FFFG, kegs, 12½ lbs.	2.65
FG, FFG, FFFG, kegs, 6¼ lbs.	1.50
Drop Shot, 1 to 10, bags, 25 lbs.	1.85
BB, bags, 25 lbs.	2.10

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BLUING—Dry.

	Per Gross.
Barlow'z, small, 2 doz.	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz.	3.35
Colburn's, No. 1, 4 doz.	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz.	3.60
" Ball Blue, 1 oz., 3 doz.	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.50
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.33
" First, "	.31
" Second, "	.29
" Third, "	.27
" Imitation, 30-60 lbs.	25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.34
Ladles, 30-60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 30-50-lb. bxs.	.36
B. B., E. D. brands, 30-50-lb. boxes	.35
J. J., C. V., Gilt Edge, Gold Medal, 30-50-lb. boxes	.34
Sheaf ("400") Elgin, 30-50-lb. boxes	.33
Sheaf	.30-.32
B. S. Gilt Edge, cartons	.37
Gurnse, pounds or half pounds	.35
Belle Spring	.33

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs.	.10⅞
" 16's, "	.11⅛
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.	.08¾
Searchlight Hotel, 16's, 30 lbs.	.09¾
Peerless " "	.10¼
Bright Light, " " per box	2.50
Werk's, 8's, 30 lbs.	.12
" 16's, 30 lbs.	.13
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 128s, per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.20
Mason's, quarts, per gross	4.45
Mason's, half-gallons, per gross	6.20

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Jelly Tumblers—	
Barrels, 22 doz., per doz.	.16½
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.70
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	45
" medium, 1 doz. cartons, "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	
" Sage, "	
" Thyme, "	
" Savory, "	
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz., per doz.	
¼-lb. " " "	
⅛-lb. " " "	
¼-lb. screw cap bottles, 3 doz., per doz.	
¼-lb. square cans, 3 doz. "	

CANNED GOODS

	Per D
Tomatoes—	
Mrs. Hancock's Frying	1 [illegible]
Frying, Good Luck Brand	1.1
DuBois' Frying	1.1
Jersey King, No. 3, Standard Jersey	1 [illegible]
Blue Hen Chickens, No. 3	.95
Rio Grande, fancy, Jersey	1 05
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.70
Plantation, No. 10, 1 doz.	2.85
Bull Dog, No. 2	.67½
Lima Beans—	
Tinsley's, extra small	1 25
Silver Lake	1 05
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Cloister, fancy N. Y.	1.45
Mikado, Penna., fancy	1.00

You Should THINK NOW When You Buy Tea

The price is away up, but you can still buy Caricol Tea at a price which enables you to sell it at 160 per cent. profit. This profit is one very important point in Caricol's favor, but there's another still more important—it pleases almost everybody who drinks it so well that they *keep buying* it.

Thomas Martindale & Co., Philadelphia, Pa.

Do You Want to Make $300 More Every Year?

It is a mighty nice thing to be able to increase your profits by such a tidy sum as $300 a year on an investment of less than $20, but that is what you can do if you will put in an **Acme Peanut Roaster** (equipped for kerosene, gas or gasoline), the simplest and cheapest automatic roaster made. Anybody can operate it. There is nothing to get out of order and little or no expense in running it.

Give your customers a chance to buy freshly roasted peanuts and you will make from $1 to $3 a day. We would like to tell you more about it.

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.



Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY



WE HAVE THE BEST OF REASONS FOR TALKING ABOUT IT

We make a point of exploiting the fact that you will find "The Bottom as Good as the Top" in **Apelpi Evaporated Apples**, simply because usually the top is very much better than the bottom. We pride ourselves on this particular brand, have built up a big demand for it on its quality alone—you can do the same thing.

BOWN BROTHERS
Despatch, New York
H. COWAN & SON, Distributers — 28 So. Front Street, Philadelphia, Pa.

—9—

Boyer's, 2s	.82½
Acorn, 3s	2.05
Acorn, No. 2	.77½
Safe, No. 2	.60
White Wax Beans—	
Acorn	.75
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	.90
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	47½
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.52½
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	2.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per dos.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.65
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.92½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.85
Shoe Peg, Osborn's	.75
Mark, crushed	.75
Rex, No. 2, Fancy Whole Grain	.70
Vanity, No. 2, Whole Grain	.67½
Royal Exchange, Whole Grain	.65

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Peas—	
French, very fine, 100 cans	14.50
French, fine, 100 cans	12.00
French, medium, 100 cans	11 00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	2.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.57½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.00
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	4.00
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.92½
Andrews & Co., No. 2	.55
Silver Lake, No. 10, 1 doz	2.25
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.75

CALIFORNIA CANNED FRUIT.

	Per dos.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quallty, 2½s	3.40
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2 65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2 30
Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½

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Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1 90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	3.50
Keystone, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries—	
Loggies, No. 2	1 50
Loggies, No. 10	6.85
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	2.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.55
Pride of Rochester, fancy, preserved, No 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.90
Defence, No. 2	2.10
Pine-apple—	
Phonograph, grated, No. 2	2.00
Phonograph, sliced, No. 2	1.05
Acorn, grated, No. 2	2 00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Wagner's, E. & C., No. 2	1.60
Orange Grove, E. & C., No. 2	1.50
Singapore Chunks, No. 1½, 4 doz	1.10
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.05
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Tan Chop Hin, ¾-lb. chunks per dos.	.80
" 1 " " " "	.87½
" 1½ " " " "	1.17½
" 1¾ " sliced "	1.35
" 1¾ " grated "	1.35
" 2¼ " whole "	2.85
Packed in their own juice :—	
1½-lb. chunks, extra heavy syrup...per dos.	2.45
1¼ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	1 05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2 20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2 50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 2, 2 doz	2.45
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.02½
Boyer's, No. 2, 2 doz	1.90
M. & B., No. 1, 2 doz	1.00
Stewart's, No. 2, 2 doz	1.95
Stewart's, No. 1, 2 doz	.95
Victory, No. 1, 2 doz	.97½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	82½
Salmon—	
Foust, Sockeye, 1 lb, flat	1.82½
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

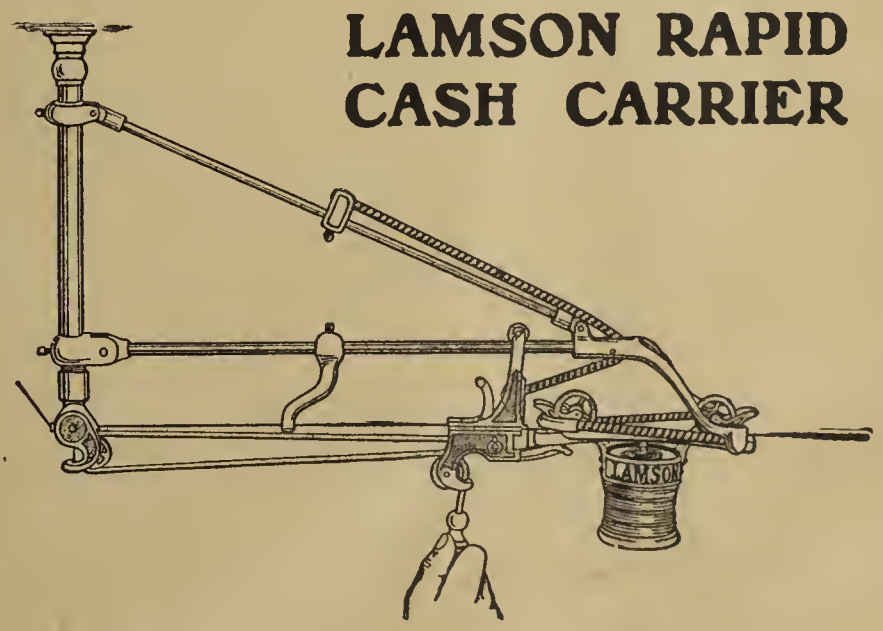
CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

LAMSON RAPID CASH CARRIER



Perfect service and cash concentration are requisites in busy retail stores. You can have both by installing a Lamson Rapid Cash System.

ASK FOR BOOKLET E 5

Lamson Consolidated Store Service Co.

General Offices, Boston, Mass.

Philadelphia Office, 500 Penn Mutual Building

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.32½
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	17.00
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.00
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.40
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Booth's, 50 cans	2.75
¼s, Continental, key, 48 cans	2.50
½s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.20
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ½s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.45
Glass, No. 1, 2 doz	2.45
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.82½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.75

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.67½
Beechnut Bacon, No. ½, glass jars	1.60
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Klngan's, No. 1, 2 doz	1.15
Klngan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 100z. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ¼ doz	5.00
Schimmel's, assorted. 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Taploca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09¼
Elcroften Mixtures	"	.08¼
Nobby Mixtures	"	.09¼
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13¼
French Creams	"	.09¼
American Mixtures	"	.08½
Variety Cut Drops	"	.08¼
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08¼
Pancella Cream Chocolate	"	.11¼
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13¼
No. 1 Fine Assorted Chocolate	"	.16¼
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16¼
Chocolate Mints	30-lb. pails	.11¼
Honey B Comb	21-lb. pails	.17¼
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09¼
" Wintergreen	"	.09¼
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07¼
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09¼
Mint "	"	.09¼
Assorted "	"	.09¼
Conversation "	28-lb. pails	.09¼
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12¼
Rock Candy, assorted	20-lb. boxes	.09¼
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes



CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

Do You Know What Ramly Stands For?

We'll tell you—the finest Turkish cigarette ever made to sell for 10 cents. It is the one that is so widely imitated by our competitors.

If you want particular smokers to come to *you*, put the ***Ramly*** in stock.

MENTOR CIGARETTE CO.

404 Atlantic Avenue - - BOSTON, MASS.

Philadelphia Representative:—ARTHUR HAGAN & Co., 151 N. Third St.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.32
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.33
" ¼-lb. " "	.34
Premium Chocolate, ½s, 12 lbs	.31
" ¼s, 12 lbs	.31½
Best Sweet Chocolate, ¼s	.20
Best Sweet Chocolate, 1-5s	.20
Hershey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Cbocolates, 6-lb. boxes, 24 boxes in case—	
Milk Cbocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.37
" ½-lb. tins, 6-lb. boxes, per lb.	.36
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.30
Sweet Clover, ½s, 6-lb, per box.	1.65

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Cbocolate, ½s	.28
Premium Chocolate, ¼s	.30

Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size, per lb.	.40
" " ¼-lb. " "	.41
" Baking Chocolate, ½-lb size	.27
" " " ¼-lb. "	.29
" Milk Chocolate, 6-lb. box, per box	1.65
" Vanilla, Sweet, 6-lb. " "	1.65

Lowney's:—	
Premium Cbocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Cbocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Cbocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Cbocolate:—	
No. 61—½ lb. size, croquettes, per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets "	.48
No. 64—¼ lb. " " "	.48
No. 93— ½ lb. " " "	.48
No. 66—½ lb. " " "	.50
No. 67—½ lb. " " "	.50
No. 68—½ lb. " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Cbocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags, per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Cbocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.30
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.65
Dime, 4 doz	3.90
Winner, 4 doz	4.65
Baby, 1 doz., glass	1.90
Red Cross	4.60
Peninsular	4.60
Dr. Hand's, 2 doz	3.10
Leader	4.30
Banner, 4 doz	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 70
Peerless, 5c. size, 4 doz	2.20
Yacht, family	3.50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	3.95
Silver Cow, 5c. size, 6 doz.	3.25
Pet, 10-c. size, 4 doz, per case	3.30
Pet, 5-c. size, 6 doz, per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

Per case.



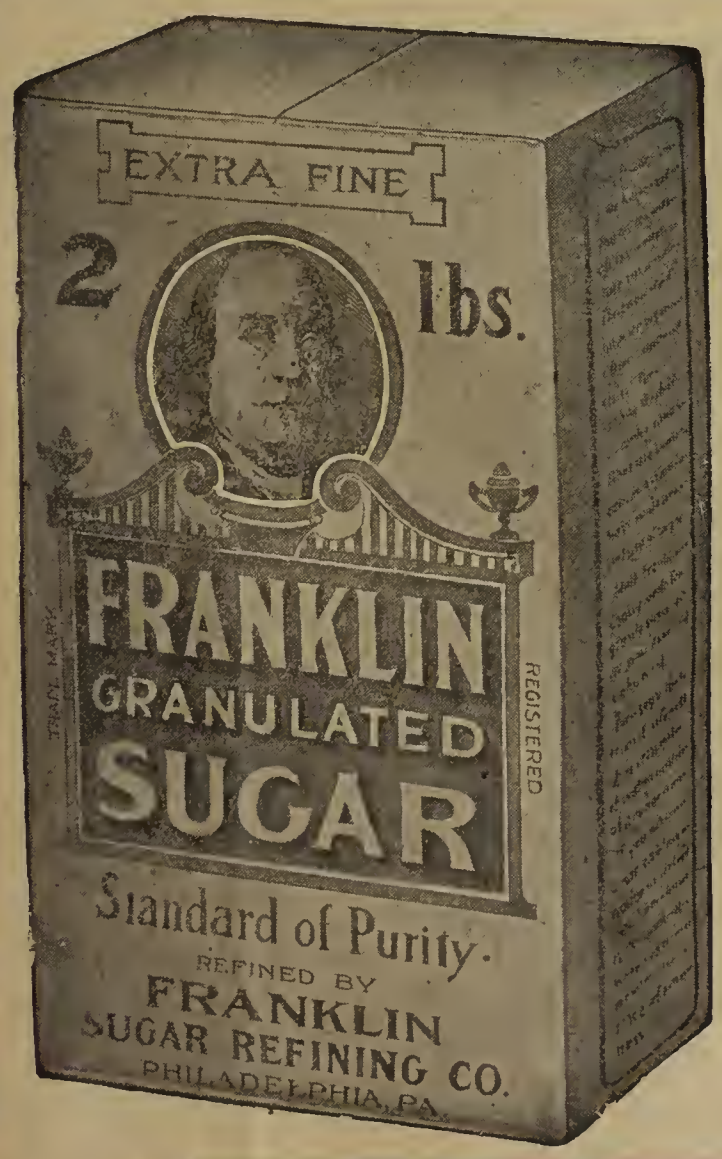
Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10



The Barrel Man's the Only Loser

Ninety-nine out of one hundred women would rather buy goods in packages than goods in bulk. Mainly because they think they're cleaner, and so they are.

So that when you ask your trade to pay a fraction of a cent more per pound for **Franklin Carton Sugar** you are simply doing something which it's their tendency to do anyway. In 99 per cent. of the cases the fraction of a cent advance will cut no figure at all.

Now, when they buy **Franklin Carton Sugar** look what they do for you. They save you work and they save you the loss of giving them "good measure."

Franklin Carton Sugar is a splendid thing for everybody.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA PENNSYLVANIA

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ⅛ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅛s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroli	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

—22—

Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Sa itines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1.00
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Colnmbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

—23—

Wein Senf, in bbls. per gal.	
" 1 gallon stone jars per jar	.75
" 5 gallon kegs per keg	2.50
Prepared Mustard, in bbls. per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon palls...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
loaf,	.26½
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin...per lb.	.26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.19
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box...per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size..per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.10
Star Cream, or Phila., 12 " "	2.30
Miniature Cream, or Phila., 12 " "	1.15
Hand Cheese, 8 doz. "	1.45
" 4 " "	.75
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box.. per box	1.45
Sebutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

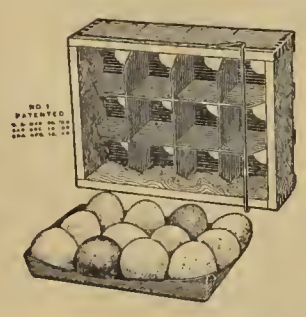
Westphalia Ham (marked weight)...per lb.	.48
Wiener Wurstel, 16 in tin...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rohr's)...per lb.	.48
Imported Frankfurters...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size...per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short ...per lb.	.24
" " long "	
" Mortadella, Dry ...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21¼; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16¼; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23¼; less	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less	.21
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less	.18
" Tongue Sausage...per lb.	.18
" Smoked Braunschweiger Liver Sausage...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Saner Kraut...per doz.	.90
" Lebanon Beef Bologna...per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins...per doz.	1.65
Pickled Meats, in glass "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

EGG INSURANCE



To Deliver I M. Dozen Eggs Costs You



IN PAPER BAGS

Standard Bags per M,	$1.20
Twine, 2 Balls,	.10
Clerk's Time Handling and packing, 1 minute each doz., 16½ hours at 15c.,	2.50
Breakage, average 8 eggs per case of 30 doz., 33⅓ doz. at 24c.,	8.04
	$11.84

IN STAR EGG CARRIERS

1 doz. No. 1 Star Egg Carriers,	$2 25
1 M. No. 1 Star Egg Trays,	3.00
Clerk's Time filling Carriers, 5 sec. each doz. 4 1-6 hours at 15c.,	.63
	$5.88
(Can be emptied in 1 second.)	$5.96
1 doz. No. 1 Star Egg Carriers left on hand when eggs are delivered,	2.25
AMOUNT SAVED when delivering with STAR EGG CARRIERS and TRAYS,	$8.21

IN PASTEBOARD BOXES

For 1 M. Pasteboard boxes,	$ 5.50
Breakage, 1 egg every 3 doz. delivered,	8.04
Clerk's Time, handling, setting up and packing, 15 hours at 15c.,	2 25
	$15.79
Delivering with STAR EGG CARRIERS and TRAYS, cost as specified in opposite column,	3.63
STAR EGG CARRIERS SAVE YOU,	$12.16

Star Egg Carriers Prevent Miscounts

STILL GREATER SAVING BY USING NO. 2 SIZE, AS PER CUT ABOVE.

THOUSANDS HAVE BEEN CONVINCED. WHY NOT YOU? A TRIAL ORDER WILL DO IT.

Star Egg Carrier & Tray Mfg. Co., Rochester, N. Y., U. S. A.

Not a Bad Pound in 91 Years

The food laws aimed at nothing quite so straight as they aimed at spices, for nothing in the world was more adulterated before the food laws came.

Wouldn't it comfort you to sell the spices of a concern that never in its 91 years of life sold anything but pure spices—whose goods were never questioned by any food law?

Yes, you say, if they were profitable.

Listen: Our spices in quarter-pound cartons cost you less than 20 cents a pound, yet you can easily get 40 cents for them. Is 100 per cent. profitable enough?

Stickney & Poor Spice Co., Boston, Mass.

FOUNDED 1815

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Palls.
Holland Herring, mixed, "Y. M." ⅛bbl.	5.50 60–75
" milkers, " ⅛ bbl.	6.50 75–85
" mixed, Standard, bbl.	
⅛ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl.	
½ bbl.	
Scotland Herring, mixed, large fulls, bbl.	
⅛ bbl.	8.00
" milkers, large fulls, bbl.	
⅛ bbl.	8.00
Marinirte Herring, Imported, abont 40 in pail	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail	1.00
Norway Stockfish, dry, per lb.	15
Matjes Herring, per pail	

BISMARCK HERRING.

Pint size, round tins, with key, per tin		.20
Quart " " " " "		.35
2 Qt. " " " " "		.55
4 Qt. " " " " "		1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand) per keg	.75
" 5-lb. pails, per pail	.55
" 10-lb. pails "	1.05
Cut Spiced Sardines, per 10-lb. pail "	.75
" " 5-gal. keg, per keg	2.75
Rnssian Sardines, in glass jars, per doz.	2.25

NORWAY ANCHOVIES.

Original Package, per ⅛ bbl.	5.50
Repacked in 5-lb. pail, per pail	.60
" in 10-lb. pail "	1.10
" in 5-gal. kegs, per keg	2.75
" in ½-lb. flat tins, per doz.	.95
" in ½-lb. tall tins "	1.50
" in 1-lb. tall tins "	2.00
Fancy Kegs—1 keg, .80; ⅛ keg, .42; ¼ keg, .32; ½ keg	.20

SALT SARDELLEN.

Original Package, 1902, per anker	16.00
Repacked—kegs, about 8 lbs, per keg	3.25
" pint jars, per doz.	6.00
" large tumblers "	2.25
" small tumblers "	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.			19.50
½ " "	10.50	¼ " "			10.50
¼ " "	5.50	⅛ " "			5.50
⅛ " "	2.75	1/16 " "			2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask, per cask		
48 gal. bbl. per bbl.		6.50
10 " keg, per keg,		2.40
5 " " "		1.25
10 lb. pail, per pail,		

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse) per lb.		.18
Spitzkngeln "		.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle		.30
Basler Lebkuchen, No. 1, 6 " ... "		.50
" " No. 2, 6 " ... "		.75
" " No. 3, 6 " ... "		1.00
Amandines, 9-lb. tins, per tin		5.25
" small tins "		.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.50
Green Kern per lb.		.10½
Potato Flour "		.08
German Dried Pears "		.14
Dried Mushrooms "		.60–.100
Juniper Berries "		.08
St. John's Bread "		.05
Bay Leaves "		.06–.08

COTTOLENE.

30 2-lb. tins, per case		6.50
15 4-lb. " "		6.50
6 10-lb. " "		6.50

Freight prepaid on two-case lots.

—27—

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.31
Western	24–30
Storage	21–23

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15½
New York, Full Cream, new, 1st's, 40-lb. bxs.	14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.27
Anchovies, in oil, ⅓ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz.	4.75
" plain, per doz.	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ⅛ gallon kegs	1.50
" " Quart, glass, per doz.	7.00
" " bottled, ⅓ size, per doz.	2.35
" " " ½ " "	1.90
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " 12 " "	5.00
" small " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case	2.20
Currie Powder, pints, per doz.	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅓'s	2.85
" ½'s	5.50
" ⅓'s	10.50
" 1's	20.00
French Peas, Extra Fins, per case	18.00
" Fins, per case	16 00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case, per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	28.00
Choice, 100 tins per case	26.00
Extra, " "	
Hotel, " "	24.00

—28—

Truffles, 1/16 per tin,	.30
" ⅛ "	.55
" ¼ "	1.15
" ½ "	2.25
Shrimps, Pickled, small size	1.00
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs in Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallized Ginger, 1-lb. tins, per doz.	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	5.25

FLOUR.

	Per Bbl
King Midas	6.90
Gold Medal	6.55
Millbourne	6.35
On Top	6.80
Ceresota	6 40
Pillsbury's Best	6.45
Taylor's Fancy	5.50
Semper Idem	5.00
Pride of the West	5.25
Sunbeam	5.15
Quaker City	6.00

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	2.85
Franklin Pancake, 30 2s	3.50
Uncle Jerry's Pancake, 40 packages	2.50
Hecker's Buckwheat, 32 3s, per case	4.10
Hecker's Buckwheat, 64 1½s, per case	4.60
Hecker's Flapjack Flour, 24 packages	1.90
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3 00

HONEY.

Domestic, barrels, per gal.	.69
Selser's, lunch bottles, 2 doz., per doz.	.95
Selser's, medium bottles, 2 doz., per doz.	1.35
Schimmel's, 10-oz. bottles, 2 doz. in case	1.45
" 6-oz. " " "	.95



Only Pickles Packed in Tin

So far as we know **Hoffman House** Pickles are the only ones packed in tin, possibly because we alone have discovered the way to pack them in tin properly.

We use a new method of pickling that eliminates some of the sourness and all the acrid bite. Then we put them in special tins, enamelled inside.

No little gherkin we know of, no matter what it's packed in, can compare with **Hoffman House.** Delicious, appetizing, and splendid seller.

THE J. WELLER CO.
CINCINNATI, OHIO

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, Table, 100 lbs	2 00
" yellow, granulated, 100 lbs	2.00
" " table, 100 lbs	1 95
Western yellow, 100 lbs	1.65
Western white, granulated, 100 lbs	1.65
Mother's, 3 packs	
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.06
Marrows, Fancy N. Y. State, grain bags bush	2.32½
Marrows, Extra Choice, N. Y. State, grain bags, bush.	2.27½
Medium, Fancy N. Y. State, grain bags, bu.	2.32½
Pea, fancy, N. Y. State, grain bags, bushel	2.32½
Pea, fancy, Michigan, grain bags, bushel	2.30
Red Kidneys "	2.30
Peas—	
Green, per bushel	2 05
Scotch "	2.20
Split, yellow "	2.10
" green "	
Lentils—	
110-lb. bags, per lb.	.08
Less quantity "	.08⅛
Shaker Corn—	
Fancy, barrels, per lb.	.06¼
Less quantity "	.06¼
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.65
Lea's Pearl, 100 lbs, per bag	2 25
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100 lb. bags	1.65
Western Grits, 100 lb. bags	1.65
Barley—	
OO	.07
No. 3, 100-lb. bags	4.00
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1 55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	7.75
" " kegs 100 lbs., per keg	4.00
Oaten Goods, in cases—	**Per case**
Avena, 18 packages	1.47½
Banner Oats, 20 packages	4 3[illegible]
Friends' Oats, 36 packages	3.10

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H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.65
Quaker, 10 large size	2.20
Rolled Oats—	
Avena, per bbl., 180 lbs	7.10
Avena, per keg, 90 lbs	3.65
Standard, 180-lb. bbls	6.85
" 90-lb. bags	3.25
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.05¼
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04⅝
" " less quantity "	.05¼
" Pearl, 150 lbs "	.04
" " less quantity "	.04½

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.65
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food 24 2's, packages	3 00
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See 30 packages	2 70
Egg-O-See Corn Flakes, 36 packages	2 65
Cook's Malt Rice 36 2-lb packages	4.20
Cerealine Flakes, 36 packages	2.70
Force Food, 30 packages	3.05
Mapl Flake, 36 "	3.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2 70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2 75
Pettijohn's Food 8 packages	1.80
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2 70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.25
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

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HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated "	1.07½
Cox's, large "	1.57⅛
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine 2 doz., asst flavors "	.80
Jell-O, assorted flavors, 2 doz "	87½
Jell O Ice Cream Powder, 2 doz "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	05½
" " square "	.06¼
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spagbetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spagbetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	80.00
Tea Caddies, round front, No. 2 per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

Watch *the* Insects Swarm to the Light

Almost every living thing is attracted by light—particularly is this so with the greatest of living things—human beings. The storekeepers who do the biggest business keep their places working for them after business hours. They put goods in their windows at bargain prices, then "turn on the light" so people can see them. One person attracted, who becomes a customer, pays what the light costs, the rest are extra profit. Write us and we will show you how to make your store work for you while you sleep.

The Philadelphia Electric Co.
10th and Chestnut Sts., Phila., Pa.



Canned Where They Grow

Plenty of canned goods are as pure as ours, but you'll go far to find others as deliciously flavored.

Flavor is just as important as purity.

The flavor of the **Olney** brand canned goods comes from canning fresh, ripe fruits and vegetables on the spot where they grow, not after they've been carried long distances. The deterioration that takes place in the flavor of stale fruits and vegetables is almost inconceivable.

These taste exactly like the fresh product.

The Burt-Olney Canning Company
ONEIDA, NEW YORK

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Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1¼ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—	
Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " " 4.. "	5.40
" " " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Butchers', without weights, No. 0	
" " " " 1	
" " " " 2	
" " " " 3	

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.		.90
Tins, Keyed (Jewel) 2 doz. in case..	"	.90
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2	36.00	18.60	9.50	2.05	1.69
Ex. Norway, No. 3	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4	24.00	12.60	6.50	1.45	1.21
Ex. Bloaters, xxx	42.00	21.60	10.95	2.35	2.03
Ex. Bloaters, xx	40.00	20.60	10.45	2.25	1.95
Fancy Shore, No. 1	38.00	19.60	10.00	2.15	1.77
Med. Shore, No. 1	27.00	14.10	7.25	1.60	1.33
Large Irish, No. 2	23.00	12.10	6.25	1.40	1.17
Extra Irish, No. 2	22.00	11.60	6.00	1.35	1.13
Medium Irish, No. 2	21.00	11.10	5.75	1.30	1.09
Small Irish, No. 2	20.00	10.60	5.50	1.75	1.05
Irish, No. 3					
Large, No. 3 Herring.	20.00	10.60	5.50	1.25	1.05
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med.	6.50	3.85			
Ocean Whitefish	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	
In original cases, 450 lbs., ¼c. less	

SMOKED FISH.

New Extra Scaled Herring...per box	.18
Small Extra Scaled Herring...per box	.18
Boneless Herring, fancy 10 lb. boxes, per lb.	.15
Smoked Salmon, whole fish...per lb.	.27
New Cromarty Bloaters, 50s...per box	.95
" " 100s... "	1.90

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.10½
Fancy N. Y. State, 48 1 lb	.11
Choice N. Y. State, 50-lb. boxes	.10
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Standard Royals, 25 lbs	.19
Cherries—	
California, unpitted, Black, 25 lbs	.16
California, pitted, 25 lbs	.26
Currants—	
Gold Medal, recleaned, 36 1s	.08⅜
Gold Medal, loose, 25 lbs	.08⅛
Private Growth, extra, cleaned, 36 lbs	.08
" cleaned, 30 lbs. bulk	.07¾
Peaches—	
Extra Fancy, pared, 25 lbs	.25
Extra Fancy Muirs, 50 lbs	.15
Fancy Muirs, 25 lbs	.14¼
Extra Choice Muirs, 50 lbs	.13½
Choice Muirs, 25 lbs	.13¼
Choice Yellows, 25 lbs	.12¼
Pears—	
Fancy California, Bartlett, 25 lb	.13½

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.09½	.03¼	.09	.08¼
40- 50, 25 "	.08¾	.08¼	.08	.07½
40- 50, 50 "				
50- 60, 25 "	.08¼	.08	.07¾	.07
50- 60, 50 "	.08	.06¾		
60- 70, 25 "	.08	.07¾	.07¼	
60- 70, 50 "	.07¾			
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.06½	.05¾		
90-100, 25 "		.05	.05¾	
90-100, 50 "		.05¾	.05¼	
100-120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.09
Raisins—	
Muscatels, 4 crown, 50 lb	.07¾
" 3 " 50 lb	.07½
" 2 " 50 lb	.07
Cal. Thompson Seedless, 50 lbs	.07¾
Cal. Cleaned Sultanas, 50 lbs	.08
Cal. Sultanas, 50 lbs	.07½
Seedless Muscatels, 50 lbs	.07
Roger's, Layer, Valencias, 28 lbs	.07¾
Llano, Layer, Valencias, 28 lbs	.07¼
Gilabert's, Layer, Valencias, 28 lbs	.07¾
Raisins, Seeded—	
G. & S. fancy, 36 1s	.09
Tiger, fancy, 36 1s	.09⅜
Admiral, fancy, 40 1s	.09
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.13
Orange Peel, fancy, boxes, 10 lbs., net	.12

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb... per doz. 1.35	
Ralston Healtb Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.67½
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = = Philadelphia, U. S. A.

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INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. o.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. o, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38
	No. 1.		No. 2.
Jumbo Chimneys, plain, per doz.	.75		.85
" " doc., 107, "	.90		1.00
	No. o.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass, per doz		2.25
1- " Galvanized "		2.10
5- " Lenox, Spout "		5.00
5- " " Spigot "		5.50
5- " Columbia "		7.00
5- " Banner "		8.00
5- " Climax, Pump "		10.00
5- " Home Rule, Pump "		12.00
Lanterns—		
No. o, Standard, per doz.		4.75
No. o. Dasb "		7.80
Cold Blast "		8.00

LIME.

Prepared, 2 doz. in case, per doz		.52½
Chloride, sifting, 25 lb. boxes, 1 lb. per lb.		.05¼
" " 25 lb. boxes, ½ lb. "		.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz, per case		3.25
Babbitt's Potasb, 4 doz "		3.30
Lewis' "		3.25
Red Seal, 2 doz "		1.87½
" 4 doz "		3.65
Popular, 4 doz "		1.45

MATCHES.

			Per gro
Swift & Courtney's, 200's, 1-gross case			1.75–1.90
" 400's, 1 "			3.50–3.70
" 500's, 1 "			3.75–4.00
Blue Hen, 200's, 1 "			1.50–1.60
" 500's, 1 "			4.00–4.25

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	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 800's	1.30–1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue bead, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.5e
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5 00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior, per lb.		.08¼
18, 37 and 68-lb. buckers, " "		.09
10-lb. buckets, 6 in crate, " per crate		6.25
5-lb. " 6 " " "		3.65
5-lb. glass jars, 6 in case, " per case		3.80
18, 37 and 68-lb. bcks., XXX, Superior, per lb.		.13
5-lb. gl. jars, 6 in case, XXX, " per case		4.40
Barrels and half barrels, Fairmount, per lb.		.07¾
18, 37 and 68-lb. buckets, " "		.08
Wm. J. Troth:—		
Barrels and half barrels, Famous, per lb		.08¼
18, 37 and 60-lb. buckets, " "		.09
10-lb. buckets, 6 in crate, " per crate		6.25
5-lb. " 6 " " "		3.65
5-lb. glass jars, 6 in case, " per case		3.80
18, 37 and 60-lb. bcks., XXX, Famous, per lb.		.13
5-lb. glass jars, 6 in case, XXX, " per case		4.40
Barrels and half barrels, Golden, per lb.		.07¾
18, 37 and 60-lb. buckets, " "		.08
Campbell's Mince Meat, 30-lb. pails "		.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.		.06
New Year, bbls and kegs and 30-lb. kits, per lb.		.05
Crescent, bbls., ½ bbls. and 30-lb. kits "		.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls., per lb.		.07½
" 18 and 37 lb. Kanakins "		.08
" 10-lb. Kans, 6 to crate, per doz.		9.80
" 5-lb. " " "		5.30
" 5-lb. Glass Jars, 6 to case "		6.25

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National, 30-lb. Kits, bbls., ¼ bbls. per lb.		.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "		.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars, per case 6 jars		4.50
No. 3, glass jars, per case 6 jars		3.15
Family—Seedless.		
No. 5, wooden pails, per box 6 pails		3.75
No. 10, wooden pails, per box 6 pails		6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters, per lb.		.08¼
Wooden Pails, 18, 37 and 68 lbs. "		.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters, per lb.		.07¾
Wooden Pails, 18, 37 and 68 lbs. "		.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline, per gal.		.18
Headlight, 150 test "		.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz	2.40
Farcies	3.75
Queen, 6 oz	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2¼ doz.	7.50
" " 12-oz. flasks, 2¼ doz	9.00
" Sublime, 8-oz. flasks, 2¼ doz	6.5e
" " 12-oz. " 2¼ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.3e
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case, per case,	8.50
Pints, " 2 " " "	9.00
½ Pints. " 2 " " "	4.75
Oliver's Olive Oil—	
1 dozen large	6.00
2 dozen medium	6.75
2 dozen small	4.25
6 1-gallon tins, per gal.	2.10
10 ½-gallon tins, per gal.	2 20
20 ¼-gallon tins, per gal.	2.25

AMERICAN OIL.

Stobrer's, No. 8, 2 doz., per doz.	.55
Stohrer's, No. 16, 2 doz, per doz.	.95
Stohrer's, No. 32, 1 doz, per doz.	1.85
Keystone, bottles, 2 doz, per doz.	.95



Stick to the Job Where the Work is the Easiest and the Pay the Best

We have made **Ariosa Coffee** known to everybody everywhere. So all you have to do is hand it out when it is asked for. Not very hard work is it?

Besides your regular profit we give you vouchers with every case of **Ariosa** you buy which are as good as money. We give these vouchers as extra pay for filling orders for **Ariosa Coffee.**

As we have made your work easy and your pay big, isn't it natural for us to feel that you will sell as much **Ariosa** as you can?

ARBUCKLE BROTHERS
NEW YORK

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅜
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolt Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
½	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91		1.07	1.21	1.55
6	1.73	1.03	1 95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	.....	3.11	.....	.....	2.89
14	3.37	.....	3.97	.....	.....	3.75
16	3.87	.....	4.41	.....	.....	4.01
20	4.39	.....	4.79	.....	.....	4.55
25	4.83	.....	5.41	.....	.....	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

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Russian Sardines	per keg	75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

William Bros., 32 gal., 1500s		10.75
" " 16 " 800s		6.10
" " 16 " 600s		5.25
Barrels, 45 gal., 1203s		11.50
10-gallon kegs, 700s		3.25
Sweet Pickles, 500s to 600s, 5 gal.	per keg,	3 30
Sweet Pickles, 700s, 5 gal.	"	3.60
Sweet Pickles, 1,000s, 5 gal.	"	4.15
Sweet Pickles, 2,000s, 5 gal.	"	5.00
Chow-Chow, No. 1, 5 gal. kegs		1 95
Chow Chow, No. 2, 5 gallons		1.75
Chow and Mixed Pickles, 2 gal., per pail		1.00
Williams Bros.—		Per Doz.
Wilco Onions, 5 gals		3.50
No. 8, Sour Gherkins, 2 doz		.95
No. 8, Sweet Gherkins, 2 doz		.95
No. 8, Sour Mixed, 2 doz		.95
No. 8, Sour, assorted, 2 doz		.95
No. 8, Chow-Chow, 2 doz		.95
No. 8, Onions, 2 doz		.97½
Crosse & Blackwell's:—		
Whole bbls., 5 doz		3.25
Chow, pints, less quantity		3.30
Mixed, less quantity		3.30
Onions, pints, less quantity		3.30
Plain, pints, less quantity		3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.10
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs		.09½
" 14–16 lbs		.09¼
" 10–12 lbs		.10
Picnics, 6–8 lbs		.09
N. Y. Shoulders, 10–12 lbs		.10
Dried Beef, sets (city smoked)		.15
" Tenders and Knucks		.16
" Flats		.13
" Air Dried, sets		.20
" " Tenders and Knucks		.21
Jersey Pork, Butt	per bbl.	18.00
" " Family	"	20.00
Breakfast Bacon, rib in		.11
" boneless		.12½
S. P. Bellies, 14-15 lbs		.09½
Bologna, 25-lb. boxes		.08
Boiled Boneless Ham		.18
Beef Tongues, smoked, 5–6 lbs	per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes		.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—

Honey-cure Brand Hams, skinback	.12
" " large	.12
" " medium	.12
" " small	.12
" Breakfast Bacon	.12
" boneless	.14
Beef, air-dried, regular sets	.20
" " insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.20
Beef Tongues per doz.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb	.13
Premium brand Hams, 12 lb	.12¼
Premium brand Hams, 14 lb	.11½
Premium brand Hams, 16 lb	.11½
Premium brand Hams, 18 lb	.11½
Premium brand skinned Hams, 18–20 lb	.11
Premium brand boiled Hams, skinned, fatless	.22
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.16
Winchester brand skinned Hams, all aver	.10½
Winchester brand Picnics	.09¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	09	7¾
Plain Tubs, 50 and 60 lb. cans	09	8
10-lb. Tin Pails, 60 lbs	10	8⅝
5 " "	10⅛	8¾
3 " "	10¼	8⅞

John Bower & Co.—	
Pure Kettle Rendered, tierces	.10¾
" " tubs	.11
" " 3, 5 and 10-lb. cans	.12
Swift & Co.—	
Premium brand, tierces	.10½
Silver Leaf brand, tierces	.09½
Jewel, compound, tierces	.07⅝
Cotosuet tierces	.07⅞

DRESSED MEATS.

City Dressed Beef—		Per lb
Choice, native	.08	–.09
Common to fair, native	.06	–.07
Western Dressed Beef—		
Choice, native cattle	.08	–.09
Common to fair "	.06	–.07
City Dressed Veal—		
Prime		–.13
Good to choice		–.08
Dressed Hogs—		
Pigs		–.07½
Hogs, heavy		–.07½
" 180 lbs		–.07½
" 160 lbs		–.07½
" 140 lbs		–.07½
Dressed Sheep and Lambs—		
Lamb, Western, good		.12
Lamb, Western, culls		.09
Sheep, choice		.10
" medium		.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00



For Pickles Alone

Here is the T. & S. Pickle Cabinet, made revolving or non-revolving, as you like. Has no banana tree and is for pickles exclusively.

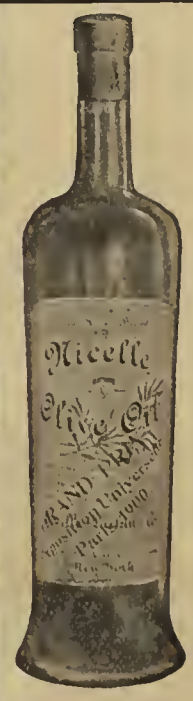
A handsome fixture. Solid oak or cherry, ball-bearing casters, with four three-gallon clean glass jars with covers. Dirt and insect proof and occupies only two square feet of floor space. Keeps pickles clean, fresh and inviting. A silent but effective salesman.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Sell It Under Money Back Plan

We who make **Nicelle Olive Oil** have such an abounding confidence in its maguificent quality that we will refund the money to any purchaser who doesn't find **Nicelle** superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.12
" " western		.12

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.18 –.20
" Y. T., 5 to 7 lbs	.17 –.20
Old hens and toms	.16 –.19
Common to Good	.12 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.13 – 14
Heavy Roasters, 4 to 5 lbs	.14 –.16
Fair to good	.12 –.13
Old cocks	.09 –.10
Western capons, fancy	.25 –.27
" " small	.22 –.24
Squabs—	Per doz.
Prime, large, ancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.13 –.14
Large Springers	.13 –.14
Fowls	.13 –.14
Roosters	.10
Ducks	.13 –.14

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 " "	"	.85
Large or No. 2, 1 " "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ¾ "	"	5.40
5-lb. " 1 "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	5.60
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz. doz.	.90
Spring Garden, fancy, No. 3, 2 doz. doz.	.80
Compass, No. 3, cans, 2 doz	.75

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " 1 "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding— Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ½ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.90
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.90
Apple, 30-lb. pails	per pail 1.20
Apple, 20-lb. crocks	per lb. .07¾
Apple, Schimmel's, 30-lb. pails	per lb. .06
Prune, 30-lb. pails	per lb. .07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size	per doz.,	1.20
Laudanum, 25c.-size	per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2.60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R.	per doz.	1.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	.01¾

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Camphor, gum, 1-oz. blocks		1.00
" Flakes, 250 bbls		.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.		.02¼
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	1.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.01½
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.83
" " Lozenges, 5-lb. boxes,	"	.87
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.84
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10-c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	29⅓
" ¼-lb. packages	"	.34
" ⅛-lb. "	"	.33
" 1-lb. "	"	.32
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.07
" granulated, kegs, 100	"	.07
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Venetian Red	per lb.	.02
Whiting	"	.02

	1 oz.	8 oz.
Husband's Magnesia	per doz.	1.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
"	per gross	9.00
Roachsault, 10c.-size, 1 doz	per doz.	.80

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
31 South Front Street

The Digestible Part of Corn

In our **Winorr** Brand of Canned Corn we do away with the indigestible hulls, packing only the kernels of the corn, which we extract by a special device, leaving the hulls on the cob.

There is no other brand like the **Winorr** brand, and it will readily sell on that account. It is most delicious and *entirely digestible*, and when once shown will always be in demand.

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.



THE PRESSING & ORR COMPANY
NORWALK, OHIO

$3.00 FROM $1.50

James T. Shinn's **Liquid Rennet** has been on the market so long that it seems hardly necessary to speak of its quality; most people know it as the finest, cleanest rennet made.

Not all grocers know that they can double their money on this specialty, however—an unusual chance with an article so high-grade.

Costs $1.50 per dozen, brings back $3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

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W. F. Young's Veterinary Remedies, wholesale prices— Per doz.

Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per doz.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts, "	1.00
" gallons, each	.30
" ½ barrels, "	3.50
" barrels, "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums, per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 2, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla, "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.	2.00
" " " " No. 2X, "	.80
" " " " No. X, "	.45
" Lemon, " " No. 25, "	1.75
" " " " No. 2X, "	.80
" " " " No. X, "	.45
Ingersoll's Flavoring Extracts:—	
High Grade Vanilla, per doz.	1.75
" Lemon, "	1.75
Select Vanilla, "	.85
" Lemon, "	.85
" assorted, "	.85
" small size, "	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet, per doz.	1.15
Blair's " " "	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl.	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls.	.18
New Juice Cider, ½ bbls., 28 gals.	5.60
New Juice Cider, ¼ bbls., 14 gals.	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅝
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¼
Prime, 100-lb. bags	.03⅝
Japan—	
Fancy, 100-lb. bags	.05¼
Choice, 100-lb. bags	

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs.	2.65
" " 60 bags, 5 lbs., lim.	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs.	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs.	2.40
" " sacks, 180 lbs.	1.55
" Cheese, bbls. contain 280 lbs.	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60



Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schimmel's, small, 2 doz., per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 150 lbs., per 100	.85
60-lb. boxes, bulk or granulated	.62

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sauce:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES
Goldberg, Bowen & Co.
San Francisco, Cal.
H. Jevene Co.
Los Angeles, Cal.
Lutey Bros.
Butte, Mont.
Colorado Supply Co.
Pueblo, Col.
F. Dresser & Co.
Portland, Ore.
Hennessy Mercantile Co.
Butte, Mont.
Lion Grocery Co.
El Paso, Texas

J. A. FLESCH & SON
Architects and Designers
Of Store Fixtures for Modern Grocery Stores
1010 and 1012 Chicago Opera House Block
112 CLARK STREET CHICAGO
CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED
FLESCH'S PATENT COOLERS and COUNTERS
HENRY TROEMNER'S SCALES, BINS, CANS, etc.

REFERENCES
S. P. Nissen Co.
Oak Park, Ill.
Simpson, Crawford Co.
New York City
Henry Siegel Co.
Boston, Mass.
Greenough Bros. Co.
Spokane, Wash.
Chris Keller
Lancaster, Ohio
Louis Kunkel
San Antonio, Texas
John B. Watson
El Paso, Texas

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SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown	.07½
Caraway	.10	Mustard, Yellow	.06½
Celery	.10	Rape, per lb	.05½
Coriander, bleached	.05	Poppy, per lb	.10
Flax	.05	Sunflower, per lb	.05½
Hemp, bush. 40 lbs.	2.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes, "	.04½
Arm & Hammer bd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ¼, ½, 36 lbs. "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Cliquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	2.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.70
Ark	100	1.85
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.70
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.80
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Napbtha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs	150	4.70
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	3.50
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 5c cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.84
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes	per box	2.70
" 6 oz., 100 packages	"	2.65
" 8-oz. packs	"	2.70

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	18½	19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade		.32	.34
White, Low Grade		.23	.25
Cayenne, High Grade		.21	.23
Cayenne, Low Grade		16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ½ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ½ lb.	.40
¼ lb.	.75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St

PHILADELPHIA, PA.

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory



This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

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Colburn's Philadelphia Mustard, D. S. F.:—

5 cent tins, 3 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22

Colman's Mustard, D. S. F.:—

1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.09⅜
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, 80's	.22
" 110's	.17
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	11

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CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06⅜
Niagara, 40-lb., 1-lb.		04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's 40-lb., 1-lb. "		06⅝
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	06¼
" Silver Gloss, 12 6-lb. wd. bxs.	07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs	04⅞
" 6-lb. boxes	.05⅝
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish, 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs	.07¼
Snow Gloss, 3 lb. cartons, 48 lb boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Llquld, large, ¼ gross	6.65
Enameline, Llquld, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.85
" small size, per doz.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ½ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ½ gross		4.50
Per gross		9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¼
McAllister, 36 packs	"	.05⅓
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05⅓
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 brieks	per box	60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8, 10's	per case	.90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06⅜
6 oz.	"	.07
8 oz.	"	.07⅝
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09⅜
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5⅓ inches high		1.48
5 inches high		1.42
4⅓ inches high		1.25
4 inches high		1.18
3⅓ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10⅜
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to bank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675.	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.29
Fancy, No 101	.32
Fancy, No. 100	.30
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 520, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

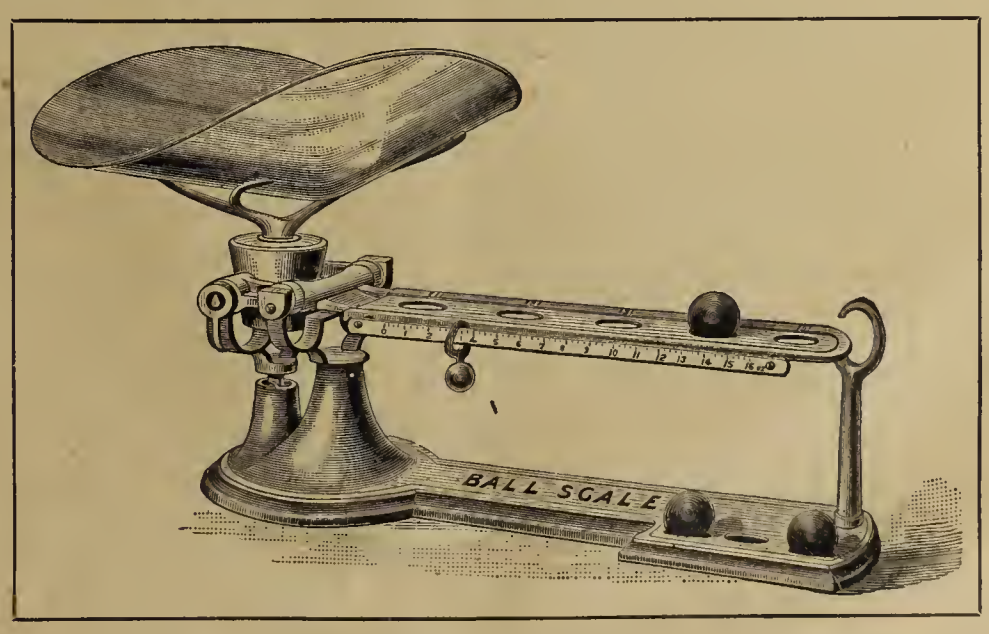
Three Star A, for confectionery	2.60
Five A, for confectionery	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per doz.	.87½
Karo, 25 cent size, 1 doz.		2.25

Losing Your Weights?

Get a Troemner No. 24 Ball Scale



Greatest Improvement in Rapid Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.40
61, Peerless, doubls, spring protector	4.45
110, Peerless, single, spring protector	3.55
134, Universal, single, wide head	3.30
100, Northern Queen, single, protector	3.00
101, Tidal Wave, single, protector	3.05
118, Good Enough, single, protector	3.15
870, Glass	3.85
Murdock	3.00
Celery City	3.30
125, Eagle, single, wide head	2.75
128, Anchor, single head	2.25
130, Little Gem, pail board	1.50

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	2.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	2.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58



BLOOKER'S COCOA

IS A LUXURY TO THE PALATE
A NECESSITY TO THE STOMACH
AN ECONOMY TO THE POCKET

ALL GROCERS SHOULD HAVE IT

American Depot, 46 Hudson St., New York

In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

Anker's
Bouillon Capsules

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.



ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK

Something About "Talisman" Fish

We offer under the name "**Talisman**" a full line of Salt-water Fish that are guaranteed to comply with the United States Pure Food Law.

All fish packed under this brand are also guaranteed to be of superior quality; prepared under the most sanitary conditions.

In "**Talisman**" Codfish only the best white codfish, caught on the Georges' banks (where the finest Cod are caught) are used. Better fish cannot be obtained anywhere.

You can get these goods from your nearest Swift & Company Branch House, or direct

SWIFT & COMPANY, Gloucester, Mass.



50 YEARS THE STANDARD

BORDEN'S

Eagle Brand Condensed Milk



Three Generations Attest its Merits **Give Your Trade Satisfaction**

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY" NEW YORK



Its Better Than Its Name

We named our Peanut Butter **"Royal"** for only one reason—we didn't know another name which would signify something better.

Most of your customers don't know that there is a greater food value in **"Royal Peanut Butter"** than in almost any other article of food.

Children all like peanuts as they do candy, and they will always eat Peanut Butter as they will candy. The difference is that the former does them good and the latter frequently does them harm.

Tell this to your customers and watch your sales of **"Royal"** get big.

Cleveland Health Food Co.
CLEVELAND, OHIO





The Best Known and Known as the Best



The Most Widely Imitated Because the Most Widely Popular



It Makes a Poor Stew Better and a Good Stew Best



It was First, 1847
It is First in 1907



Because of its Purity, Crispness and flavor



It is the Most Perfect Oyster Cracker Ever Made

A. EXTON & CO.

TRENTON, N. J.

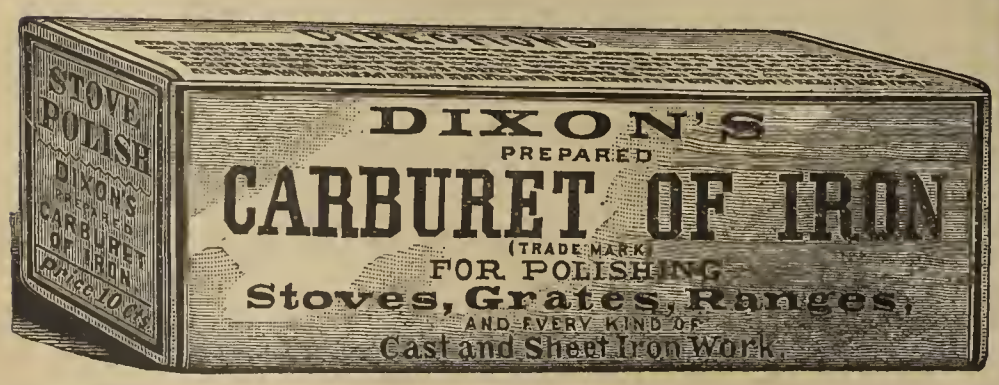
The firms advertising on these pages are all well-known; their products

"Every Little Bit Added to What You've Already Got Makes Just a Little Bit More"

Wrigley's Soap pays you better than any similar article on the market. By pushing it you will add a **great deal more** to your profit. *Universal Coupons* in each box.

THE WRIGLEY MANUFACTURING CO.
PHILADELPHIA, PA.

We Are Going to Pay You to Push Our Goods



We want grocers everywhere to PUSH our stove polish and we are going to make it worth their while, by showing them how they can get almost any article of merchandise they may want, either for their homes or stores, absolutely free—harness, wagons, scales, safes, roll-top desks, any kind of furniture, silverware, and even pianos. Write us for particulars. The quality of these goods is guaranteed by the

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

Advantages Gained by Universal Coupon Users

Malta-Vita Pure Food Company of Battle Creek, Mich., to adopt them

Company will exchange all old stock to dealers who use the "Universal" Coupon

The manufacture of the famous cereal, Malta-Vita, has recently been placed under entirely new management, and this popular breakfast food is now being made equal to the food turned out years ago, so that dealers throughout the country can with perfect confidence recommend this delightful, tasty breakfast food to their patrons.

The Company recognize the value the Universal Coupon will be in increasing trade for Malta-Vita, but they desire to have dealers who are saving Universal Coupons and who now have old stock on hand to correspond with them, and arrange to have this stock exchanged free for fresh goods, because they do not want to handicap future sales by permitting dealers to "work off" their old stock on a trade they want to keep.

The Company is also putting out an excellent Corn Flake; it is as much of a leader with Corn Flake field as their Wheat Flake has been in the Wheat Flake field.

Dealers interested should write *at once* to the Malta-Vita Pure Food Company, Battle Creek, Mich., so as to obtain the advantages now offered by this Company. Merely state the quantity of old stock on hand and it will be immediately changed for new, containing Universal Coupons.

MALTA-VITA PURE FOOD CO.
BATTLE CREEK, MICH.

are the best on the market and all bring you UNIVERSAL COUPONS

M-A-O-F A-E-S

This isn't a foreign language—it is simply the greatest Baking Powder ever made spelled backwards—hold it in front of a mirror and you will know it's name if your customers haven't told you.

This is the only time this name has ever done anything but GO FORWARD, because, although the price is away below that of the Trust powders, a smaller quantity is a better leavener.

If you will write us we will show you how to get people WHO USED TO BE YOUR customers back to your store again.

SEA FOAM BAKING POWDER CO.
1 AND 2 HUDSON ST., NEW YORK.

Take Your Choice

Let us assume that two concerns are making **Macaroni, Spaghetti, Noodles** and **Pastels.**

One of them cares nothing for you, does all of its work on your customers to make them *demand* that you should handle the goods, whether they pay you a profit or not.

The other goes straight to you, works with you to make you want to sell the goods, spends its advertising money with you, gives you *Universal Coupons* to make the goods more interesting, and does everything possible to make you a friend instead of a lackey.

Whose goods are you going to sell?

Our **Macaroni, Spaghetti, Noodles** and **Pastels** are as good as our bread.

The Freihofer

VIENNA BAKING COMPANY
PHILADELPHIA, PA.



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York



A BAG FULL OF GOODNESS

We don't have to say a word about the quality of **Private Estate Coffee** to the many thousands of retailers who are selling it—their **customers** do the talking for it. But those who haven't made **Private Estate** their Coffee Leader have missed a chance to wean their customers away from the Tea and Coffee Stores. It can't be beaten. We share our profit with grocers by giving them Universal Coupons with each case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS 33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street



Turn a Can Out

Open a can of little **Hoffman House Pickles** and turn them into a dish on your counter, with the empty tin standing just behind. Put a card on bearing something like this: "A new little pickle, **Hoffman House,** packed in tin; tender and delicious." (Price.)

The novelty and the flavor will sell them faster than you ever dreamed possible.

The J. Weller Co.
Cincinnati, Ohio



The Man Behind the Tin

When you sell **Karo Corn Syrup** you entirely relieve yourself of responsibility as to the quality. *We* make **Karo**; *we* pack **Karo** in the sealed sterilized tins in which it reaches your customer. If there is anything wrong, it is our mistake and we'll make it good the minute we're told.

There will be nothing wrong, however, **Karo** Syrup is a rich, smooth delicious table syrup that never varies in quality a hair's breadth.

Three sizes—10, 25 and 50 cents, a good slice of which is yours. Any jobber.

Corn Products Manufacturing Co.
DAVENPORT, IOWA

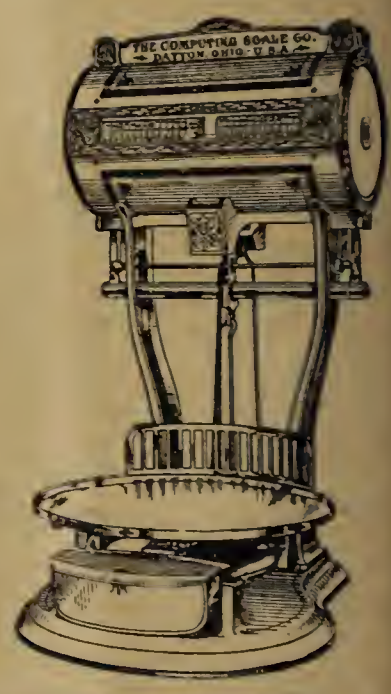
The Financial Situation

is a condition which is beyond the power of the individual to control. The large crops, the scarcity of currency and a hundred other conditions directly affect the commercial and industrial world.

Your financial condition may be affected by it to a slight degree, but you have a more ***dangerous*** condition in your own store if you use ***old style*** scales for weighing your merchandise.

In these days of ***close competition*** you need ***every penny*** that is justly yours. Do you get it? If you use old-style scales you lose on every weighing. ***MONEYWEIGHT SCALES*** turn loss into gain. If you mark your goods to get 15 or 20 per percent you get it.

The reason for this is easily explained and if you are at all interested, send us the attached coupon for detailed information.



The new low platform No. 140 DAYTON Scale

Date.....
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME.....
STREET and NO.....
TOWN.....
STATE.....

Moneyweight Scale Co.

35 State Street, Chicago

The Computing Scale Company
MANUFACTURERS
DAYTON, OHIO.

LOCAL OFFICES

11 E. 14th Street, New York City, N. Y.

1651 N. 8th Street, Philadelphia, Pa.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, JANUARY 20, 1908. No. 3.

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Pennsylvania Retail Merchants' Association Enters Fight for Retail Buying Organizations

Adopts Strong Resolutions Scoring the Action of the Jobbers' Association and Thus Extends the Fight to the State. Every Interior Jobber's Trade Now Affected. Jobbers' Organization Divided Among Itself. Stores Throw Out Toasted Corn Flakes. One Jobber Ordered Out of Retail Store.

A new and decidedly vital element has been infused into the local conflict between the Wholesale Grocers' Association and the large retail buying combinations as to whether the latter should buy direct from the manufacturer without molestation. This element is the entrance of the Pennsylvania Retail Merchants' Association into the game, with the following resolutions, which were adopted by the Executive Committee during the week:—

Whereas, Certain persons alleged to be wholesale grocers of Pennsylvania, Delaware and New Jersey, have united for the purpose of enforcing the employment of so-called legitimate methods for the distribution of commodities handled by the grocery trade; and

Whereas, The efforts of such a union tend to illegal discrimination, disturbing economical distribution, balking competition and enhancing cost of products to the consumer and destroying the good relations now existing between the manufacturer and the distributer; and

Whereas, The efforts of the said union have been mainly, and in some cases solely, directed against the rights of retail merchants to organize for mutual advancement; be it therefore

Resolved, That the Retail Merchants' Association of Pennsylvania and the several local merchants' associations comprising its membership use every legal and moral method in combating any agreement that may tend to levy an unearned tribute, restrain freedom of commerce or increase the cost to the consumer; and be it further

Resolved, That such wholesale grocers as become identified with such conspiracy or agreement be known to have become unfriendly to the retail grocer and relations be accordingly; be it further

Resolved, That these resolutions be printed and a copy sent to each affiliated association and the trade press.

As intimated, this is exceedingly important, for associated with the Pennsylvania organization are all the retailers' co-operative buying organizations in the State, together with several thousand individual retailers who now buy from jobbers. The Pennsylvania Association gives out no plan of campaign, but there is reason to believe that within the next week a list of the Pennsylvania members of the Wholesale Grocers' Association will be placed in the hands of every member of the State Association, together with a statement emphasizing the fact that the jobbers named have not been friendly to organized retail interests. The effect of this upon the jobbing business of the State remains to be seen.

In Philadelphia it can be conservatively stated that the local members of the Wholesale Grocers' Association have had their eyes opened as never before to the great strength and coherency of the retailers' organization. There has been a concerted movement among the Retail Grocers' Association to turn all possible trade to jobbers not members of the association, of which the principal ones are Halpen, Green & Co., Barber & Perkins, B. F. Janney, Jr., & Co., and Thomas Roberts & Co. It is known that this has cost certain local jobbers a very large amount of trade. In one case a well-known retailer ordered out of his store the salesman of one of the firms in question, and when the head of the jobbing house went out to fix it up, did the same to him.

Evidence has been obtained of a remarkable lack of unanimity of opinion among the members of the Wholesale Grocers' Association toward the present campaign Several members of the association have openly stated during the week that they had no advance information of the mess the organization had stirred up and that they were not in sympathy with it. The entire scheme was cooked up and launched, these members said, by a committee with power to act. Now that the Pennsylvania Retail Merchants' Association has entered the fight, thus affecting the business of every interior jobber, it is expected that protests against the jobbers' action will pour in thick and fast from the State members.

An investigation of the effect which the cutting off of the large retail buying combines has had upon the business of the Toasted Corn Flake Co. and the Shredded Wheat Biscuit people shows that the effect has been very marked. A large percentage of the members of the Retail Grocers' Association have thrown out Toasted Corn Flakes entirely, and those who still sell it do so only when unavoidable. Certain large Germantown stores have sent out men during the week to do missionary work against the brand and in favor of E. C. Corn Flakes, which all are using as a substitute. The stores of the Acme Tea Co., the William Butler Co., Robinson & Crawford, James Bell and George Dunlap are all without exception pursuing the same policy. These alone aggregate about 400 stores, and before the fight started Toasted Corn Flakes was freely sold in all. To-day it is almost impossible to find a package anywhere.

As to Shredded Wheat Biscuit, that, of course, is the association's own fight, it being the only buyer cut off. It is conducting this fight in its own way.

An interesting feature of the conflict is that the Retail Grocers' Association has received from all over the country, during the last two weeks, pledges of support and assistance from manufacturers, some of whom are much larger than the Toasted Corn Flakes Co. and the Natural Food Co.

Figuring the Expense of a Retail Business.

One Retailer Finds it Averages Thirteen and One-quarter Per Cent. Counts Everything in, Even Postage Stamps. Only Way to Know Exactly Where You Stand. Made Twenty-three Per Cent. Net on Money Invested in Worst Year.

Apropos of the many opinions as to how to figure the cost of doing a retail grocery business which have been floating about the trade press lately, an intelligent Northwest retailer contributes the following:—

I have been reading the letters regarding the expense of doing business and find them very interesting, but some of them look as though they were not entirely correct.

I notice that one of them states that they do not keep track of wrapping paper bought and charge same to expense. This item cost me so far this year, for paper, paper bags and twine, $118.57, and I do not think this is such a small item that it should be overlooked.

As for cigars, candy, etc., given away, I did this for the first three years I was in business and for the last three years I have cut it out entirely and am giving premiums for check issued by my cash register. This system I figure does not cost me any more in the end and gives much better satisfaction, and besides, I would be willing to pay the cost of the premiums given away as insurance to show that I am getting the money for the goods sold, as the customer wants the check and the clerk cannot get the check until the amount is registered on the cash register.

One party carries $12,000 stock and fixtures and sales amounted to $22,000, which shows that they carry too much stock, in my estimation, as they are not turning the stock twice in a year.

I think, and, in fact, know that many merchants do not figure nearly all of their actual expense, as I know that there are several in our town who do not know what their expense is, one of them recently saying that he thought his amounted to about 25 per cent., but did not know, as he had never kept track of it in the twelve years that he had been in business.

The same party also figures that if he buys a bill of goods and gets 10 per cent. off and 2 per cent. for cash discount, that he is getting 12 per cent. cash discount. Figuring in this way, I think I could make a fine showing on paper or in my dreams.

While the year is not quite at an end, it is near enough so that I can give a very close estimate of the year's business.

I have the exact expense for eleven months and know very nearly what the expense will be for the rest of December, therefore, can give very nearly exact figures for the entire year, figuring myself a salary of $85 a month and my wife, who puts in about two-thirds of her time in the store, at $30 a month, also figuring rent, light, fuel, insurance, taxes, donations of all kinds, interest on $5,200 invested the first of the year at 6 per cent., cost of premiums, paper and bags, advertising, postage, clerk hire, telephone rent, cost of goods given as premiums, cost of repairs and everything which might be figured as expense, including ice, and all items, no matter how small.

I figure that freight and drayage are not properly speaking an item of expense, as they should be added to the cost of the goods. My freight and drayage amounts to 2 1-12 per cent. so far for this year. I have no delivery expenses, as we do not run a delivery wagon.

My expenses, figuring in everything possible, run this year to 13¼ per cent. on sales. The poorest year I have had shows 23 per cent. net profit on money invested. I turn my stock about six times a year, figuring 1907, and have done much better than this when I carried less fancy goods.

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COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

The New York Letter

New York Retailers Meet. Latest Cheese Fake. New York Dressed Meat Co. in Trouble. Oil Trust Investigation Resumes. Important Wholesale Changes. Small News of the Trade.

Special correspondence of "Grocery World."

New York, Jan. 17, 1908.

Unusual interest attached to the annual meeting held Tuesday evening last by the United Retail Grocers' Association of Brooklyn in its hall on Bridge street, because this was the first annual meeting since the organization was incorporated a few months ago, and there was good natured rivalry on the part of aspirants for several of the offices. The reports showed that the society, which celebrated its 25th anniversary not long ago, was never in a more healthy condition than it is at present, and it promises to become even more useful to the members in the immediate future than it has been heretofore, as the result of expanding its field of work in accordance with the plans which led to the incorporation.

Ellwood Hanson, the recording secretary, in his report reviewed the labors of the past year, especially in guarding the legislative interests of the trade. The following facts are from this report: The corporation is capitalized at $75,000, and $38,600 has already been issued to the grocers in stock certificates. There are 386 stockholding members, 15 non-stockholders and 30 honorary members. The past year's receipts from all sources were $10,741.27 and expenditures $7,788.40 leaving a balance of $2,952.87, as compared with $3,645.33 balance from the preceding year. Over $2,000 of the expenditures this year were incurred in incorporating and in celebrating the 25th anniversary. The assets amount to $43,023.47, chiefly real estate.

Henry Lohman and Leo W. Winckleman were the candidates for president, and the former had a majority of six out of a total vote of 130. The new officers and directors are:—

President, Henry Lohman; vice-presidents, F. Gasau and Henry Heins; recording secretary, Ellwood Hanson; financial secretary, Henry C. Christgau.

Directors, B. Bischoff, William Kramer and J. T. McKinney, for three years; Herman Riecke, V. A. Brandes and F. Luppens, for two years; H. Haas, H. Schroeder and P. Becker, for one year.

The installation of these officers will take place Tuesday, February 11th. There will be the usual festivities, for this association believes in having jolly good times.

* * *

A quantity of cheese boxes of various kinds and sizes and labeled with the names of foreign brands of cheese arrived a few days ago on an incoming ship and was sent up the State. The Customs authorities collected duties on the empty boxes and the printed labels. The information as to the shipment was given out at the Custom House, but the officials, in accordance with their practice, would not give out particulars as to the identity of the shippers and consignees.

It was said, however, that the representatives of the Pure Food Bureau of the Agricultural Department were tipped as to the shipment in time so that if domestic cheese is offered for sale in these boxes somebody may be prosecuted, by either the Federal or the State authorities. It has been said that American cheese makers can imitate the foreign brands so closely that even the foreign manufacturer cannot tell the difference. The circumstances are said to be similar to those associated with the manufacture of domestic wine, it being claimed in both instances that the domestic manufacturers would gain in the long run by selling the products for just what they are and thus building up the demand for the American article.

* * *

A surprise in the shape of a contribution to the history of the oil business came this week in the testimony given by Walter Tarbell in the course of the investigation which the Government is pursuing into the affairs of the Standard Oil Co. of New Jersey. Mr. Tarbell is the treasurer of the Pure Oil Co. of Philadelphia.

STATE HOUSE



CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

He was called as a witness by the counsel for the Standard. In his testimony he said that his company was a member of the Producers' Protective Association; that this was a secret association of oil producers; that one of its objects was to limit the production and raise the price of crude oil, and that it had succeeded in doing so; that for years this association had competed with the Standard and had prospered and that its business is still expanding. The association, he said, started with a capital of $1,000,000 and had increased this to $10,000,000 after taking in other companies.

Mr. Tarbell is a brother of Ida Tarbell, who wrote the magazine exposures of Standard Oil iniquities.

* * *

That it is hard to steer away from the trusts seems to be the lesson in the troubles of the New York Dressed Meat Co., which was organized by retail butchers and marketmen a couple of years ago and has slaughter houses on Eleventh avenue. At the annual meeting held Wednesday there were factions, rows, legal proceedings, fisticuffs and finally the police. The majority faction was charged with employing prize-fighters to eject from the hall the dissatisfied minority. The latter were certainly ejected and with force.

Frederick Joseph, who was acting president until the meeting was held, was formerly identified with the Schwarzschild & Sulzberger Co., and the minority stockholders accuse him of dickering with the trust to such an extent that the independence of the supposed independent company has been lost, at least temporarily.

The faction in possession of the books declared that the meeting was regularly conducted, notwithstanding the unusual features, and that Arthur Bloch had been elected to succeed Mr. Joseph. The $750,000 of stock of the company is distributed among several hundred holders. The minority stockholders will appeal to the courts, it is said, to set aside some transfers of stock, on the ground that under the by-laws the company was to have the right to buy shares before any could be sold elsewhere.

* * *

It seems likely that important changes are to be made among some of the old wholesale grocery houses of the city. Negotiations were begun some time ago for the purchase of the business of Wm. A. Leggett & Co. by Francis H. Leggett & Co. The former house has been widely known as a conservative company of the old school, handling specialties, for the most part. The negotiations had not been successful, at last reports, and John S. Sills & Sons have come forward as possibe purchasers of Wm. A. Leggett & Co. The outcome at this writing is not known, but it is given out that the latter concern will certainly retire.

* * *

Schedules in bankruptcy were filed Monday by Chegwidden & Ohlmeyer, tea and coffee importers at 414 Greenwich street. The liabilities are $5,940; assets, $4,820.

* * *

Bennett, Day & Co., nut importers at Hudson and Franklin streets, must move because the building has been leased to a representative of Sir Thomas Lipton for a tea warehouse. So the nut importers are likely to get a lease of the quarters at Hudson and Hubert streets, now occupied by Wm A. Leggett & Co.

* * *

An involuntary petition in bankruptcy was filed Monday against Christian Paraskevopoulos, a grocer at 241 Avenue A, by the following creditors, the amounts of their claims being given: Halstead & Co., $640; Roettilsburger & Co., $314; Sam Berenbaum, $69.

* * *

Sugar trade conditions are agreeable to the brokers, according to the reports submitted at the annual meeting held Tuesday by the National Association of Brokers in Refined Sugar. The membership is 311, the largest since the brokers organized. Wm. R. Bassett, the retiring president, pointed out that while brokers dealing with Eastern refiners are nearly all now included in the organization, it does not yet include those who deal with

GROCERS, WAKE UP!

There is money SAVED in buying for CASH, without the expense of traveling salesmen

PURE LARD, 50-lb. tins	per lb.,	$0.08¼
Climax Egg Noodles, 10c. size, 2 doz.	per case,	$1.04
Climax Egg Noodles, 5 and 10c. size, 2 doz. 5c. size and 1 doz. 10c. size	per case,	1.10
Climax Egg Noodles, 5c. size, 4 doz.	per case,	1.16
Fancy White Fat New Irish Mackerel, 460-490 fish	per bbl.,	18.25
Fancy White Fat New Irish Mackerel, ½ bbls.	per ½ bbl.,	9.72
Fancy White Fat New Irish Mackerel, ¼ bbls., (50-lb. blue-painted tubs)	per ¼ bbl.,	5.00
Extra Quality Peanut Butter, 6-oz. finished tumblers, 2 doz.	per doz.,	.70
No. 14 Mammoth Queen Olives, cylinder bottles, 2 doz.	per doz.,	2.00
No. 5 Manzanilla Olives, cylinder bottles, 3 doz.	per doz.,	.80
These are the best 25c. and 10c. Olives you will find on the market; they are great bargains.		
Williams Brothers Dragon Brand Assorted Preserves, in 14-oz. glass jars, 2 doz.	per doz.,	1.45
Hand-In-Hand Imported 500s Matches, sliding lid wood boxes, single gross	per gross,	2.20
5 or 10-gross lots	per gross,	2.15
Wrigley's Mineral Scouring Soap, 100 regular 5c. cakes	per box,	2.20
Wrigley's Mineral Scouring Soap, 50 regular 5c. cakes	per box,	1.15
Imperial Brand 30-40s Fancy Santa Clara Prunes, 25-lb. boxes	per lb.,	.08½
5 or 10-box lots	per lb.,	.08⅜
Thistle Brand 60-70s Fancy Santa Clara Prunes, 50-lb. boxes	per lb.,	.06¼
5 or 10-lb. box lots	per lb.,	.06⅜
Best Quality Nutmegs, 75s to 80s, 25-lb. lots	per lb.,	.16½
Best Quality Nutmegs, 75s to 80s, 10-lb. lots	per lb.,	.17
Best Quality Nutmegs, 105s to 110s, 25-lb. lots	per lb.,	.14
Best Quality Nutmegs, 105s to 110s, 10-lb. lots	per lb.,	.14½
Cream Ridge Brand Fancy New York State Full Cream Cheese, about 40-lb. average	per lb.,	.15¾
These are positively fancy Cheese and at under-market prices.		
Genuine Cosmo Buttermilk Toilet Soap	per gross,	6.50
New OOOOOO Lentils, bags about 110 lbs.	per lb.,	.06¼
Fancy New York State Pea Beans, grain bags about 2½ bushels	per bush.,	2 27½
5 or 10-bag lots	per bush,	2.25
Metropolitan Ginger Snaps, bbls.	per lb.,	.03⅞
Metropolitan Coffee Cakes, round or square, bbls.	per lb.,	.04
Metropolitan Nicnacs, bbls.	per lb.,	.04
Metropolitan Dandy Oyster Crackers	per lb.,	.04
Metropolitan Sponge Water Crackers, bbls.	per lb,	.04
Metropolitan Soda Biscuits, bbls,	per lb.,	.04

These Prices for This Week Only—January 20th to 25th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street, 28 N. Delaware Avenue **Phila., Pa.**

the Louisiana refiners and those who handle the domestic beet sugar. J. Harvey Connell was elected president.

* * *

The Knorp Candy Co., of Brooklyn, was incorporated this week and is to make candy and syrup. The capital stock is $15,000; incorporators, Philip and F. J. Knorp and Walter Gardner.

* * *

The Manhattan and Bronx Retail Grocers' Association elected new officers Tuesday evening H. C. W. Beckmann, who had been first vice-president, was elected president, succeeding Louis Hubner. Other officers were re-elected as follows: recording secretary, D. A. Meyer; financial secretary, H. Friershausen; treasurer, John Ahrensfeld. This is the youngest of the associations of retail grocers in this city, its membership being for the most part in the borough of the Bronx and vicinity.

FRED. A. MCGILL.

The cranberry market is doing better. Good stock now commands $2 to $2.25 or $5.50 to $6 per barrel. Much of the poor stuff that has been depressing the market of late has disappeared and conditions should be healthier from now on. The demand is fair.

Goff's Cough Syrup has been on the market for more than 35 years. It is made from pure herbs, roots, barks, etc., and it is a standard remedy for coughs and colds. The S. B. Goff' & Sons Co., of Camden, N. J., have a special proposition that they would like to tell you about, which will show you how you can make 70 per cent. on their remedies.

New Chain Store Firm Offers Stock for Sale

"Pure Food Beef Co." Has Already Acquired Five Stores and Will Have Twenty More. Offers Stock at $1.00 Per Share and Promises Thirty-five Per Cent. Returns.

Under the rather curious name of the "Pure Food Beef Company" a new chain-store concern has established itself in Philadelphia and is offering its stock for sale at $1 per share. The concern already has five stores—749 North 24th street, 2022 Montgomery avenue, 726 North Forty-fourth street, 12 North Fifty-second street, and 4205 Haverford avenue. It is proposed to establish others as soon as enough stock is sold.

Here is the concern's story, told by itself:—

Realizing the fact that the results to be obtained from a business which consists of marketing staple food products on a strictly cash basis are such as would guarantee handsome returns to those interested, the Pure Food Beef Co. has been organized for the purpose of operating a chain of stores along this line. The company is organized under the laws of Delaware with a capital of $100,000, the par value of each share being $1.

The business of the company now consists of five stores, all of which are well located and netting fair profits. With the addition of other stores from time to time, when the number shall have reached twenty-five, then the net profits will be not less than $35,000 per year, or sufficient to pay 35 per cent. on the entire capitalization, and with the exceptional opportunities offered, there is no reason why the business cannot be extended indefinitely.

In order to provide sufficient capital for securing choice locations and fitting up additional stores, a limited amount of stock will be sold at par.

Under proper management it is needless to say that the investment offered is as secure as a savings bank, while the returns are many times greater. A most thorough investigation of both its management and proposition is invited to the end that the prospective investor may be at once assured of the merit and safety of its investment proposition.

The results obtained by practical demonstration in the sale of other food products under similar conditions prove conclusively that it insures low prices to the consumer and large profits to the company.

It is certain that stock in this company will speedily and greatly enhance in value. How can it be otherwise considering the fact that food products are always in demand?

The president and general manager of the company, Mr. A. L. Hanway, is an active, progressive, successful business man of unquestioned integrity. During the past few years Mr. Hanway has been associated with a similar business. Benefited by past experience, our successful management is assured.

While the promise of the new concern to make 35 per cent. profit on the investment seems roseate, there is reason to believe that the other chain-store concerns of the city are doing as much if not more.



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

Grocery World

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In a list of Philadelphia wholesale grocers which appeared in an editorial article headed "Consistency," published last week, the name of McCahan, Cooper & Co. appeared. This was a rather ridiculous error. The firm mentioned have been out of business for several years, and the writer knew it perfectly well at the time the article was written. It was one of those unaccountable slips that sometimes occur.

The Breakfast Food Suits.

The prosecutions begun by the Pennsylvania Dairy and Food Department against certain breakfast foods that claimed great nutritive properties upon their labels have had practically no precedents in the history of the American courts. The department claims that the thirteen brands against which suits will be brought have claimed for themselves qualities that they did not possess, and that in so doing they have made a "false and misleading" statement and thus violated the law.

The action is, as stated, unprecedented. Under the law sellers of merchandise have been permitted to make all manner of claims for their wares, true, half true and wholly false, short of actually making representations so strong as to become the inducing cause to the purchase.

For instance, the seller of a patent food preparation could not say of it: "this contains a certain ingredient which is a positive cure for dyspepsia," provided it did not contain it, for persons might easily buy the product on the strength of his statement, and would thus be misled and swindled. That sort of offense has always been false representation.

On the contrary, sellers of merchandise have always been permitted to puff their goods and make all manner of claims of excellence for them without incurring any legal responsibility. Indeed such claims were long ago recognized by the law as mere "puffery" and held not to constitute a misdemeanor or to render the maker liable for false representations. "This is the finest sherry wine in Philadelphia" is an example of statements of this kind. Such a claim is excused even if the wine is not the finest or anywhere near it.

The Pennsylvania Department will probably claim that the statements on the breakfast food labels belong to the first class, that they are misrepresentations and sufficiently false and misleading to violate the law. The defense will either be that the statements are true, or that they are simply such puffery as the law protects. And that even if they did amount to positive representations, nobody bought on the strength of them; being callous toward breakfast food claims, and so nobody was misled.

Actions to compel literal honesty in business are always interesting.

The Pennsylvania Dairy and Food Bulletin.

The "Grocery World" wishes to protest, gently, but still positively, against the fact that the monthly bulletin of the Pennsylvania Dairy and Food Department has taken on the functions of a trade paper, under conditions of competition to which no regular trade paper can be fairly subjected.

There are in the current number of the bulletin thirty-five pages of reading matter, about half of which has not the slightest connection with the food affairs of Pennsylvania. Examples are articles on "Enthusiasm in Business" and "The Grocer's Wife." This is thoroughly praiseworthy matter, but the Dairy and Food Department has absolutely no legal warrant for spending the State's money to publish it, and would doubtless be enjoined from doing so upon application by any taxpayer. The bulletin has legal warrant only to promulgate the work of the department, none whatever to enter the realm of general publication.

Now, the unfairness of such a proceeding is this: A legitimate trade paper must pay its expenses out of its revenues, and must make a profit if it is to live. The Pennsylvania Food Bulletin issues 25,000 copies monthly. There is no question of revenue and none of expense—the State pays. We repeat—this is not equitable competition, it ought not to exist, and it is putting every trade paper that circulates in Pennsylvania at a disadvantage. It would not be fair even if it were legal.

The "Grocery World" suggests that the Dairy and Food Department submit this article to the Attorney-General, with a request for an opinion on the subject.

Coffee at Drug Stores.

An unusual and somewhat disconcerting condition is revealed by the following portion of an advertisement clipped from the New York "World" of last Sunday:—

HEGEMAN & CO.
(A Corporation.)
THE WORLD'S GREATEST DRUGGISTS.

For convenience, economy and safety it is wise to bring all your drug needs to one of our ten great stores. It is our settled policy to sell only honest goods at honest prices, to have everything you want and render a general drug service of the highest possible efficiency. There is a Hegeman drug store in each business centre of New York. Write for what you want if it is not convenient to call. We guarantee satisfaction with every purchase.

COFFEE.

Hegeman's coffee is a rich blend of choicest selected varieties. It makes the most delicious and grateful beverage that ever delighted a coffee expert. Coffee of this grade is considered cheap at 40 cents the pound. One pound canisters, 25 cents.

Here is an exclusive retail druggist selling coffee, for the first time in the writer's knowledge. There is not the least reason for believing that druggists generally are contemplating the sale of coffee. Yet trade innovations must always have a progenitor, and it is entirely possible that from such a beginning might come a more or less general condition.

Washburn-Crosby Agent Arrested for Short-Weight Sales.

Four Persons Charge Mill's Washington, D. C., Representative With Selling Short-Weight Flour.

Special correspondence of "Grocery World."

Washington, D. C.,
Jan. 19, 1908.

Col. W. C. Haskell, Sealer of Weights and Measures, reported to the Commissioners of the District of Columbia on Tuesday last that upon information of four persons, charges had been made in police court against J. H. Kays, local manager of the Washburn-Crosby Milling Co., of Minneapolis, Minn., for sale of flour of short weight.

Col. Haskell said that he had called the attention of Mr. Kays to the complaints which had been registered in his department from different customers, but that the laws governing the sale of commodities in the District had apparently been disregarded.

Twenty-five prosecutions for alleged violations of the District weights and measures law and fines amounting to $320 since September 7th were reported yesterday by Col. W. C. Haskell, sealer of weights and measures, to the Commissioners. The cases prosecuted and the amount of fines are as follows: Seven ice dealers, $40; five grocers, $70; four pushcart vendors, $45; three hucksters, $20; three farmers, $25; one commission merchant. $75; one tea merchant, $20; one rag dealer, $25.

HOLT.

European Beet Sugar Crop Reduced.

As the result of its latest investigation, under date of December 14th, the International Statistical Sugar Association estimates the 1907-8 crop of beet sugar in the principal countries of Europe at 6,189,880 tons of 2,240 pounds, against 6,446,306 tons produced last season. A decrease in production is shown for all the countries mentioned save Austria-Hungary and Italy. In the latter the output for the current season is estimated to be 21.8 per cent. larger than that of last season and in Austria-Hungary 6.5 per cent. larger.

Misbranding Cereal Suits Begun

Pennsylvania Dairy and Food Department Attacks Well Known Brands and Will in All Bring Thirteen Suits. Charge is the Making on Label of Misleading Statements Concerning Health Properties.

As a result of the report of Dr. William Frear, State chemist, on several samples of breakfast foods recently examined, suits were begun by the Dairy and Food Department during the week against certain brands of breakfast foods under the misbranding clause of the State food law. The said clause is as follows:—

> Misbranding: If the package containing it, or its label, shall bear any statement, design or device regarding the ingredients or the substance contained therein, which statement, design or device shall be false or misleading in any particular.

The suits are begun in Altoona, the defendants being Curry, Canan & Co., wholesale grocers, and W. L. Longenecker, retailer. The charge against the first is the sale of Grape-Nuts, alleged to have been unlawfully labeled, and against the latter the sale of Pillsbury's Best Cereal, on the same ground. It is said that ten more actions of similar character are to be brought within a short time. The others will be begun in Harrisburg, Wilkes-Barre and Bloomsburg.

In all these cases the charge is that the labels of the brands attacked contained untrue and misleading statements concerning the health properties of the cereals. The matter of this class on the label of Grape-Nuts is as follows:

> The human system will absorb a greater amount of nourishment from Grape-Nuts than from a like amount of any other known food.
>
> * * * * * * * * *
>
> ATHLETES
>
> Find it necessary to select food that not only makes muscle, but quickly and surely rebuilds the delicate gray substance in the minute nerve cells in brain and other parts of the body, without which the most powerful muscles in the world are useless. Brain workers are driven into dyspepsia, nervous prostration and various diseases because of the lack of the kind of food demanded by nature, from which to rebuild the daily loss occasioned by brain and nervous work.
>
> Grape-Nuts furnish, in a condensed form, these necessary food elements. Two weeks' use of Grape-Nuts for two meals a day will produce that feeling of reserve force and energy that does not easily tire, and that is most essential to the successful prosecution of one's life work.
>
> It is a most profound truth that health is a matter of intelligent selection of food and a well poised mind.

The label of Pillsbury's Best Cereal bears nothing of the sort except a design on the lid called "A Pyramid of Health and Strength." The meaning of the design is somewhat obscure, but is evidently intended to prove that Pillsbury's Wheat Food contains more food elements than beef, pork, eggs, milk, butter, tomatoes, cabbage, fruits.

Pennsylvania News Items.

Items Gathered From Correspondents, Etc., As to What Is Going on Around Us.

Members of the Carnegie Merchants' Association estimate that the association has saved them $2,500 this winter by eliminating the giving of Christmas presents to customers. The association passed a resolution that the practice of merchants giving Christmas presents was not appreciated, was not a good investment and was poor advertising, and had an agreement circulated and signed and furnished display cards to that effect. No member of the association gave presents, and the dealers outside fell in line.

The Carnegie Association has 65 members. They are applying for a charter.

—

The Sewickley Valley Business Men's Association has started a movement which may ultimately result in the consolidation of Glen Osborn and Edgeworth with Sewickley. There was a time when Sewickley was the largest town between Pittsburg and Rochester, but it has been outgrown by Bellevue and other suburbs.

All the boroughs are facing the problem of greater school facilities, sewerage and street lighting and better police and fire protection, and it is asserted an enlarged borough would give these.

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases. 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-¼ gallons, per gallon	2.25

JOS. M. OLIVER & SONS

IMPORTERS 5 South Front St., Philadelphia

Here's a new coffee proposition for you.

Our **Sterling Coffee,** in tins, is a fancy blend, retailing at 35 cents. It costs you 25 cents. If you will send us a small order for your high-grade bulk coffee, we will make it interesting for you with **Sterling Coffee** in a way which we prefer to explain by mail.

This is So Good it Must Go by Mail

SHAPLEIGH COFFEE CO.

36 Broad Street BOSTON, MASS.

Sterling Coffee is an expert blend of Mocha and Java which cannot be surpassed.

This house was established in 1796, and is therefore the oldest coffee house in the United States. Could we have lasted so long if we hadn't shown people a square deal?

Written for the "Grocery World."

Still Insists That Jobber Is Indispensable

Mr. Kingsbury, California Manufacturer, Wants Some Jobber to Express His Idea of the Jobbers' Present Functions. Reproduces Some Comment From Another Source.

I have not heard anything from the "Wholesale Grocer" to whom I sent a letter in your care a short time ago, but to-day I ran across a clipping which shows that there is another man who has been thinking along the same lines that I have. The general proposition seems the same, although the lines manufactured are different. I believe that the jobber is all right, and is necessary to the handling of business in this country to-day, but what I want to find out is the jobber's own idea of his functions. This will lead to a better understanding between us, and would, I think, be of interest to your readers, so ask the "Wholesale Grocer" to come through with an article telling why and wherefore from his standpoint.

I note that the "Grocery World" published the letter I wrote to the "Wholesale Grocer," and while it was not written for publication, if it will do any good in the situation, I am glad to have been of service.

The clipping I refer to was from a little paper called "Judicious Advertising." The article was written by C. H. Ingersoll, and certainly is a good argument for the continuance of the jobber. The head is "The Jobber is Essential." I reproduce a part of it as follows:—

> We have heard much in the past decade of the coming disappearance of the jobber, and in fact the middleman generally, but our impression is that history is not bearing out this expectation, and it rather appears to us that the jobber has simply refused to disappear by showing a tenacity to life, a progressiveness in keeping to the forefront, an a defensive ability against "the tendency" referred to, that has entrenched rather than weakened his position.
>
> This view may, however, be very erroneous, and it may be a fact that in recent years trade has tended to jump over the middleman, and especially the jobber, and if there are statistics on this subject, we would very much like to have them, and they would probably constitute the best and most conclusive answer to this proposition.
>
> Even though the jobber is on the wane, however, it would still be left for individual manufacturers to decide for themselves where their best interests lie, and from our standpoint we consider that they lie with the jobber, and this without any feeling of absolute dependence on him. We have an organization that is easily expansible to cover the major part of the retail trade, but we have not seen how this could be accomplished at any saving to ourselves, and therefore our only aim is to supply a force in the retail field which we deem essential to its health. We police it, so to speak, keeping our representatives on the ground at all times, with definite instructions, and never permit a situation to be uncovered for a great length of time.
>
> We look upon the jobbers' organization as a whole, as one that we are bound to avail ourselves of if it can be done without great sacrifice. It reaches every smallest town where there is any commercial life visible, and makes our distribution absolutely complete. Without this organization something must be supplied to take its place, and while in many respects that something, namely, an organization of our own, would do our work better to the extent it was universal in its scope, it would be at a great outlay of effort and money, which we naturally do not wish to undertake needlessly.
>
> In this one important considera-ation is the distribution required. If we were selling something that appealed most particularly to the urban dweller, we might think that the best plan was to go it alone, but where we aim at every hamlet, it is quite a different problem.
>
> No, advertising cannot do the work of the jobber, nor the retailer, though the same results might be approximated proceeding along radically different lines, and both methods have been followed successfully, and probably will continue to be.
>
> But the jobber has a legitimate field and theoretically should stay in business. There is nothing more logial than for one organization to generalize in its work and carry a multiplicity of items into places which would not warrant the visitations of ten, fifty or a hundred different specialists, and we believe that the jobbers' security is in the wide expanse of our country, and the extreme ramifications of its activities, and that if the jobber had to depend on the cities, he would soon disappear.
>
> In passing we would drop a word of criticism of the jobber in his disposition to mere mechanical work. It is almost impossible to get the average jobber to give an item a fair representation. This is largely excused by the multiplicity of his items, yet a manufacturer has some right to expect thoroughness from the jobber in presenting his goods, and there should be a constant endeavor on the part of jobbers to bring this more to a point where manufacturers can with safety look upon them as measurably representing them as their own employees would do.
>
> Another common charge against jobbers is their "dog in the manger" proclivity. They are not progressive in pushing new goods and making new trade, but are practically in the attitude of waiting to be shown that the goods must be had, and where the new trade is. If they wish to take a step up to a higher plane, or in fact if they wish to maintain their present ground, this must be changed, or they will in time reach the level of the English jobber, who is absolutely an automaton for the delivery of goods already sold.
>
> In our opinion, there is no department of trade which should not do its share is assisting in the creation of demand, or in other words, none which should not exhibit true salesmanship, and when jobbers refuse to assist in creating demand, they deserve to be forgotten. Publicity from the manufaturer, the highest type of salesmanship from the jobber, display and activity—including salesmanship—from the retailer are all a part of a mutual scheme, and the failure of any of the parties to it should entitle them to disqualification, and sooner or later it will be meted out.
>
> In closing, would say that in adopting the old maxim of "moving along the line of least resistance" and deserving the widest distribution for a product, the jobber forces himself upon the manufacturer as a most welcome and valuable vehicle of distribution under conditions in this country at present, and in our opinion, it will be a long time before any facilities are found that will displace him, as he is very largely displaced, for instance, in England.

H. P. D. KINGSBURY.

Redlands, Cal., Jan. 10, 1908.

AMONG THE TRADE.

In last week's item stating that T. A. James, deceased broker, had been at one time associated with William Bonsted, a typographical error made the name read "Bonsor."

—

James C. Hires, well known among the local wholesale grocery fraternity, died at his home in Palmyra, N. J., on Wednesday, of general collapse due to attack of Grippe. Mr. Hires was 70 years old. For sometime he had been connected with the wholesale grocery house of Comly, Flanigen & Co., selling a small personal trade, which had remained with him during his long years in the grocery business Mr. Hires was for a long time with Barber & Perkins and later spent some time in the retail business. He was an unassuming man, of kindly disposition and his friends will miss him.

—

Christian Ritter, vice-president of the P. J. Ritter Conserve Co., died on Tuesday at his home, No. 2167 East Susequehanna avenue, after a long illness. He was well known in commercial circles, and his funeral, which was held on Saturday at 2 o'clock, was a large one. Mr. Ritter was born in Dresden, Germany, in 1844 and came to this country at the age of 13. In his youth he was a noted gymnast and athlete. He became a confectioner and prospered. In 1864 he married Marie L. Hoeffer, of Pottsville, and 12 children were the result of this union. His business had to be given up later because of poor health, and it was not until 1874 that he joined with his brother in a large business of manufacturing fruit butters, jellies and preserves. This business has since grown until it is one of the largest and best known in the country. When a company was formed he became vice-president.

—

It is the intention of the officials of the Philadelphia Bureau of Health to institute within a short time prosecutions against retail dealers in meat, poultry, fish and oysters who are doing business in the city despite the fact that they have not secured licenses as provided by the act of Assembly regulating the sale of such foodstuffs. There are between 8,000 and 9,000 stores where such foods are sold in this city. As a result of inspections made by meat inspectors licenses have been withheld from about 400 because their places were not in good sanitary condition.

"Money From Home"

Our Check goes to Retail Grocers as follows:

4% extra on total purchases of

Postum, Grape-Nuts and Elijah's Manna (bunched)

between $20.00 and $25.00 (about 4 doz. each).

5% on total between $40.00 and $45.00 (about 8 doz. each).

6% on total of $60.00 the limit (about 12 doz. each).

Applies between Feb'y 1, 1908, and March 15, 1908.

Ask jobbers to bill on separate invoice from regular goods.

Send their bills to us on Mar. 15th to check over. They will be returned to you with our check.

Buy freely, use the windows, get busy and earn the extra money. The goods are as staple as Gold Dollars on the shelves.

"There's a Reason" POSTUM CEREAL CO., LTD., Battle Creek, Mich.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: * * *, Pa.—We hereby wish to ask for information as to the law regulating the sale of the following groceries. As an illustration we mention compound syrups and country lard:—

Say, for instance, we get a barrel of light syrup, which is a compound syrup, and is marked compound on the barrel and is guaranteed to comply with the food law by the jobber. This we notice will relieve the jobber. Now, how must we hand this to the consumer in order to clear ourselves from the law? Say, for instance, a customer comes in the store and asks for a quart of molasses or 10-cent syrup. Will it be necessary to make an explanation or label the jar or vessel with a label marked compound syrup?

Also, for instance, take country lard bought from the farmers, who usually mix more or less tallow with the lard. In what way would you advise such lard to be sold?

Answer.—To clear you under the food law, you must make it perfectly clear to your customer what she is buying. You can easily understand that no matter what the jobber puts on his syrup barrel, as notice to *you*, it is not notice to your customer, who never sees the barrel. To comply with the law you must give some notice of your own. If the customer asks for "syrup" or "10-cent syrup" it would not be safe to sell her compound syrup without informing her in some way that it is compound. You can either do this verbally or by sticker, or by standing placards placed where she must see them bearing some such matter as this: "Our 10-cent syrup is a blend of sugar syrup and glucose." Naturally if she has once been informed of the character of 10-cent syrup I would not consider it necessary to keep telling her every time she asks for "10-cent syrup" in the future.

Exactly the same principles apply to compound lard.

Question: Joseph C. Kane, secretary Allegheny (Pa.) Retail Merchants' Association.—A claims that a bill paid by check must be deposited in B's bank within 48 hours after B receives the check. If B fails to deposit the check in his bank within 48 hours and A could prove that he had on deposit the said amount of check, and the amount was in the bank up to the said time and A had drawn his account from the bank, B, through carelessness or some other reason, has not deposited the check for three or four days after he received it, and when the check arrived at A's bank there was no funds there to pay said check.

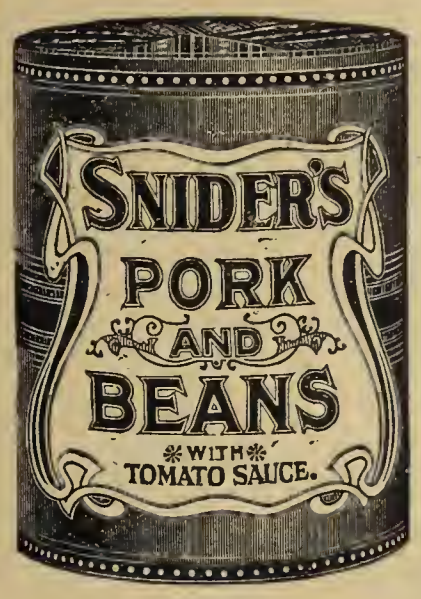
The question in argument is—Could B compel A to pay the bill or give him a new check?

Answer.—This correspondent is confusing somewhat the application of the legal principle that a check must be presented to a bank within a reasonable time after delivery to the payee. There is such a principle, but it is usually only applied in cases where the bank fails in the meantime. For instance, A and B live in a small country town in which is also a bank. A gives B a check. B could have cashed it within an hour, if he had chosen to, but instead he put it in his pocket and held it there four days. Meanwhile the bank failed. If during those four days A had enough money on deposit to have paid the check, he is held to be freed from the debt, as B was the cause of his own loss in that he did not present the check for payment within a reasonable time. There is no rule as to 48 hours. What is a reasonable time will depend on circumstances. Where the payee is close to the bank, the time which the law will call reasonable will naturally be much shorter than what would be reasonable for a payee living far distant from the bank.

In the case submitted this principle does not apply. There is no question of loss here. A still has the money he drew against and it is therefore no hardship for him to draw another check, he having lost nothing through the first one. B has just as good a claim on him as he ever had.

Cucumbers from Boston hothouses range from $6 to $8 per box. There are practically no Floridas. The demand for cues is very poor.

If you say so, it's all right.



THE T. A. SNIDER PRESERVE COMPANY
CINCINNATI, OHIO.

WE believe grocers have more influence with their customers than any manufacturer could possibly have through advertising, no matter how good it might be. We advertise ***Snider's Pork and Beans*** with Tomato Sauce extensively, in most of the big national mediums, to help the demand for this product, but we particularly want the grocer to know how good it is—because we are certain if he does, that no matter WHOSE Pork and Beans his customers ask for, he will tell them to take

SNIDER'S

because he will want them to be grateful to him—
AND THEY WILL.

On Page 15

Our Grocers' Fixture Department has the most beautiful line of tin Spice Cabinets you can see anywhere. Every one, regardless of price, has that distinctive beauty which gives tone to any store.

Turn to page 15 of our Catalogue No. 4 (Grocers' Tinware). See our "Persian Spice Cabinet"—ever see anything handsomer?

Note the seven compartments, each holding 15 pounds, with the patented revolving label. This bears the names of eight spices—simply turn the label to the one you need. One particular convenience about this cabinet is that you don't have to dig in the top to get out the goods. Each compartment has a rolling door at the base. Two scoops supplied with each cabinet.

Write for price. Have you sent for Catalogue No. 4 yet?

American Can Company
NEW YORK CHICAGO SAN FRANCISCO



No Matter How Jaded

Tabasco Sauce has its enormous sale because other sauces do not satisfy jaded palates.

Moss' Green Heart Tabasco Sauce satisfies everybody. It is made in the parish of New Iberia, Louisiana, of the famous Tabasco pepper, that has no counterpart anywhere in this country. It will sell to a constantly widening clientele and if you are wise you will see that you have some in stock.

NEW IBERIA EXTRACT OF TABASCO PEPPER CO.
NEW IBERIA, LA.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

Put in a stock of the

NEW FIVE-POUND PACKAGES

DEPENDABLE

MILLBOURNE

FLOUR

and watch how quickly it goes. And remember always that the quality is better than ever. All jobbers.

MILLBOURNE MILLS
Philadelphia

SHANE BROS. & WILSON Proprietors 308 BOURSE

THE GROCERY MARKETS

Tea.

The tea market is still on about half rations, so to speak, the demand being about 50 per cent. of an active business. Values are steady, there having been no change for the week and none in sight. If fluctuations occur, they are more likely to be advances than declines, especially in low grades.

Coffee.

The market for Rio and Santos coffee is steady and unchanged. There is absolutely no speculation on the exchange, and this makes a stupid market. Spot Rio and Santos coffee of desirable grades is becoming scarce and high by reason of the Government's large purchases of these grades. From a buyer's standpoint the market for the better grades is in a very unsatisfactory condition on this account. Mild coffees are firm and in quiet demand. Both Javas and Mochas show a slight recession from the recently reported high prices.

Sugar.

All refiners advanced refined sugar 10 points during the week, due to the temporary scarcity and high price of raws. The trade are just now depending upon sugar from Cuba, New Orleans and Western beet sections to supply the trade. The Cuban production has been greatly interfered with by recurring rains and the beet sugar men have no sugar to sell east of Pittsburg. This has created a temporary pinch, and the refined market will be high until it is relieved. The raw market is strong and high. A sale of raws which had been in storage in New York for less than two months sold during the week at a radical advance.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is in fair demand only at ruling prices. Sugar syrup is unchanged and in moderate demand. Molasses is unchanged, and as to high grades, still high and strong.

Fish.

The mackerel market has stiffened greatly during the past week. Norways are firmer, although no advance has yet occurred. It is hard to see how higher prices can be avoided, however, if anything like a demand springs up. Irish mackerel are scarce, and also likely to advance. Shore fish seem not to be in the game to any material degree. Cod, hake and haddock are all duller than they should be, owing to the mild weather. Prices are unchanged. Salmon is selling in a very small way at unchanged prices. Domestic sardines are unchanged as yet, though rumors of coming advance are still current. The demand is light.

Canned Goods.

The tomato market is unchanged on the basis which has ruled for several weeks. There has been some buying, but very little in this market. The adherents of the belief in a higher market, however, base their views upon the known fact that jobbers almost everywhere have low stocks and must come on the market sooner or later. When they come the aggregate demand is expected to cause an advance. Some advance may develop as the result of a good demand, but it seems almost certain that no radical advance can occur this season. Only one packer has had the hardihood to name future prices as yet. He asks 80 cents for 3s and 60 cents for 2s. Corn is dull and unchanged. Peas are steady and in moderate demand. Peaches are high, scarce and dull. Apples are unchanged and not much wanted. The California line is slow at ruling prices. The Baltimore small line is in light request, string beans being strong and spinach easier than for some time.

Dried Fruits.

Prunes are unchanged, both coast and spot. The demand is light. Peaches are dull and unchanged, as are apricots. Currants are quiet at maintained prices. Seeded raisins are cheaper in Eastern secondary markets than on the coast, but seem not to be much wanted anywhere. Loose raisins show the reverse condition—a higher price is asked for them in secondary markets than on the coast. Naturally the higher spot price is being paid only by buyers who want stock at once. Apples are unchanged and in light demand. Citron, figs and nuts are unchanged and quiet.

Butter.

The butter market is unchanged from a week ago. The percentage of fancy butter is very light, and the consumptive trade is very

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

good. There is likely to be a firm market on all grades for some time to come.

Eggs.

The egg market has been stationary during the past week. The recent decline has created a very good demand. Storage eggs are going out very rapidly, and if the present weather continues the market is likely to remain steady and unchanged.

Cheese.

The cheese market is unchanged. There has been a noticeable increase in the consumptive demand. Stocks are increasing very satisfactorily and if any change occurs it will probably be a slight advance in all grades.

Provisions.

The provision market shows a slight increase in the consumptive demand. Stocks of everything in the smoked meat line are large and there is not likely to be any change in the near future. Both pure and compound lard are unchanged and the market is barely steady. There is likely to be an increased demand almost any time. The market is likely to remain unchanged for the present. Dried beef, barrel pork and canned meats are dull and unchanged.

Produce.

Pennsylvania potatoes, 85 to 90 cents per bushel; York State, 75 to 80 cents per bushel; Jersey, 45 cents per basket, demand good; sweet potatoes, primes, $1 per basket; culls, 60 to 65 cents per basket, demand good; yellow globe onions, 65 to 70 cents per bushel, demand fair; domestic horseradish, $4 per barrel, demand good; white turnips, 20 to 25 cents per basket; yellow, 40 to 45 cents per basket, demand fair; savoy cabbage, 60 cents per barrel, demand fair; Danish, $11 per ton, demand good; domestic, $8 per ton, demand fair; watercress, 3 cents per bunch, demand fair; parsnips, $1.50 per barrel, demand fair; carrots, 40 cents per basket, demand fair; oyster plants, 3 to 3½ cents per bunch, demand fair; beets, $1.75 to $2 per barrel, demand fair; Pennsylvania celery, 5 to 12 cents per bunch, demand fair.

Green Fruit.

Apples, Bellflower, $3 to $3.50; Spy, $3 to $3.50; Spitz, $3.75 to $4.50; Pippins, $2.50 to $3.50; Greenings, $3.75 to $5; Hulbersons, $3 to $3.50; Baldwins, $2.50 to $4; Kings, $4.50, demand fair; bananas, jumbo, $1.75 to $2.50; firsts, $1.25 to $1.75; 7-hands, 65 to 85 cents; 6-hands, 40 to 60 cents, demand poor; grapefruit, Florida, $3 to $5 per box, demand fair; California oranges, $2.25 to $2.75 per box; Florida, $1.25 to $3 per box, demand poor: tangerines, $3.50 to $4.50 per box, demand fair to good; pineapples, $2.25 to $3 per box, demand fair to good.

Nuts.

Almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed nuts, 11 cents per pound, demand poor; peanuts, choice, green, 4 cents per pound; fancy, 5 cents per pound; jumbo, 6¼ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair.

INDIVIDUAL MARKET REPORTS.

Coffee.

The unsettled state of trade experienced from the end of October to the middle of December, which was caused by unusually serious financial disturbances, is at last giving place to normal conditions, and we can herald with satisfaction the return of confidence.

It is but natural that merchants, with the recent occurrences so fresh in their minds, will pursue an utra-conservative course in their dealings for at least some months to come.

The fundamental basis of mercantile pursuits in this country is perfectly sound. There was some over-extension and over-trading in lines foreign to ours, which will probably have to undergo a curing process. But with coffee it is different. There has been no over-trading, and there are no extensive stocks carried anywhere by the trade. We can, therefore, safely bar from our mind the probability of disturbing influences, and confine ourselves to the actual position of the article and the probabilities for the future.

It is noticeable at first sight that the basis on which the so-called valorization scheme was planned and carried into effect,—i. e., decreasing supplies and a simultaneous increase of the consumption, actually exists.

The visible supply usually increases during the first six months of the fiscal or crop year, because the larger part of the Brazilian crops are marketed during that period, and decreases are experienced as a rule during the last six months of the crop year. The only exception to this rule in the past were abnormally large crops.

That we have to deal this year with a small crop is shown conclusively by the smallness of the receipts so far. The visible supply of the world was on December 31st only 358,000 bags larger than on July 1st; but we were then at the beginning of a new crop, whilst now we are at the winding up of the same, making the position materially stronger now than it was then.

Out of the existing stocks of about 16,750,000 bags the governments of the principal coffee growing States of Brazil control about 7,750,000 bags.

Whilst it was not generally known that these government holdings were well financed, time proved that they were. These coffees were firmly held out of the market despite serious financial disturbances and tightness of money the world over. In fact, these governments paid off interest, storage and insurance charges for the whole year ahead of time, which is certainly a proof of their strong financial position. None of the loans fall due before next December.



STICK TO A GOOD BRAND

Any grocer will find his canned goods business more satisfactory if he will get hold of a brand which covers all the lines he wants and stick to it as long as it is good.

This business of buying one brand one year and another the next never gives a man's canned goods department the strength it ought to have.

Under the **OLNEY** brand are packed the finest New York state canned goods on the market. Particularly fine because our canneries are located in the heart of the growing district. We gather the fruits and vegetables, and almost immediately can them. The result is the flavor of the real thing to a degree not approached by any other brand.

BURT-OLNEY CANNING CO.
ONEIDA, N. Y.

During the past year there were delivered against contracts made on the New York Exchange about 1,050,000 bags of coffee, mostly coffees that were considered undesirable by the trade. Nearly all of these were taken up for the account of the above-named governments.

Bankers who were formerly carrying this kind of coffee for the good rate of interest they made out of it are entirely out of stock, which means that speculators who were the nominal owners of this coffee have disappeared from the field.

The government holdings are distributed and carried in the consuming markets of Europe and the United States in the following proportion: 5,750,000 bags are carried in Europe which leaves about 3,650,000 bags of the European stocks available for the trade. About 2,000,000 bags are carried in our port, leaving about 1,400,000 bags in other hands, and of these about 1,000,000 bags belong to a few firms who are known to be friendly to the valorization scheme, leaving only a very small quantity in the hands of the rest of the trade.

The strength of the position will become more apparent with each month and will be most pronounced toward the close of the fiscal year. Consumption during the next six months is expected to amount to 5,000,000 or 5,250,000 bags in Europe and about 3,500,000 bags in the United States (a total of 8,500,000 to 8,750,000 bags), which is to be supplied out of the existing available stock plus what may come into sight of Brazils and Milds.

The consumption of Brazils during the past six months reached the record figure of 7,000,000 bags, that of Santos coffee increasing steadily each year. This growth will no doubt continue to gain in favor, as long as the price remains as much below that of other mild drinking coffees, as has been the case for some years past.

Mild coffee crops are generally reported to be small. The total is expected to show a falling off of 500,000 to 750,000 bags from last year. Nevertheless, we find that the receipts of Milds during the last six months exceeded those of a year ago by about 175,000 bags, the result probably of a considerable enhancement of values in consuming markets early last fall.

HENRY NORDLINGER & Co.
New York, N. Y.

—

Baltimore Canned Goods.

A more cheerful feeling certainly pervades the canned goods market in this section, not because of any increase in the demand, but rather because of the remarkable and rapid improvements in the financial situation throughout this country as well as abroad. As a matter of fact, the demand for canned goods here during this week was smaller than in the week previous, and orders for straight carload lots of any line of goods, excepting tomatoes, were scarce comparatively. There was the usual run of small orders every day for assorted goods for immediate shipment, the same character of buying that has been in evidence since the trouble in the money market started, but there were no developments of any sort of more than passing interest. The attention of nearly all buyers is, of course, centred on tomatoes, because that article is regarded very much as a barometer of the whole market. There is a saying here "as goes tomatoes so goes the balance of the list." It is not an infallible guide, however. The undertone to the tomato market is certainly not any weaker and it is regarded in circles well informed on that particular article that an improvement in the price is almost a certainty. The offerings of tomatoes for future delivery is regarded as being rather premature under the existing conditions, and there is a general feeling on the part of the jobbers to let them severely alone, at least for the present. As for ourselves, we have not yet received a single order for "futures" of any kind or description. It will be time enough to take up futures next month or the month after, and by that time some greater inducements may be offered to secure buyers of them. There is an excellent demand for cove oysters of all grades and sizes and the present prices look tempting to the buyers.

THOS. J. MEEHAN & Co.
Baltimore, Md.

MARKET NOTES.

Florida oranges are doing no better. The market ranges from $1.50 to $3 and the demand is very quiet. The receipts are larger than the demand.

—

Florida grapefruit is wanted. The price is still firm—$3 to $6. The quality is good.

—

Jersey sweet potatoes are very high. The average price is $1.25 per basket and $5.50 per barrel, which is nearly twice the normal value.

—

Tangerines are in good sale at $3.50 to $4.50. Good fruit is coming forward regularly.

—

Florida cauliflower is now coming forward and is selling low—$1.50 per basket of about 12 heads. The quality is good, but the demand only fair.

—

Florida tomatoes are very low—$2 to $2.50. The quality is rather poor and the demand light. Hothouse tomatoes average 20 cents per pound and are quiet.

—

Florida strawberries have been very low, through rather large receipts and lack of demand. The market ranges from 35 to 50 cents per quart. The quality is fair.

—

Florida peas range from $2 to $2.50 per basket and are wanted.

—

Bermuda potatoes are ruling rather lower than in years before. No. 1s range from $6 to $6.50 per barrel and No. 2s from $4 to $4.50 The demand is light.

—

Michigan rhubarb ranges from 90 cents to $1 per bunch and is in poor demand.

—

Florida eggplants range from $1.50 to $2 per crate and are slow.

CORRESPONDENCE

A New Association.

Ogden, Utah, Jan. 6, 1908.
Editor "Grocery World."

Dear Sir:—Will you kindly advise us of the whereabouts of the new National Association of Brokers and Manufacturers? We would like to get into communication with them.

Yours truly,
BLACKMAN & GRIFFIN Co.

There has been recently organized in Philadelphia an association of Brokers' and Manufacturers' Agents, but as yet it is only local.

* * *

Mr. Callanan on Glucose.

41 and 43 Vesey St.,
New York, Jan. 16, 1908.
Editor "Grocery World."

Dear Sir:—In your issue of January 13th you give an extract from an interview with me by your New York correspondent; you then comment on my claim that the only proper name for the saccharine product of corn is glucose; that corn syrup is not its name; and that the attempt to make its name is simply an attempt to masquerade the product behind something which will conceal its real character.

Whether my reasoning or yours is at fault, I must still maintain my position that naming a product—Karo Corn Syrup—which is composed of three-quarters of the product of corn, known as glucose, is a mistake and will in my opinion result in failure. If the article when it was first made was named corn syrup there would be no objection to it.

You then say: "For years glucose was considered an adulterant and the name was publicly used everywhere as synonymous with spurious substitution. Later the fact was established that it was wholly healthful and legitimate, but the stigma remained and it is the perfect right of the manufacturers to get rid of it by changing the name not by changing it to something comprehending deceit, but to something just as much its name as glucose."

Why was it not given to it when it was first made if that was its proper name?

I would not object to using glucose syrup; probably anyone who has read the various reports as to its being healthy would not object to it. It is when selling it you run up against trouble. A customer goes into a store where Karo Corn Syrup is not kept; he or she inquires for it. The clerk says, "What do you want that for; it is made from glucose; we do not keep it for that reason." That kills the sale to that customer.

If the article was labeled "Glucose Syrup" there would be no trouble about it.

It is idle to say that if an article has merit it will not sell under its own name. If its merits are properly placed before the people it will sell, but the minute a doubt is cast upon an article, and its name changed in order to hide the name of the material from which it is made, its doom is sealed. It may run for a short time; expensive and lying advertising may cause a good temporary demand for it, but it will be a continual fight, with the result that in the end it will be forced out of the market.

Do not understand me as being opposed to the sale of glucose syrup. I am not. I am opposed to the sale of glucose syrup under another name.

Yours truly,
L. J. CALLANAN.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Roanoke, Va., Dec. 11, 1907.

Editor "Science of Advertising."

Dear Sir:—Under separate cover I mail you three copies of Roanoke papers, telling what I promised the people of Roanoke and telling how they received my guest. As an advertisement, kindly let me have your views. Yours truly,

W. E. RENNER.

These papers were received and noted with care. Each one contained as a display news item, on the first page, the news that Santa Claus was coming in his famous sleigh. The final article described the coming of the old Saint, who apparently was received with great enthusiasm. This is good advertising unquestionably. Not the sort of advertising, of course, which could ever lead Mrs. Smith to go to Mr. Renner's store and give an order with the remark: "I saw your advertisement in so and so." The results from such advertising as this are always indirect, but should be just as sure in the end as the results from any other form of advertising. The Santa Claus scheme was a very cleverly conceived idea, and probably succeeded in doing just what it was intended to do—give the general public the idea that Renner's store was right in the forefront of the Christmas festivities and the place to go if all the delights of the season were to be experienced.

* * *

Messrs. Krepp & Co., grocers at Seventeenth and Norris streets, Philadelphia, send in a business postal card they addressed "To the Lady of the House." They apparently distribute it from door to door. Here is the matter printed on the back:—

Krepp & Co. 17th & Norris Sts.

We sell Live Chickens or Kill them to Order.
WE HANDLE THE FINEST QUALITY
Meats, Groceries and Provisions

MUTTON

Legs	13c	Chops	18c	Shoulder	10c
Neck	8c	Breast	5c		

VEAL

Cutlets	25c	Shoulders	12½c	Breast	12c
Roast	18c	Chops	18c	Rack	12-14c

Half Smoke	12c	Fresh Sausage	12c
Beef Bologna	12c	Scrapple	6c

Sour Krout 2 Qts. for 5c WITH MEAT

BEEF

Pin Bone Roast	12-14c	Rib Roast	12-16c
Boneless Pot Roast	8-10c	Butchers Roast	12c
Chuck Roast	10-12c	Boston Roast	12c
Brisket, Lean	6c	Stewing Beef	8c
Hamburg Steak	10c		

PORK		LAMB	
Pork Roast	15c	Legs	16c
Shoulders Pork	13c	Neck	10c
Pork Chops	16c	Shoulders	12c
Sour Krout Pork	13c	Breast	5c

Private Estate Coffee 35c
A Percolator with each Purchase.

Special in Canned Goods.

Pilot Tomatoes	None Better		6 for 68c	Single Can 12½c
Beaver Dam Tomatoes	1 lb. Can		6 for 42c	Single Can 8c
Pilot Early June Peas			6 for 65c	Single Can 12c
Pilot Extra Sifted Peas			6 for 81c	Single Can 15c
Rose Corn	Sweet		6 for 54c	Single Can 10c
Honey Bee Corn	Main Packing		6 for 66c	Single Can 12½c
Nabob Lima	Very Small	2 lb. Can	6 for 78c	Single Can 15c
Nabob Lima	Very Small	Small Can	6 for 55c	Single Can 10c

I do not consider this good advertising. As a matter of fact, it is simply a price-list. Price-list advertising is seldom profitable advertising, unless, as I have often explained, the prices are so obviously low that that fact itself constitutes the advertisement. For instance, if you advertise shredded whole wheat biscuit at 3 cents a package, most people would realize the lowness of the price and for that reason nothing but the price would be necessary. So far as I can see none of the prices quoted on the above circular are so obviously low as to constitute in themselves good advertising. I should think it better to quote fewer things and devote more space to each one.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; it you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.
JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

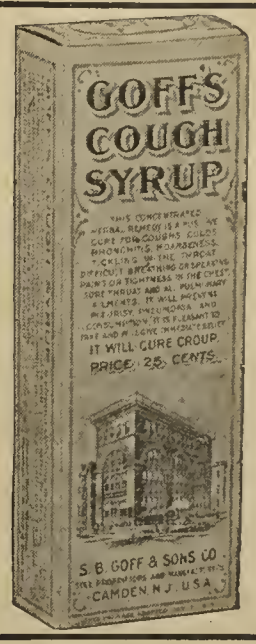
PATENTS
obtained on inventions and designs. Trade-marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

DANDELION VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

We Can Furnish You With Salesmen Who Can Sell Your Goods
We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*
Our List of Available Salesmen is Free
to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.
THE BRADSTREET SYSTEM, Rochester, N. Y.



71% PROFIT
Goff's Cough Syrup
Write for special proposition to grocers.
S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

Here Is a Good Scheme!
Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.
You can sell hundreds of boxes, and every one at a profit.


Anker's Bouillon Capsules
Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

$20.00 *A DAY TO SALESMEN SURE.* No bonds. Best side line. Samples in coat pocket. For general and Dry Goods Stores. Live salesmen act quickly. Give past and present lines handled. Dept. B
Boston Piano and Music Co.
Willard F. Main, Mgr. Iowa City, Iowa

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.



(One Account at a Time)
Patented March 20, 1906; October 29, 1907.
Other patents pending

DON'T TAKE OUR WORD FOR IT

The "Bennett" Users are "Delighted"

"Can Recommend It to Any Person"

ANDREW GALLAGHER, GROCER

VANDERGRIFT, PA., Aug. 23, '07.

THE BENNETT REGISTER CO., Lisbon, Ohio.

Gentlemen:—I bought one of your systems some six months ago and am more than pleased with it. I have been in business over 35 years and know your system is the greatest labor-saving system I ever saw. I do not see how I ever got along without it. I can recommend it to any person in business. Yours, ANDREW GALLAGHER.

Hundreds of Others praise "The Bennett"

Write for Catalogue to

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO

Oleomargarine Still Selling Illegally in Pennsylvania

Monthly Bulletin of the Dairy and Food Department Contains Many Reports of Unlawful Sales. Catsup Containing Too Much Preservative to be Prosecuted.

The regular monthly bulletin of the Pennsylvania Dairy and Food Department is at hand, containing a large amount of reading matter, most of which has no connection with Pennsylvania food work. Reports of analyses made up to December 16th show that a large amount of oleomargarine is still being illegally sold in Pennsylvania. Some of the comment is reproduced below, together with the chemist's adverse reports:—

A few years ago about one-half of the catsup contained artificial coloring matter and starch. It was the practice at many of the canneries to gather up all the waste products, the water, the rotten parts of the tomato, the skins, and after pressing the water and tomato parts, ship the same to the makers of catsup under the name of tomato pulp. This stuff was very little better than colored water, dirty colored water, at that. Starch was added in liberal quantities to give it body. Then coal-tar dye was added to give it the required brilliancy to make it a good marketable product.

This disreputable and uncleanly practice has been largely broken up under the provisions of the National pure food law. Only one sample containing artificial coloring matter was purchased in Pennsylvania during 1907. But there is another matter requiring attention and caution. The National rules and the State rules and regulations allow the use of one-tenth of 1 per centum of sodium benzoate in articles of food in which it has been used heretofore. The fact must be stated on the label. However, in Eastern Pennsylvania, out of thirty different brands of catsup collected by the agents of the Dairy and Food Division and analyzed by one of the most eminent chemists in the State, twenty were found to contain twice the quantity of benzoate of soda allowed by the rules and regulations. This is clearly a violation of the misbranding feature of the law.

The chemist's reports on various samples examined are as follows:—

Sample bought of Hotel Coyne, P. H. Durkin, proprietor, Scranton. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of Hotel Coyne, P. H. Durkin, proprietor, Scranton. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of E. Thomas, 3242 Brighton Road, Allegheny. Sold for butter. Chemist's report—Oleomargarine.

Sample bought of Thos. C. Crudden, 3100 Mt. Vernon street, Philadelphia. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of John Houston, Allegheny. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of O. H. Shoemaker, 434 Market street, Pittsburg. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of Jeremy Buffet (John S. Wilson), 313 Smithfield street, Pittsburg. Sold for butter. Chemist's report — Oleomargarine, colored with a coal-tar dye.

Sample bought of Lincoln Dairy Co. (J. T. Hill), 6500 Frankstown avenue, Pittsburg. Sold for butter. Chemist's report — Oleomargarine, colored with a coal-tar dye.

Sample bought of D. W. Campbell, 3625 Butler street, Pittsburg. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of Lawrenceville Butter Co., Wm, Weyman and John Preach, 4124 Butler street, Pittsburg. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of J. A. Donahoe, 5205 Butler street, Pittsburg. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of W. T. Daniels, 816 Main street, Sharpsburg. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of Charles Donovan, 329 Fifth avenue, McKeesport. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of E. J. Dunn, 852 Braddock avenue, Braddock. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of Callahan's Butter Store (E. A. Goggins), 814 Braddock avenue, Braddock. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of Hugh Given, 564 Braddock avenue, Braddock. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of Taylor & Walter, 318 Braddock avenue, Braddock. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of Washington Produce House (Edward McLeod), 116 Main street, Washington. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of J. A. Gantz, 98 Main street, Washington. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of L. A. Brooks, Herman street, Wilmerding. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of Keystone Dairy Co. (A. C. Paulish), 5921 Penn avenue, Pittsburg. Sold for butter.

Chemist's report — Oleomargarine, colored with a coal-tar dye.

Sample bought of Garfield Dairy Co. (Ed. Preach), 5145 Penn avenue, Pittsburg. Sold for butter. Chemist's report — Oleomargarine, colored with a coal-tar dye.

Sample bought of Dundee Creamery Co. (Joseph Landerman), 1911 Carson street, Pittsburg. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of Harry Finkel, 2108 Carson street, Pittsburg. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of National Hotel (W. L. Parker), Corry. Sold for butter. Chemist's report—Oleomargarine; no license to sell.

Sample bought of Delmonico's Cafe (Oscar & Homer Tourtellott), Erie. Sold for butter. Chemist's report—Oleomargarine; no liense to sell.

Sample bought of American Butter Co. (Edward F. Lynch), 3052 Richmond street, Philadelphia. Sold for butter. Chemist's report—Oleomargarine; no license to sell.

Sample bought of Edward F. Lynch, 3052 Richmond street, Philadelphia. Sold for butter. Chemist's report—Oleomargarine; no license to sell.

Sample bought of D. W. Campbell, 528 Chartiers avenue, McKees Rocks. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of Shober's Restaurant, Third and Market streets, Chester. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Nectarines.

A variety of peach-like fruit known as Amygdalus Persica and near akin to the apricot and almond, but very sweet, and a smooth rind.

The nectarine seems to differ only from the common peach through the rind of the latter being rougher and more downy, its flesh firmer, while the stone is always comparatively free or detached from the pulp, and not fixed or grown into it.

—

Mustard.

Mustard is manufactured of several strengths or qualities, and from a mixture of different kinds of seed, white and brown, and with or without the addition of other ingredients, such as wheat flour, turmeric, cayenne, etc. Every firm has, of course, its own particular recipes and processes. This white seed, Sinapis alba, yields a much larger percentage of flour than the dark brown or black variety, Sinapis nigra, and is much cheaper.

Now ground mustard made from dark seed with this oil left in will not keep good long owing to variations in temperature, exposure to air, etc. It soon cakes the powder, turns it rancid, bitter, and unfit for use; hence any kegs, tins or other packages, with discolored paper linings or wrappers showing oil stains within or without, should always be rejected as old or out of condition. The oil is, in fact, a source of great trouble to manufacturers who wish to sell a pure mustard in powder, of good flavor, and one that will keep good.

—

Neufchatel Cheese.

A celebrated French make, from pure cream thickened by heat and then pressed in a small mold. The cheese weigh about a half pound each, and when fresh are considered a great delicacy; but when old they acquire an offensive odor, from the vegetable growths often observed on them. In shape these cheese are long and round, like small pillars.

The original is produced at Neufchatel-en-Bray, but one kind—an imitation of the French—is also made in Switzerland. These, however, are not so liquid in form as the "fromage de Brie," which usually contains 15 to 20 per cent. of casein with 40 per cent. of fat.

Whence the Seven Washings

The first starches on the market to-day are **Murdoch's Laundry and Corn Starches.**

They represent an effort to overcome a powerful competition by depending on quality alone—an effort that has been magnificently successful.

The amount of trouble we go to to make these starches perfect is almost incredible—seven washings are just one illustration.

You have probably never seen quite so good starches as **Murdoch's.** Get samples and see if we're not right.

Oswego Maize Products Company

OSWEGO NEW YORK

W WHY Y ? ? ? ?

WHY do the big downtown merchants light their windows at night and display bargains in them?

To induce the people to stop and look.

WHY do they want the people to "stop and look"?

Because experience has told them that some of these people will come into their stores the next day.

WHY do they want them to come into their stores?

Because they know that is the only way to get them to buy something.

WHY can't the grocer do the same thing? If it works with the department stores, won't it work with yours?

WHY isn't it worth trying, when one new customer a day will pay the cost of the light for a week?

We will have a representative call and show you how to make your windows draw trade and tell you just what it will cost, if you will drop us a line.

THE PHILADELPHIA ELECTRIC COMPANY
TENTH & CHESTNUT STS.

Sample bought of Geo. Mitchell, Philadelphia. Sold for butter. Chemist's report—Oleomargarine, colored with a coal-tar dye.

Sample bought of Jno. H. Moriarty, Philadelphia. Sold for butter. Chemist's report — Oleomargarine, colored with a coal-tar dye.

Sample bought of Thos. Mullholland, Jeannette. Sold for oleomargarine. Chemist's report—Colored with a coal-tar dye.

Sample bought of O. H. Shoemaker, Connellsville. Sold for oleomargarine. Chemist's report—Colored with a coal-tar dye.

Sample bought of David Cartwright, Ellwood City. Sold for oleomargarine. Chemist's report—Colored with a oal-tar dye.

Sample bought of B. S. Janney, Jr., & Co., 119 Market street, Philadelphia. Sold for shredded codfish. Chemist's report—Preserved with borie acid.

Sample bought of J. E. Brown & Co., Greensburg. Sold for catsup. Marks on package—Tomato Catsup, Cochrane Bros., Allegheny, Pa. Chemist's report—Contains 0.19 per cent. benzoate of soda.

Sample bought of C. C. Palmer, 215-17 N. Front street, Philadelphia. Sold for white wine vinegar. Chemist's report—Sample is made from commercial acetic acid and not from wine.

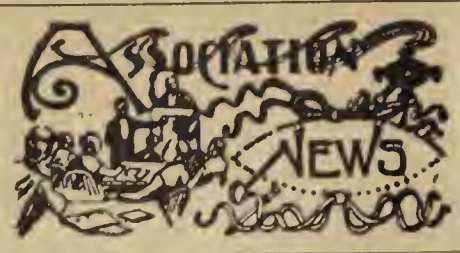
Sample bought of L. R. Kesler, Youngwood. Sold for Apple cider vinegar. Marks on package—Price & Lucas. Chemist's report—Distilled vinegar, colored with caramel.

Sample bought of Lininger & Co., Meadville. Sold for cider vinegar. Marks on package—Price & Lucas, Allegheny, Pa. Chemist's report—An artificial preparation, colored with caramel and low in acetic acid.

Sample bought of T. B. Sterner, Derry. Sold for cider vinegar. Chemist's report—Is a mixture of weak cider and malt vinegar; malt vinegar predominating.

Sample bought of Charles Coughlin, Twenty-fourth and Master streets, Philadelphia. Sold for fresh Hamburg steak. Chemist's report—Preserved with a sulphite.

Florida beans range from $2 to $3 and when good are in good demand. Most of the receipts, however, are poor.



St. Paul, Minn.

The associated wholesale grocers of St. Paul have issued the following credit announcement to their customers, which is regarded an important one:—

To St. Paul City Trade:—To avoid any misunderstandings, announcement is hereby made that the following terms and discounts will be observed by the undersigned on and after December 28, 1907:—

On bi-monthly payments in full on 15th and 1st day of each month, full cash discounts will be allowed.

On monthly payments in full on 1st day of the month following date of purchase, a cash discount of 1 per cent. will be allowed.

No discount allowed after the fourth day of the month following date of purchase.

On accounts not paid on or before the 15th day of month following date of purchase, interest will be charged at the rate of 8 per cent. per annum.

Orders taken for the first of the month delivery shall not be delivered before the 28th day of the preceding month, unless the 28th be Sunday, when delivery may be made on the 27th day. No deliveries made previous shall take the first of the subsequent month dating.

Minnesota.

All of the wholesale grocery houses in Minnesota and North Dakota, thirty-seven in number, have joined in an announcement to the retail trade defining clearly the credit terms on which groceries are to be sold.

Where payment is made within ten days from date of invoice, cash discounts will be allowed as follows:—

One per cent. on sugars.
One per cent on thirty day bills.
Two per cent. on sixty day bills.
Four per cent. on four months' bills.

If payment is made after ten days from date of invoice and before maturity, the retailer will be credited with interest for the unexpired portion at 8 per cent. per annum.

Interest will be charged on all past due accounts.

Washington, D. C.

The request that the District of Columbia police regulations be amended so as to prohibit the sale of gasoline, kerosene and other inflammable oils from tank wagons after dark was made at a hearing before the District Commissioners during the week by the Retail Grocers' Association through its attorney.

The regulation at present prohibits dealers from selling or dispensing such oils "in any room, store or place where there are gaslights or other lights burning." The association's attorney argued that this was class legislation, as the tank wagons are permitted to deliver oils at night while the grocers are prohibited from selling it.

The Commissioners have taken the matter under advisement.

South Bethlehem, Pa.

The South Bethlehem (Pa.) Commercial League, at its annual meeting last evening, elected the following officers for the year 1908: James M. Degnan, president; Alexander Worsley, first vice-president; Charles P. Hoffman, second vice-president; Cyrus Jacoby, treasurer; Frank W. Martenis, secretary; Frank P. Martenis, assistant secretary; Michael O'Reilly, William C. Lazarus, Ephraim H. Kresge, Elmer Eberts, Edwin P. Ritter, Charles E. Drumbore, directors.

Large Olive Prospects Confirmed.

United States Consul Sends Report That Current Crop Will Exceed Average Yield by Twenty-five Per Cent.

Special correspondence of "Grocery World."

Washington, D. C.,
Jan. 16, 1908.

Consul-General Benjamin H. Ridgely, of Barcelona, has sent to the State Department a comprehensive report concerning the olive industry in Spain and other Mediterranean countries.

A meeting of the principal olive growers of Spain is being held at Madrid for the purpose of obtaining legislative assistance to put a stop to the adulteration of edible olive oil. Olive growers have thought it necessary, in their own interests, to call a mass meeting to discuss the measures that the Government should be urged to adopt. In the opinion of leading olive oil dealers, however, little importance is attached to the meeting, inasmuch as the bumper crop, which is expected this season, will effectually do away with any necessity or desire to evade the existing regulations relative to the adulteration of olive oil. It is roughly estimated



Slices Everything from 6-pound Knuckles to half-ounce Ends.

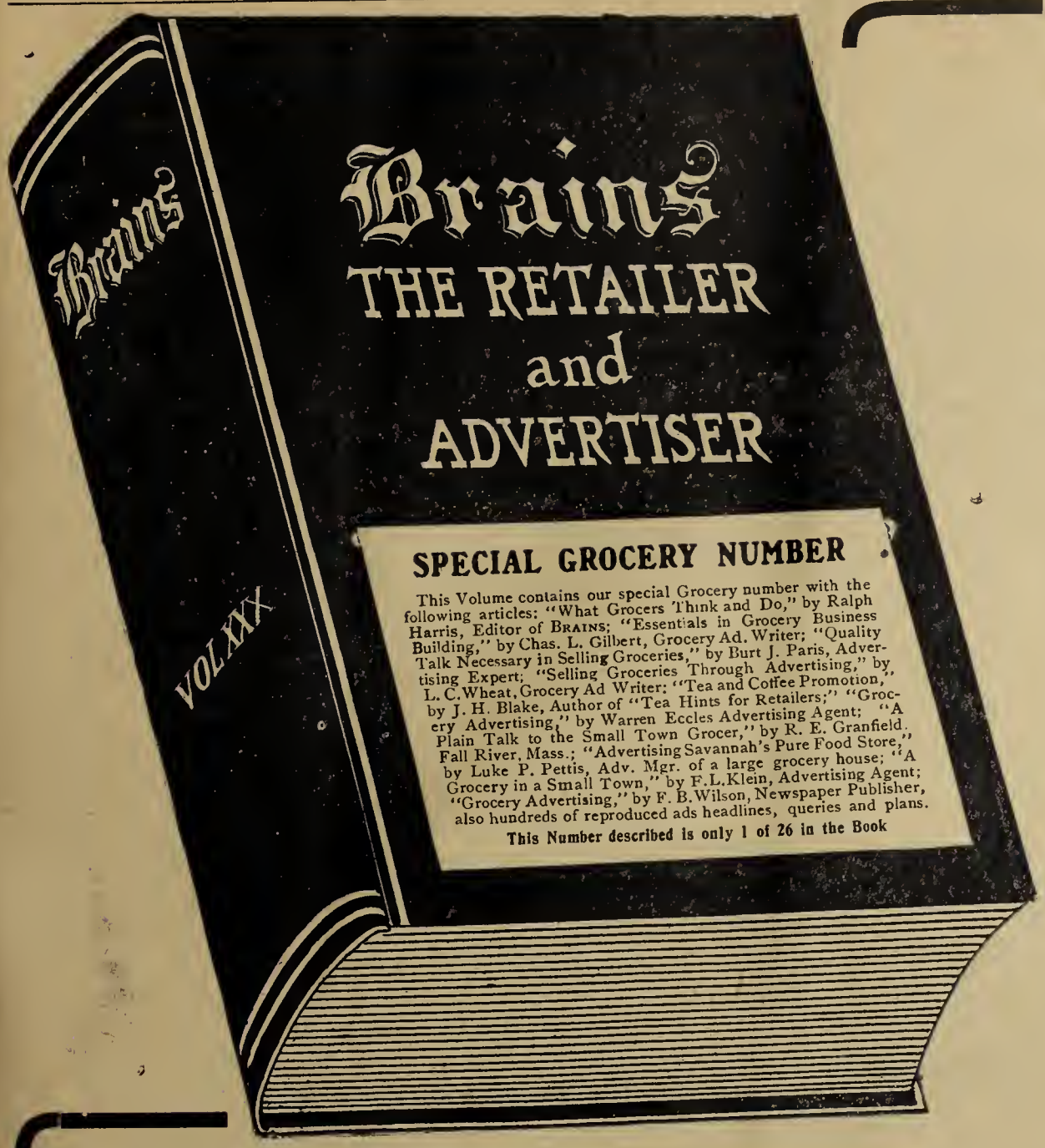
MAKE OUR HISTORY YOUR GUIDE TO SUCCESS

A few years ago A. W. Johnson, a retail grocer, refurnished his store with tilting bins, new scales, electric coffee mill, molasses pump and a new dried-beef cutter. These equipments were satisfactory labor-saving devices with the single exception of the new dried-beef cutter; this, although a highly advertised, standard machine, was incapable of doing nice work. After carefully investigating the merits of every slicing machine on the market he did not find one that was actually slicing dried beef in a workmanlike, economical manner. Being a thorough, competent mechanic with an inventive turn of mind, backed by many years of experience cutting dried beef, he determined to design and construct an altogether new machine, avoiding or correcting the defects of the others and embodying new, practical devices of simple construction.

The new machine was a success—a world beater—it sliced dried beef to perfection. His customers were delighted with the broad, smooth, perfect slices, deliciously juicy, transparently thin—so much superior to any beef they ever saw—naturally he gained trade, his sales of beef increased week by week until Johnson's dried beef became a household word, and people would use no other kind, while the new machine sliced up every little scrap in thin, salable slices and reduced waste to a minimum.

Send for a sample of this famous sliced beef—the beef that beats the world.

A. W. JOHNSON, New Brunswick, N. J.



A Money Maker for the Grocer

IS

Bound Volume 30 of Brains

ALMOST useful book. It's like a good set of tools for a carpenter—always find what you want when you want it. If you are over-stocked with a certain kind of goods, turn to the proper place in this volume and you will find a plan for a special sale that will take the extra goods from your shelves. When you are in a hurry for a certain head-line or window card, a search in this volume will quickly reveal hundreds of suitable specimens from which you can pick the ones that suit you best. Bound Volume 30 is just as useful to the advertising man as a dictionary is when one wants to know the meaning of some word. If you want to know about copy, you find all styles and all lines classified properly and can decide your question quickly. If you are in doubt as to what style of illustration to use, you can find the most suitable kind by looking through some of the thousand odd illustrations that have been photographically reproduced from the originals. In the same way you find the best methods of layout and arrangement, telling how to secure the most effective type displays. You have an opportunity of studying the descriptive and literary styles used by the best ad writers and can readily find out what kind of window and store trims to use in conjunction with each special sale. In fact, almost any information the ad-man desires can be quickly found. This book is cloth bound and stamped in gold. Lots of people say they consider it worth double the price.

Opinions of Experts

BOOT AND SHOE RECORDER says:

Three Dollars' Worth of Brains.—We have just received from the publishers a bound volume of BRAINS. Probably most of our readers are more or less familiar with the magazine which is devoted to giving information and suggestions to advertisers in all lines of retail business, a large portion of which is made up of reproductions of advertisements cut from papers all over the country, and descriptions and details of the schemes of wideawake merchants to pull trade. There are also many articles of much practical value regarding storekeeping in its many phases. The book makes a volume of over eight hundred pages and probably contains more real practical information of this kind to the square inch than any other book ever published. It is a book which any merchant can use to advantage and will find of immediate, practical use, when he is writing his advertisements or is studying ways to boom his business.

DRY GOODS ECONOMIST'S Opinion:

Brains.—A journal for retailers and advertisers, has just issued a bound volume. It contains reproductions of hundreds of ads—the work of some of the best known ad-men in America. Departments devoted to catch-phrases and sales suggestions help to make this work a valuable one for busy retailers and ad-men.

PROFITABLE ADVERTISING says:

Brains in a Book.—BRAINS for the last half of 1906 comes to hand, with this legend on the title-page: "In this volume will be found the boiled-down results of the best work of America's highest-priced advertising men." This seems to describe the contents of the book.

Merchants Say

Bound Volume BRAINS received. Just what I needed and more than worth the money.

M. W. Rowley, Warrington, Fla.

Just received Bound Volume of BRAINS. It certainly is a very valuable book for the advertiser.

Robert A. Hanson, Buffalo, N. Y.

I have always considered BRAINS the best of advertising publications but never appreciated its full value until I received the Bound Volume.

G. Ashley Voorhees, Chicago, Ill.

I have derived very great help from BRAINS in getting up my ads. It is the best publication on advertising I have seen.

J. R. Carey, Wellington, New Zealand.

Allow us to give our high appreciation of your Journal which no up-to-date business man can afford to be without. Wishing your paper continued success and an ever-increasing luminousness.

Yours faithfully,

Harris & Co., Rockhampton, Australia.

Some Money Makers

Part of Contents of Volume 30 of BRAINS

968 Ads photographically reproduced with criticism of good and bad points;

2912 descriptions, arguments and advertising text talks;

157 Publicity Problems, answers to queries on various advertisings subjects;

617 suggestions for headlines and window cards;

233 Sales Plans, premium schemes, store contests and clever trade bringers;

Articles by more than one hundred ad managers of the best stores in the country, men who are paid big salaries and bring big business.

There are articles on layout, type and in fact nearly everything that the advertising man ought to know.

If you use the Coupon below we will send you a due-bill for $2.00 good for part payment on a full year's subscription to BRAINS, provided you care to subscribe after looking over the Bound Volume. The regular price of a year's subscription to BRAINS is $5.00.

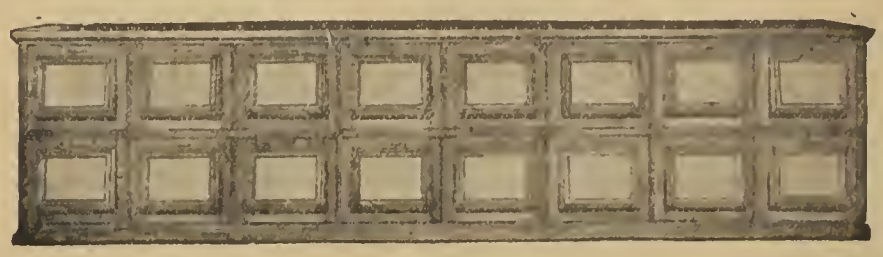
COUPON

BRAINS, Deposit, N. Y.

Gentlemen:—Enclosed find $3.00. Please send Bound Volume 30 of BRAINS, with the understanding that if it is not perfectly satisfactory you will return the money and I can return the book.

G.W.
'08 .....

The Opportunity of a lifetime to Get the Best Bin Counter Made at an Unusually Low Price



10-foot Counters, $47.50
12-foot Counters, $57.00

F. O. B. PHILADELPHIA

These counters are equipped with Patented Tilting Bins, with display fronts, made of selected golden oak, highly polished.

MILLER & ENGLAND

If you want one or more, order them quickly for we won't make this price long.

7012-14-16-18 Woodland Ave.
PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.



When the Children Come

Lay a path for children to your door and trade will come as straight as the needle to the pole.

That's one great thing about our plane of advertising **Ralston Health Food and Purina Whole Wheat Flour**—they advertise these superfine products to everybody, but particularly to the little folks.

Any of these:

Ralston Children's Checkers and Board
Ralston Children's Wagons
Ralston Checkerboard Satchels
Checkerboard Window Display

When you advertise **Ralston Health Food and Purina Whole Wheat Flour** you've got something to advertise—the most perfect cereal foods of their class, whose purity from the very beginning has been absolute and unimpeachable.

RALSTON PURINA MILLS, St. Louis, Mo.
T. A. JAMES & CO., General Distributers, 12-16 Chestnut St., PHILADELPHIA

that the olive crop will exceed the average yield by fully 25 per cent.

In this connection, it may be stated that the official bulletin of the Spanish Department of Agriculture publishes the following indications concerning the prospects of the olive crop in other countries:—

Italy.—There will be a good harvest in the south and a medium one in the north.

Algeria.—There will be very good harvests in Algeria, particularly at Oran and Constantine. The trees are already full of fruit in good condition, and oil of fine quality may be calculated upon.

France.—On account of the extreme drought there will be but a scanty crop this year

Crete.—The harvest will be abundant. The oil produced in this country is generally used for lubricating, and there is but little comestible oil.

Stocks of olive oil are at present insignificant, both in the countries where they are produced and in the principal contres of trade.

HOLT.

What Are Considered Wine Frauds in Germany.

Consul Thomas H. Norton, of Chemnitz, advises that a German court recently issued an important decision in regard to the use of geographical terms for wines which referred to their quality, but were not in accord with the place of production. A wine merchant imported and sold large amounts of a sweet wine produced in Hungary which he labeled as "Medicinal Tokay." When brought to trial for selling goods under a false name, he acknowledged that the wine did not come from the well-known locality but claimed that the term "Tokay" was used to designate a class of wines, and was not a simply geographical name indicative of origin. He lost his case and was forced to pay a heavy fine. The Minister now forbids the use of the term "Tokay wine" on exportations from Hungary to Austria or Germany unless the wine actually came from the Tokay vineyards. As the tract of land yielding the genuine Tokay is exceedingly limited in extent, there will probably be a marked diminution in the amount of "Tokay" wine reported in export statistics, although possibly not in the quantity of "Tokay," so-called, consumed in the countries in question. The subject is of interest in connection with the efforts now made in the United States to insure accuracy and honesty in the designations of food products and beverages.

Two-Minute Sermons for the Retail Grocer

XXVI.—Pride and Pride.

Whenever pride gets a hold upon a business man, and throws his chin in the air, he is sure to stub his toe.

No man is in danger of stubbing his toe, however, if he merely takes a pride in his business and forgets himself entirely in his effort to increase and build up that business. It is "swell-headed" pride of our own personality which is dangerous. The real business man is so busy for twenty-four hours out of each day trying to devise better and more profitable business methods, so he can better serve his customers, that he never has time to give more than a passing thought to himself, but in all that twenty-four hours it is his pride in his business which spurs him on to overcome difficulty after difficulty, and every employer who is himself well supplied with this brand of pride will be found surrounded by assistants who also feel the same way about the business, and that business will have just the right kind of push behind it to make it grow. There is no danger in pride at this stage of the game, but every employer and every subordinate must watch out for the time when everyone recognizes the success of the business and is inclined to praise those who made it successful. This is the time when the pride microbe becomes dangerous, and if it is ever given a firm footing it will as surely ruin the business as the other kind of pride was sure to build it up.

F. A. P.



The Law.

By George, the law's a funny thing!

(Editor, please take notice.)

There may be some justice in it somewhere, but I'll be darned if I can see where it is sometimes.

The justice is there, but it's all on the side of the other fellow. At least that's the way it looks whenever you get mixed up in it.

I heard a conversation one day last week between a grocer and a customer which shows up what I mean pretty well.

I was in there on business and was standing in the back of the store talking to the proprietor. This customer came back and butted in right in the midst of a sentence. It was me that was talking, too—what dy'e know about that?

"I got your letter, Jones, and I don't like it," he said to the grocer.

I could see the grocer's fur rise right away.

"I don't care whether you like it or not!" he said, "so long as it gets the money."

"Well, it ain't going to get the money!" said the customer, "that's the best of it. You've acted so ugly about that bill that I say to you now I'll pay you when I get good and ready and not a minute sooner. If you don't like that, you know what you can do."

Just as ugly as sin.

The grocer was hot. "Well I *don't* like it!" he said, "but I know I can't get at you all right because you ain't worth more than the clothes on your back! There's no law on people like you!"

"I can pay that bill to-morrow if I want to!" the customer said. "You know what my salary is at the gas office. I'm simply going to take my time because I don't like the way you've acted!"

Then he went out.

"What is his salary at the gas office?" I asked.

"Thirty-five a week," was the reply.

Now, where's your justice there? I know enough about the collection laws of Pennsylvania to know that if a man's only got his salary you can't touch him, no matter how much he makes.

As a result of that law, here's a fellow who admits he owes a debt, admits he can pay it to-morrow if he wants to, yet who refuses to pay it through pure cussedness.

Know what *I'd* do? I'd clap the dog into jail and keep him there till he paid.

But oh no! "That wouldn't be just."

A friend of mine out in Ohio got beautifully soaked by a lawsuit the other day. He sold a can of oysters that had gone wrong, though they tasted all right, and they made a whole family sick.

They sued him and got $250 damages! How about that one?

He said at the trial *he* didn't know anything about the condition of the oysters. They came to him in a sealed can and he sold 'em in a sealed can.

The judge said he was responsible for what he sold anyway whether he knew about it or not. Biff!

I'd like to ask that judge a question. How in thunder could he know except by cutting the can and in that way making the stuff unsalable?

Some of these solemn fools on the bench ought to be slapped on the wrist!

I knew a little grocer that worked harder to get along than most anybody else I ever knew. He started a little store over in Kensington about three years ago. It built up mighty slow, but by-and-by he began to see daylight. He only had one clerk, and one day he sent him out to collect quite a lot of money that he had to have to pay a couple of jobbers' bills. He had no working capital, and had to depend on the money that came in to pay bills.

The clerk collected the money and skipped. The grocer tried everywhere to raise enough to pay his bills, couldn't do it, and finally the jobber who had been carrying him along shut him up. He's clerking to-day in a Germantown store.

Later they got the clerk and put him in jail for two years, which was all right, of course. But did that bring back the grocer's money and open up his store again?

You Do Want Really Fancy CODFISH

Talisman Codfish is the finest selected, hand-line caught, Georges' style cure Codfish—the most delicious food fish caught. Cured, boned and packed with all the scrupulous care that we always give a superfine product.

Usually packed in three-pound boxes, sometimes in two-pounds, occasionally in ten-pounds, and once in a great while in one-pound. In every case the fish is neatly trimmed, square cut, faced up handsomely and wrapped in heavy waxed paper. Every scrap edible.

Get from your nearest Swift branch house, or direct from us.

SWIFT & COMPANY
Gloucester, Massachusetts

Mr. Grocer

Don't let competitors of ours tell you they have a lamp chimney as good as our ***Lustre Brand*** until you have tried both, and then we are sure you will agree with us that our ***Lustre Chimney*** will stand the Test with any other Brand.

Lustre

The name is sufficient evidence for both quality and durability.

This chimney is made by ***UNION WORKMEN*** and from the best material on the market. One price to everybody.

R. E. TONGUE & BROS.
Allegheny Ave., Amber & Collins Sts.
PHILADELPHIA
BRANCH, NEWARK, N. J.



Do You Sell "Just Print Butter?"

Why is it that so many of you grocers just sell print butter without having a butter leader?

Do you forget that the store that just sells nameless bulk goods never has as much hold on people as the store that keeps itself identified by brands of some individuality?

If you will sell **Gurnse** butter you will see very clearly the force of this. **Gurnse** print butter represents a certain standard of quality that never varies; it represents a quality that you are never sure of getting in ordinary print butter.

Don't you see the benefit of identifying your store with such goods?

P. F. Brown & Co.
39 S. Front St., Philadelphia, Pa.

I talked to a lawyer about this one day and he said "he could sue the thief and get a judgment against him for his money."

"Yes," I said, "and how much would you give for a judgment against a dead beat and a convict?" He didn't make any offer while I was there.

Is that justice? Certainly it ain't! That clerk ought to be made to work every day he's in jail at something that will bring in money. Part of the money should go to pay his board, and the rest to pay back what he stole. When he's worked long enough to pay it all back, then he ought to be let out.

I remember another case that happened only last November. A grocer in this very State—I know him well—caught a certain cheap local politician stealing a can of potted chicken from his shelf. He said nothing, and in a week or two he saw him swipe something else. When the local political convention was held this fellow came up for some little nomination, and the grocer got up in the meeting and told the simple truth—that he'd seen him steal twice in his store and didn't think he was the sort of rooster to hold public office.

The fellow had him arrested for criminal libel. The grocer got a lawyer who told him he'd better plead guilty because *he wouldn't be allowed to testify that he saw the thief steal.* In criminal libel, he said, the truth wasn't any defence! If he'd accused the thief of stealing he was liable to a fine, *even though what he'd said was true!*

Just tell me what you think of that!

When I heard it I didn't believe it and I asked a lawyer some time after whether such a thing could be.

He said it was straight goods. I won't pretend to explain it—I haven't got the gumption to see through it.

The law's all right—for lawyers. THE STROLLER.

Fairbank Co. Sued in Test of Iowa Food Law.

The Iowa Food and Dairy Commissioner, H. R. Wright, has decided to bring a friendly test case against the N. K. Fairbank Co., to determine what rights the State possesses over manufactured articles which are in the nature of substitutes for staple articles of a food nature. To that end Mr. Wright has filed papers in a suit against the Fairbank Co. for selling under the trade name of "Boar's Head Compound," a mixture of cottonseed oil and oleo stearine, which does not contain an ounce of hog fat and is sold in lieu of lard. The test is not to be made solely upon the labels which the foods bear, but upon the sale of a substitute for pure food, without making sufficient discrimination between the substitute and the real article. The Fairbank mixture is not singled out as any more flagrant an offender than a number of other such substitutes, but this is agreed upon as bearing the nearest points in question which shall be adjudicated by the courts. The compound is made of cottonseed oil and oleo stearine, a product of beef tallow, and does not on its label pretend to be lard, yet its appearance and use are so identical with that of pure lard that the Commissioner believes that the pure food regulations of the State relating to substitutes covers the sale and use of this compound without wide discrimination in label and appearance.

December Failures Show Increase

Both in Grocery and General Store Lines There Were More Business Disasters Than in December, 1906. Liabilities Also Much Heavier.

The failures in both general store and grocery lines show an increase for the month of December, 1907, as compared with the same month of 1906.

The figures are as follows:—

General Stores.—December, 1907, 172; liabilities, $1,225,887; December, 1906, 146; liabilities, $983,011.

Grocery Stores.—December, 1907, 234; liabilities, $785,060; December, 1906, 200; liabilities, $497,344.

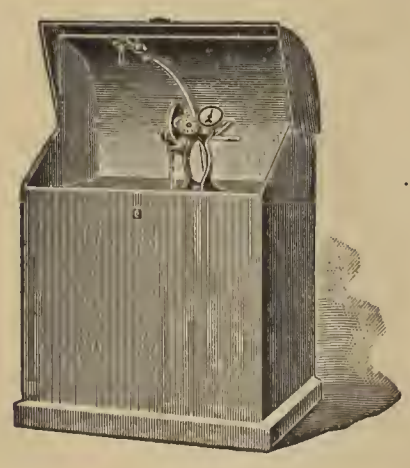
The little round cracker with "Exton" stamped on it. It has been on the market over half a century, and no consumer will use any other oyster cracker if she can get the Exton, because no oyster cracker can take its place in the esteem of those who know the difference between fair and good.

You and the woman

Fix the up or down course of a product. Our end is to so well put forth **Fels-Naptha** soap that you're both gainers by handling it.

But if the overwhelming sanction of women and the trade's cheerful aid in the past mean anything (and we know they do) **Fels-Naptha's** future is safe in the hands of you and the woman; as to it's *quality* that's our affair.





CLEAN, EASY AND PROFITABLE.

Handling Headlight Oil and Gasoline in the old way is hard, dirty, and because it takes so much time and trouble, not very profitable. Handled in our way is as easy as weighing coffee or tea and just as clean, almost as profitable. We will send you our Catalogue B, if you wish, which will show you how to turn this unpleasant feature of your business into a simple sanitary job, increasing your profits to such an extent that our Tanks and Pumps, which work with almost human intelligence, soon pay for themselves.

Boyer, Radford & Gordon Tank and Pump Company, Dayton, Ohio.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Tea and Coffee Display.

Here is a very attractive display for teas and coffees, and one that we found increased our sales very largely on both teas and coffees.

Have the windows and everything to be used in the display spotlessly clean, for nothing is so attractive in a food display, in which samples of the articles are exposed, than cleanliness. Be-



sides cleanliness does not cost anything and the time invested in making a display inviting is not wasted.

The entire display was furnished us free by a package coffee firm. The arrangement is very simple and anyone can easily make the display. And as the materials are all of bright colorings they attracted great attention both by the children and the parents.

The bottom of window was filled with package coffee and tea in beautiful tins, also teapots, Japanese dolls and bird book which we gave away during the display, and which was a good advertisement for both coffee, tea and ourselves.

S. B. Bernhart & Co.
Mt. Joy, Pa.

A Tea Display.

Herewith is an illustration of a neat and attractive tea display. It is very simple and the cost is comparatively small:—

Cover the floor of the window with some neat and suitable cloth or paper, or if the wood is in good condition and suitable to be exposed, no paper or covering need be used.

Arrange packages of tea or coffee in the manner shown in the drawing by forming a semi-circle, upon which are placed other packages of the tea or coffee. Within the semi-circle of the packages expose samples of the articles on platters of either wood, metal or porcelain, upon which place small neat cards stating the price of the tea or coffee. The name of the brand can also be used if desired. In the centre of the window, towards the front, have an artistic sign suitable for the display. Here is a sample:—

> **The Delicate and Delicious Aroma and Flavor of Our Blends are the Kind so Admired by the Connoisseur.**
> **Try a Sample.**

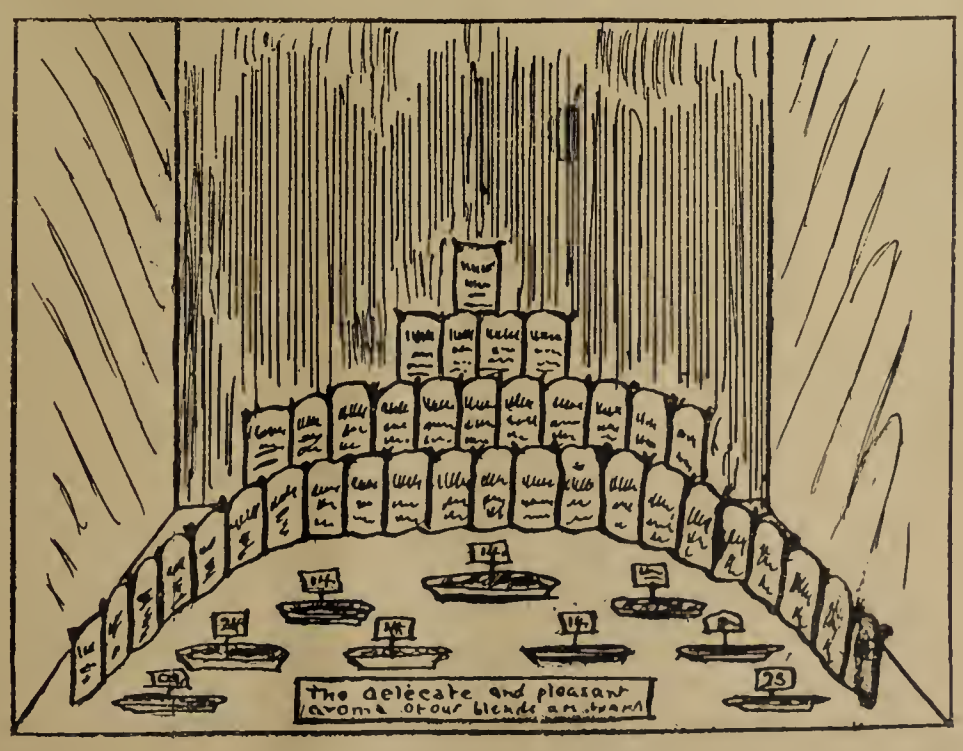
The above display is sure to attract attention and it is one of the kind that draws trade.

If it is not desired that so many packages of the tea or coffee as shown in the drawing should be used, the number can be lessened by allowing a space between the packages.

Jurgen N. A. Knoop.
Philadelphia, Pa.

Pass Books.

Forbes' indexed coupon books will do away with pass books and the numerous disputes in connection with them, as well as the endless annoyance of trying to balance them; thus retaining the friendship of your customers. See advertisement.



HORSES ARE A NUISANCE



Why are they? Because you never know when they'll be sick, and they're expensive to keep.

"Same thing applies to automobiles" you say? Not at all. It did once; but it doesn't now. The **Lindsley Commercial Delivery Car** is so simply constructed that it almost never gets out of order, and when it does, its mending is a good deal simpler and cheaper than a big veterinary bill.

Will carry 1,500 pounds thirty miles on a gallon of fuel. Horses can't begin to deliver so cheaply. Think it over.

J. V. LINDSLEY & COMPANY
Suite 1112 Monadnock Building
CHICAGO



"I'ts Too Fine"

Some people said to us when we first put **La Toscana Virgin Olive Oil** on the market: "You can't sell it—it's too fine." But we did sell it, and we're selling more every year.

This is probably the fanciest brand of Italian Oil that comes to this country. There is, however, no prohibitive price on it. If you want an Olive Oil you can boast of and take pride in, sell **La Toscana.** Simply the pure, clear, rich first pressing of the finest oil olives in the world!

J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.

A FEW VARIETIES OF

BURK'S SAUSAGE

PRODUCTS

All of which are prepared in the **finest, cleanest and most sanitary kitchens** in the country.

They contain no cereals, and all meats used in the preparation of them are from stock slaughtered on the premises under Goverment supervision, our Abattoirs being officially known as

ESTABLISHMENT No. 257

Fresh Sausage

Superbly seasoned. These can be had linked or in straight casing, chopped either fine or coarse.

Smoked Sausage

Frankfurters — Beef Bologna
Reed Birds (small Frankfurters)
Smoked Fresh Sausage (old style Half-smoked)
Ham Bologna — Mettwurst
Knockwurst (flavored with Garlic)

Puddings

Liver Pudding — Blood Pudding
Head Cheese — Blood Head Cheese
Pfefferwurst — Tongue Blood Pudding
Sardellen (special grade of Liver Pudding)

Scrapple

Superior to farmers' product, rich and well seasoned.

TWO NEW PRODUCTS

Our own creations. Sold by the leading grocers in Philadelphia.

Meat Loaf

Baked in loaves of about eight pounds. Delicious. Can be served cold, sliced thin, or warmed in oven to take the place of a roast.

Shipped only by express to distant points.

Lunch Roll (Copyrighted)

Choice, tender pieces of pork, very mildly cured; stuffed in linen sack or container. Boiled and ready to slice in place of boiled ham.

LOUIS BURK

GIRARD AVENUE & THIRD STREET
PHILADELPHIA

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued July 23, 1907.

860,641. Pie trimmer. J. S. Croxford, Newport, Me.

860,658. Revolving pie rack. T. W. Hawthorne, Orange, N. J. and B. L. Marsh, New York, N. Y.

860,659. Soda fountain syrup pump. F. H. Hecker, Los Angeles, Cal.

860,793. Corn popper. C. D. Eymann, Greenfield, Iowa.

860,828. Freezing machine. J. B. Schafer, London, England.

861,036. Toaster. Anna W. Kodatz, Anderson, Ind.

861,076. Doughnut cutter. A. E. Baum, August Schoel and C. E. Edwards, Waterloo, Iowa.

861,124. Bread cutter. W. H. Keeler, South Haven, Mich.

861,168. Broiler. S. S. Eccleston, Syracuse, N. Y., assignor of one-half to G. B. Williams, same place.

861,235. Peanut roaster. W. C. Huyck, Des Moines, Iowa.

Patents issued July 30, 1907.

861,305. Scraper attachment for ice cream freezers. W. B. McFadden, Syracuse, N. Y., assignor to Mary E. McFadden, same place.

861,359. Nutmeg grater. J. S. Dunlap, Chicago, Ill.

861,442. Fruit corer. P. J. Eby, Trotwood, Ohio.

861,448. Ice cream freezer. G. B. Fellows and W. W. Wade, Fairfax, Mo.

861,525. Ice cream refrigerator. J. J. Lane, St. Louis, Mo.

861,594. Fruit preserving apparatus. Diederich von der Lieth, New York, N. Y.

861,865. Bread board. Godfried and G. C. G. Laube, Santa Monica, Cal., assignors of one-half to J. C. Miller and L. H. Newman, Los Angeles, Cal.

862,046. Flue construction for bake ovens. F. R. Barnheisel, Chicago, Ill.

862,121. Biscuit making machine. J. T. Folsom, Binghamton, N. Y., assignor to Dutchess Tool Co., Fishkill-on-the-Hudson, N. Y.

Patents issued August 6, 1907.

862,132. Cooking utensil. James Buckley, Pittsburg, Pa.

862,169. Stick-candy machine. E. J. Jenner, San Antonio, Tex.

862,179. Egg tester. W. F. Mikolasek, Vodnany, S. D.

862,228. Cheese cutter. C. M. Wright, Anderson, Ind., assignor of two-thirds to T. S. Gettle and A. L. Reed, same place.

862,234. Baking apparatus. Max Brand, New York, N. Y.

862,241. Machine for cutting pineapples. E. K. Ellsworth and B. O. Clark, Wahiawa, Hawaii, assignors to Tropic Fruit Co., Ltd., same place.

862,337. Process of and product from treating marrow. Emanuel Klein, New York, N. Y.

862,417. Baker's oven. W. J. Stoeffler, Philadelphia, Pa.

862,670. Butter cutting machine. R. A. Simpson, Ferndale, Cal.

862,821. Fruit slicing machine. C. M. Heffron, Rochester, N. Y.

Patents issued August 13, 1907.

862,927. Fat cutting machine. E. E. Motter, Tippecanoe City, Ohio.

862,962. Process of making bread. David Chidlow, Washington, D. C.

862,964. Corn popping apparatus. Charles Cretors, Chicago, Ill.

863,021. Method of making bread. David Chidlow, Washington, D. C.

863,081. Manufacture of alimentary products. Philip Muller, Jr., Frankfort-on-the-Main, Germany.

863,085. Manufacture of beverages. Leopold Nathan, Zurich, Switzerland.

863,086. Can. Edwin Norton, New York, N. Y., assignor to Automatic Vacuum Canning Co., Chicago, Ill.

863,349. Pan skipping device for cracker cutting machine. Albert Bleille, Dayton, Ohio.

863,110. Fruit and vegetable cutter. Henry Smithson, Ortonville, Minn.

863,340 Cheese cutter. C. M. Wright, Anderson, Ind.

863,559. Ice cream can. J. J. Snigo, Pittsburg, Pa.

863,572. Packing bin. C. F. Mathers and A. R. Stevens, Riverside, Cal.

Patents issued August 20, 1907.

863,621. Butter mold. Lora M. Medbury, Alameda, Cal.

863,696. Friction-top can. C. S. Breckenridge, Chicago, Ill., assignor to American Can Co., New York, N. Y.

863,717. Meat tenderer. F. C. Jamison, Philadelphia, Pa.

863,721. Friction-top can. B. H. Kannenberg, Chicago, Ill., assignor to American Can Co., New York, N. Y.

863,722. Dough kneading machine. Alice E. Kelly, Mankato, Minn.

863,738. Toaster. F. J. Mashaw, Billings, Mont.

863,926. Process of preserving meat. Ludwig Kurz, Hagenau, Germany.

863,974. Method of making a food product. W. O. Emery, Crawfordsville, Ind., and Joseph Nerking and Otto Paul, Bonn, Germany.

863,976. Process of making yeast. C. H. Foit, Ironton, Ohio.

863,978. Meat coloring and curing compound. E. P. Gaines, Texarkana, Tex., assignor of one-half to F. G. Edmiston, same place.

863,980. Ice cream freezer. H. J. Gerner, Canton, Ohio, assignor to Mary Gerner, same place.

863,982. Dough raiser. Minta M. Gill, Turtle Creek, Pa.

864,028. Sugar wafer machine. F. M. Peters, Chicago, Ill.

864,065. Green corn husker. C. H. Bennett, Mount Morris, N. Y.

864,091. Ice cream freezer. H. J. Gerner, Niagara Falls, N. Y.

864,119. Cheese cutter. W. L. Bridges, Indianopolis, Ind.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For coffee and tea. Wood, Pollard & Co., Boston, Mass. The words "Crest Quality" and a representation of a wreath inclosing a shield which is flanked by supporting horses and surmounted by an arm holding a blade.

For spaghetti, vermicelli, macaroni and noodles. A. Zerega's Sons, New York, N. Y. The word "Glutoroni."

For tomato sauce. Vincenzo Del Gaizo, Naples, Italy. A label containing two panels, one showing the words "Estratto Pomidoro," a representation of a man's face and a representation of a woman with a basket on her arm and standing beside a large tomato, the other panel containing the words "Conserve Allimentari V. Del Gaizo S. Giovanni a Teduccio Presso Napoli casa propria Italy."

For pickles, catsup, capers, salad oil, olive oil, olives, vinegar, Worcestershire and analogous sauces, pepper sauce, India relish and mustard. Alart & McGuire, New York, N. Y. The word "Seal" upon disk having a serrated edge. Also the words "Gold Seal" upon a disk having a serrated edge upon which rest two seals.

For cleaning compounds. C. W. Nicholas, Boone, Iowa. A representation of two crossed hands.

For glucose, grape sugar and potato starch syrup. Norddeutsche Kartoffelmehl-Fabrik mit beschrankter Haftung, Gustrin, Germany. The letters "R. & W." and a representation of two crossed anchors.

For coffee and tea. Oliver-Finnie Co., Memphis, Tenn. A representation of a rooster and the words "Something to Crow About."

For tea. W. N. Banks, New York, N. Y. The words "Crane Chop" and a representation of a crane supporting a bag at the top of which are the letters "S. G. & Co."

For a cereal substitute for coffee. Cissna Cereal Coffee Co., Cissna Park, Ill. The letters "C. C. C. C."

For crackers, biscuits and cakes. Shelby Biscuit Co., Richmond, Va., and Memphis, Tenn. The word "Dixie." Also a representation of a cotton bloom within an annular band containing the words "Shelby Biscuit Company, Memphis, Tenn."

For soap. The M. Werk Co., Cincinnati, Ohio. A panel containing the words "Werk's Tag Soap, Cincinnati. The M. Werk Co." and a representation of a seal in one corner showing the word "Werk" and a box of soap.

For soaps. The Mexican Medicine Co., Los Angeles, Cal. The word "Mexaline" between red and green rectangular panels.

For coffee. A. L. Shinners, St. Paul, Minn. The word "Delsarto."

For cereal breakfast foods, cornmeal, rice, flour, hominy-grits and pancake flour. The word "Corno" within a circle.

For flour. Thompson Milling Co., Lockport, N. Y. The words "Pride of Niagara" and a representation of a small girl and a number of sheaves.

For flour. Moseley & Motley Milling Co., Rochester, N. Y. The words "White Sponge" and a representation of a balance showing sponge in one pan and a loaf of bread in the other pan.

For flour. Eagle Roller Mill Co., New Ulm, Minn. The words "Daniel Webster" and a bust portrait of Daniel Webster.

For canned oysters, salmon, sardines, herring and codfish. John Blauls Sons Co., Burlington, Iowa. A monogram composed of the letter "B" repeated three times.

For detergents. Lever Bros. Co., Portland, Me. and Cambridge , Mass. The word "Geisha."

For ice cream and frozen puddings. The Semon Ice Cream Co., New Haven, Conn. The words "Cream of Perfection" on a circular red field.

For vegetables. The Bermuda Green Vegetable Growers' Association, Hamilton, Bermuda. A representation of a five-pointed star within a circle with the letters "B. G. V. G. A." in the spaces between the points of the star.

For fish dressing machines. Smith Cannery Machines Co., Seattle, Wash. The words "Iron Chink."

For olive oil. Boericke & Tafel, New York, N. Y.; Philadelphia, Pa.; Chicago, Ill.; Cincinnati, Ohio; Allegheny; Pa., and Baltimore, Md. The letters "B. & T." in white on a black semi-circular field from which depends a black semicircle.

For flour. The Higginsville Milling Co., Higginsville, Mo. A representation of a young woman in Indian costume standing in a canoe.

For soaps. E. W. Holden, New Orleans, La. The word "Wood."

For chewing gum. Gum-Lax Manufacturing Co., Newark, N. J. The word "Gum-Lax."

For chocolates, candies and molasses candy. The Bradley, Smith Co., New Haven, Conn. The words "Elm City."

For rock-candy, rock-candy syrup, maple sugar and maple syrup. Rigney & Co., Brooklyn, N. Y. The letters "R. & Co." upon a diamond-shaped figure.

For canned corn and peas and tomato catsup. Stewart & Co., Baltimore, Md. The words "City Club Brand" and a banquet scene.

For chocolates and candy. Wallace & Co., New York, N. Y. The word "Regent."

For canned fruits and vegetables, allspice, mace, nutmeg, mustard, cloves, sage, pepper, savory and cinnamon. The McClintock-Trunkey Co., Spokane, Wash. The word "Juno" and a representation of a female head.

For flour. Kansas Milling Co., Wichita, Kan. The words "Aero Flour" upon the side of a sailing air-ship. Also a representation of a seal having thereon the words "Golden Seal" and a representation of wheat-ears.

For chewing gum. E. H. Lee, Detroit, Mich. The word "Jolly."

For bicarbonate of soda. J. C. Grant Chemical Co., East St. Louis, Ill. The words "Gold Leaf Soda" and a representation of a leaf.

For fruit juices. California Grape Juice Co., Los Angeles, Cal. The word "Angelus."

For baking powder. J. C. Grant Chemical Co., East St. Louis, Ill. The words "Buttercup Baking Powder" and a representation of a field of buttercups.

For eggs. A. L. Jaenicke, Hillsboro, Kan. The word "Sunflower" and a representation of sunflowers.

For canned salmon. Gorman & Co., Seattle, Wash. The words "Square Deal" and a representation of a square.

For pretzels. Oakdale Baking Co., Philadelphia, Pa. The word "Midgets."

For coffee and tea. Baker & Co., Minneapolis, Minn. The words "Barrington Hall" and a representation of a house.

For coffee extract or essence. Philip Bachert, Buffalo, N. Y. A representation of a buffalo.

For flour. Hezel Milling Co., East St. Louis, Ill. The words "United States Standard" and starch.

For flavoring extracts. Grand Union Tea Co., Brooklyn, N. Y. The letter "T" flanked by the letters "E and A" within a triangle, the whole inclosed within a circle with the words "Grand Union Company" in the spaces between the sides of the triangle and the circle.

For soap. The Southern Cotton Oil Co., Jersey City, N. J. The word "Magnolia."

For flour. American Hominy Co., Indianapolis, Ind. The words "Daily Bread" on a band with a seal between the words.

For candy. Philip Wunderle, Philadelphia, Pa. The word "Kid."

For portable bake ovens. Middleby Oven Manufacturing Co., Chicago, Ill. A representation of an oven and the words "A Brick Oven That Can Be Moved."

For teas and coffees. The McGee Mercantile Co., Victor, Colo. The words "Golden Glow."

For flour. Douglass & Ash, Forest, Ohio. The words "Electric Light" and a representation of an electric light lamp.

For catsup, chili sauce, chutney relish, salad dressings, table sauces, horseradish, fruit preserves, jellies, marmalades, butters, pickles, vinegar, olives, mince-meat, dried and evaporated fruits, beans with tomato sauce, stuffed melon, pepper mangoes. E. C. Flaccus, Wheeling W. Va. The words "Steer's Head" and a representation of a steer's head.

For cream of tartar, bicarbonate of soda, and saleratus. John Bird Co., Rockland, Me. The words "Three Crow" and a representation of three crows perched on a fence rail.

For mushrooms, cepas, canned vegetables, jellies, truffles, capers and olives. Von Breman, MacMonnies & Co., New York, N. Y. The words "La Diane" and a representation of the goddess Diana.

For chocolates and candy. Wallace & Co., New York, N. Y. The words "Federal," Crown" and "Colonial."

For soap. The M. Werk Co., Cincinnati, Ohio. The words "Werk's Tag Soap; Save the Tags," the word Tag being in white on a black elliptical field.

For flour. Climax Milling Co., Hopkinsville, Ky. The word "Ladder" and a representation of a step ladder.

For chewing gum. The Wilson Chewing Gum Co., Baltimore, Md. The words "Chewit Gum" and a monogram "B. B."

For flour. The Hall & Woods Co., Lima, Ohio. The words "Pride of Lima."

For tea. Mcnown & Gregory, St. Louis, Mo. The word "Cosmo."

For coffee. Baker & Co., Minneapolis, Minn. The words "Barrington Hall."

For canned corn. Watkins Packing Co., Odessa, Del. The words "The Watkins Glen" and a representation of a waterfall.

For canned fruits and vegetables. Wayne County Canning Co., Marion, N.

Why YOU need us—NOW.

Your present needs are extraordinary.

Equally extraordinary are the provisions we have made for them.

You know our possibilities—with our own buyers all over the world taking FOUR-house quantities, which we sell by Catalogue Only.

Does our performance come up to our possibilities—right now—for YOU?

Is there any question of greater importance—to YOU? Can you **afford** not to KNOW?

And it is easy to know. Our current catalogue "tells it all"—is yours for the asking—and its number is D 651.

Shall we send it—to YOU?

Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO

ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE, DALLAS

Y. The word "Marion" in white on a black elliptical field.

For spices. Woolson Spice Co., Toledo, Ohio. The words "Golden Sun."

For macaroni and vermicelli. Liberty Maccheroni Manufacturing Co., Buffalo, N. Y. A representation of the statue Liberty Enlightening the World.

For bread. Henry Matthaei, Kansas City, Mo. The word "Teddy."

For flour. Sheffield-King Milling Co., Minneapolis, Minn. A representation of a man holding a bag of flour on which appears medals and the words "Gold Mine."

For flour. The Western Star Mill Co., Salina, Kan. The words "Golden Crest."

For cheese. W. J. Eldridge, Aurora, Ohio. The words "Magnolia Factory Brand" and "X X X X Goshen Cheese Brand."

For soap. Dietrich Rumsfeld, Kansas City, Mo. A landscape showing a woman in a lounging position.

For tea. Swain, Earle & Co., Boston, Mass. The words "Te'r Kymry."

For tapioca and sago. Griggs, Cooper & Co., St. Paul, Minn. The word "Home" and a representation of a house.

For nuts and nut foods. The Squirrel Brand Co., Cambridge, Mass. The words "Squirrel Brand."

For salt. Worcester Salt Co., Silver Springs and New York, N. Y. A representation of a banner with the words "Worcester Brand Salt" thereon.

For starch. A. F. Hogue, Lowell, Mass. The word "Nemock."

For baking powder. The Creamery Baking Powder Co., Indianapolis, Ind. A yellow panel containing a blue circle inclosing a representation of a sheaf and a blue scroll above the circle.

For canned fruits and vegetables. H. F. Hemingway & Co., Baltimore, Md. The words "P. Wheeler & Co."

For coffee. Dunn & Powell, Little Rock, Ark. The words "Silver Seal" and a representation of a seal.

For candies and candied popcorn. National Candy Co., Jersey City, N. J., and St. Louis, Mo. The word "Az-U-Ly-Kit."

For prepared mustard. Netta L. Washburn, New York, N. Y. The words "Royal Dutch Mustard."

For canned fruits and vegetables and dried fruits and catsup. Drake & Co., Easton, Pa. The words "Golden Crown" and a representation of a crown.

For smoked and salt meats. Kingan & Co., Ltd., Belfast, Ireland; Indianapolis, Ind. and Richmond, Va. The word "Richmond."

For flour. Climax Milling Co., Hopkinsville, Ky. The word "Preference."

For olive oil. Herman Kienzler Co., New York, N. Y. The word "Autocrat" and a representation of a young woman in the act of pouring from a bottle into a dish containing food.

For lard. National Packing Co., Chicago, Ill. The words "La Duquesa."

For coffee. W. F. McLaughlin & Co., Chicago, Ill. The words "Manor House." A representation of clasped hands and the letters "X X X X."

For canned corn. Watkins Packing Co., Odessa, Del. The word "Owl" and a representation of two owls perched on a crescent.

For baking powder. The Geiger-Tinney Co., Indianapolis, Ind. The words "Golden Rod."

For brooms. Lee Broom & Duster Co., Lincoln, Neb. The word "Spic-span."

For butterine and oleomargine. J. F. Jelke Co., Chicago, Ill. The word "Maypole."

For canned fruits and vegetables. The Burt Olney Canning Co., Oneida and Albion, N. Y. The words "Echo Brand."

For bacon, ham, sausages and lard. Jacob Dold Packing Co., Buffalo, N. Y. The word "Berkshire."

For soap. A. & F. Pears, Ltd., London, England. A rectangular panel containing floral ornamentation and the words "A. & F. Pear's Transparent Glycerine Soap, Matchless for the Hands and Complexion."

For soap. Dr. Theo. Hartwig, Grafton, Wis. The words "Right's Wrongs" and the signature "Dr. Theo. Hartwig."

For soap. Robinson Bros. & Co., Portland, Me., and Malden, Mass. The words "Bell Rock."

For flour. E. R. Pahl & Co., Milwaukee, Wis. The word "Royal" and a representation of a king with pancakes before him.

For macaroni, spaghetti and flour. Waples-Platter Grocer Co., Denison, Fort Worth and Dallas, Tex. A representation of a flag bearing the words "Wapco Brand."

For soap. Vereinigte Chemische Werke Aktiengesellschaft, Charlottenburg, Germany. The word "Dartring."

For canned and dried fruits and berries, prunes, raisins, citron, orange peel, lemon peel, canned vegetables, kraut, canned hominy, spices, mustard, flavoring extracts, mince-meat, pickles, catsup and vinegar. Carroll, Brough & Robinson, Oklahoma, Okla. The words "First Pick" and a representation of two chicks.

For tea and coffee. The Ginter Grocery Co., Boston, Mass. The words "John Aldan Brand" and a representation of a shield forming a background for the bust of a man in Puritan costume.

For chocolate coated candy. J. G. McDonald Candy Co., Salt Lake City, Utah. The word "Mac-o-Bar."

For flour. Wilkinson, Gaddis & Co., Newark, N. J. The word "Commerce."

For coffee. W. F. McLaughlin & Co., Chicago, Ill. The word "Hiawa."

For flour and coffee. Jones Dry Goods Co., Kansas City, Mo. The word "Acorn" and a representation of an acorn.

For oysters and canned fish. The C. Callahan Co., La Fayette, Ind. The word "Money-Back."

For canned fruits and vegetables. The Burt Olney Canning Co., Oneida and Albion, N. Y. The words "Oneida Chief" and "Pride of Rome."

For chocolates and milk chocolates. Societe Anonyme des Chocolats Fins A. Zurcher, Clarens, Switzerland. A representation of a shepherdess seated on a bench beneath trees.

For coffee and tea. Sellers-Lott Coffee Co., Quincy, Ill. The words "Ben Hur."

A Big New York Concern to Share Their Profits With Retailers.

The Knickerbocker Chocolate Co., of New York, who have for years very extensively advertised their Barker's Hasty Lunch Chocolate and Bedford and Blue Ribbon Cocoas, have recently made an arrangement to share their profits with retail grocers. They have identified themselves with the Manufacturers' Trade-mark Association of New York, and are packing Universal Coupons for dealers with their goods to give them an extra inducement for pushing them.

This proposition should interest grocers everywhere because of the character of this firm and the well-known popularity of its products. Universal Coupons are the most valuable premium vouchers ever issued because they are exchangeable for such high-class merchandise and because they come to grocers from so many sources, they can accumulate enough of them in a short time to entitle them to such articles as roll-top desks, platform scales, delivery wagons and even pianos and automobiles.

In pushing Barker's Hasty Lunch Chocolate, Bedford Cocoa and Blue Ribbon Cocoa grocers are certain of two things which are important—pleasing their trade and getting an extra profit which they can't get with any other chocolate or cocoa on the market.

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE —A magnificent set of fixtures not yet set up, made for a merchant who cannot use them, will be sold at a great sacrifice. These fixtures are unusually handsome, particularly well-made and are all ready for setting up—an opportunity for some merchant to rejuvenate his store for a much smaller sum of money than the same class of goods could be bought under other circumstances. For further particulars address Miller & England, 70th and Woodland Ave., Philadelphia, Pa.

FOR SALE.—In the Slate Belt. Stock and fixtures of a general store. Stock $5,000. Frame store, building 30 x 76, heated by steam. Brick house with 8 rooms, good barn and other out-buildings, large yard and 10 lots. Best of reasons for selling. Sales $12,000 to $18,000. Address X Grocery World. 5

FOR SALE—Controlling interest (carrying good salary) in a good Department Store Co., incorporated. Business started in 1894 incorporated in 1907. A fine opening for a young man, present owner wishes to retire. Address D. S. Co., Grocery World. 5

FOR SALE—General Merchandise, one of the best stands in Northern Pennsylvania, established 50 years. Stock $2,500. No old stock. Sales $20,000 No competition worth mentioning. Postoffice in same building. Pays over $300. Will rent or sell buildings. Failing health cause for selling. Call or address, P. M , Grocery World. 5

FOR SALE—Dwelling and store property, with stock and fixtures of the oldest established Grocery in Lancaster, Pa. Established 42 years. This is a Spot Cash Business. Highly prosperous. Conceded one of the most desirable stands in the city. Stock turned twelve times in a year. Reason for selling, failing health. Address Isaac Swope, 25 Conestoga St., Lancaster, Pa. 4

FOR SALE—Grocery store and dwelling, stock, fixtures, etc. Good neighborhood cash trade, fine stand if properly attended to. Reason for selling owner wishes to retire. This is a snap. Call or write, George C., 101 N. Baxter St , Baltimore, Md. 3

FOR SALE—One of the finest grocery and provision stores in Coatesville, Pa. Right on the main street, doing a business of $20,000 a year with 20 per cent. clear profit. Two good teams and fine fixtures with clean stock. Good reason for selling. Will take about $2,500—will sell at cost. Address A Y Z, Grocery World. 3

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philladelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,000. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

No. 323.—In a good section of South Philadelphia, store 18x30. Does $300 weekly, all cash. Does large tea and coffee business, which increases net profits on whole business to 15 per cent. Stock carried $500. Push cart delivery. Fixed charges low. Owner cannot get reliable manager. Price inventory. Good little dwelling connected.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 327.—On outskirts of Philadelphia grocery, ice cream and confectionery. Only store of kind in place. Store 20x35 feet. Does $350 to $400, two-thirds cash. Good house connected. Second story used for ice cream and restaurant. Stock $600 to $700. Net profits 10 per cent. Fixed charges low and business profitable, but owner cannot attend personally and cannot get satisfactory manager. Price inventory.

No. 328.—In West Philadelphia, store 15x27 feet. Does $500 weekly, all cash. Stock $400; One team, Business thoroughly profitable, netting 10 per cent. Good house. Owner financially independent, and wishes less responsibility. Price inventory.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 331.—In North Philadelphia, good neighborhood. Size of store 20x50 feet. Yearly business $30,000, balance weekly and monthly. Stock $1,500; clear net profits 10 per cent. Uses one team, hiring the horse. Good dwelling connected. Owner's wife ill and must take her to California. Price inventory. This store has been established 40 years.

No. 332.—In West Philadelphia. Size 20x30. Does $350 weekly, two-thirds cash. Stock $500 to $600. Nets 15 per cent. above everything. Dwelling connected. Team if wanted. Owner has not sufficient time owing to other business. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334 —In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 337.—In Germantown, on main business street. Store 30x40 feet. Does $600 weekly, half cash, balance mostly weekly. No dwelling. Stock $1,500. Uses two teams. Net profits 10 per cent. Owner going on farm, and will sell at inventory. Some of the fixtures belong to the real estate and are rented with it. Easy terms to good buyer. This store has been established for 15 years.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WILL EXCHANGE FOR TRUCK FARM

Grocery located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory, Owner will sell for cash or exchange for good city property or truck farm within 15 miles of Philadelphia. The store will run about $3,500; if property exchanged is worth more will pay the difference in cash.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

AN UNUSUAL BUSINESS

We offer now a wonderfully profitable business in meats, poultry, butter and eggs. Located near Philadelphia. Does $1800 weekly, 65 per cent. cash. Average stock is only $1000 as it is turned very rapidly. Uses two teams. Nets clean profits of 12½ per cent. Real estate if wanted. Owner started this business thirty three years ago and wants to retire. Does some small manufacturing, such as sausage and has fully equipped plant. Price complete, which is simply inventory, is about $7000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONLY STORE IN THE PLACE.

We offer the only grocery store in a high-grade Philadelphia Suburb. Under restrictions no other store can be built there. The owner has another business to which he wishes to devote his entire time, and will sell the place at inventory, asking nothing for good will, though the business is unusually valuable. Store 16x50 feet, with two storerooms, does $13,000 yearly, all gilt-edged. Stock about $2,000; uses three teams. Dwelling connected. Actual net profits 8 per cent. The business is open to the very deepest investigation. Teams and fixtures will inventory around $1000 to $1200, and the stock around $2000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

FOR RENT.

FOR RENT—Large General Store (owned by the undersigned estate) in Quarryville, Lancaster County. Pa. This Borough has a population of about 800. Is the terminus of two steam railroads, a trolley line and two new state turnpikes. It is the only town of any considerable size in the ten lower townships of Lancaster County, and commands a large proportion of their patronage. It has two banks, and does more business in a week than most towns of its size in a month. In fact, during the year of 1907, it is carefully estimated to have exceeded $800,000, not including the money paid out in the borough for tobacco which will amount to about $150,000 yearly. The borough has, besides this store, one large general store, carrying every line, and one smaller general store, one small grocery and a large hardware store. This store has enjoyed a large patronage for half a century. The location is the best in the borough, and in the midst of the town's

business activity, within 200 feet of the depot of the Lancaster & Quarryville Railroad, the Lancaster, Oxford & Southern Railroad, the freight station and the terminus of the trolley line. The building is large, well-lighted, and is undergoing repairs; it has a fine cellar. It will be rented on good terms. The opportunity for an energetic man to establish a fine business in one of the best towns of its size is here afforded. A renter will not be handicapped with a stock of old goods, as the building is entirely empty and ready for immediate occupancy. For any further information address George W. Hensel's Estate, Quarryville, Lancaster Co., Pa. tf

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

Do You

handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?

If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about

German Fir

Dilliard Remedy Company
EAST BANGOR, PA.

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia



Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, delivered. Book 10-B free. **Absorbine, Jr.,** for mankind, $1.00 bottle. Removes Soft Bunches, Cures Varicose Veins. Allays Pain. Genuine, mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Would You Like to Make More Money on Foreign and Domestic FRUIT?

If you would write us, we will tell you what to buy, when to buy and where to buy. We know this business like you do yours, and we expect to make you a customer by showing you how to increase your profits.

If you want to keep posted on the Foreign and Domestic Fruit and Produce Market, write

R. DAETWYLER & CO.
New Market and Callowhill Streets
PHILADELPHIA

FOREIGN AND DOMESTIC FRUITS,

Under the direction of

R. DAETWYLER & CO.,
N. E. Cor. Callowhill and Newmarket Streets.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on Prices ruling Monday, January 20th. Terms, net 10 days.
First orders must be accompanied by references.

FRUITS THAT PLEASE.

IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.	
Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch
We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.	
Cocoanuts, 100 to bag	$3.25 per bag
FANCY FLORIDA ORANGES.	
Fancy Brights, 126 size, per box	$2.50
Fancy Brights 150-176 size, per box	2.25
Fancy Brights, 200-216 size, per box	2.00
Fancy Brights, 250 size, per box	2.00
Golden Russetts 10 to 15 cents per box less than above prices.	
FANCY FLORIDA GRAPE FRUIT.	
Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's, per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00
CALIFORNIA WASHINGTON NAVEL ORANGES.	
Fancy quality, 96 and 112 to box	2.75
Fancy quality, 126 to box	2.50 to 2.75
Fancy quality, 150-176 to box	2.75
Fancy quality, 200-216 to box	2.50
Fancy quality, 250-288 to box	2.35
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.40
Extra choice, 150-176 to box	2.50
Extra choice, 200-216 to box	2.40
Extra choice, 200-250 to box	2.35
CALIFORNIA LEMONS.	
Fancy quality, 300 to box	$3.25 to $3.50
Fancy quality, 360 to box	3.50
Fancy quality, extra large, 270 to box	3.25
Choice quality, 240 and 270 to box	275 to 3.00
Choice quality, 300 to box	3.00
Choice quality, 360 to box	3.25
MESSINA LEMONS.	
Fancy Messina, 360 size, per box	3.25
Choice Messina, 300 size, per box	3.25
Choice Messina, 360 size, per box	3.00
ALMERIA GRAPES.	
Fine Quality, kegs, 61 lbs.	$4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good Quality, kegs, 62 lbs.	3.50
Good Quality, kegs, 60 lbs.	3.00
NEW CROP PERSIAN DATES.	
Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds per lb.	.08
NEW CROP TURKEY FIGS.	
Extra fancy quality, 10 to 12-pound boxes, per pound	0.10
Extra fancy quality, 4-crown, 10 to 12-pound boxes, per pound	0.09
Extra fancy quality 3-crown, 10 to 12-pound boxes, per pound	0.08
Fancy quality glove boxes weighing about 14 ounces, per box	0.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	0.14
FANCY JERSEY SWEET POTATOES.	
Fancy Prime, per barrel	$5.00 to $6.00
Choice Prime, per barrel	
Fancy Medium, per barrel	4.00
Choice Medium per barrel	2.00 to 2.50
CRANBERRIES.	
Cape Cod, fancy, large	$8.00
Cape Cod, Early Black, per bbl.	6.50
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.25
Fancy Jersey, medium dark	2.00

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ..... per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ..... per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1 45
Belle Brand, 2 doz	1.00
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	1.00
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz	2.95
Fair Quality, 3s	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	1.95
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.50
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	9.25
Grisetta, with key, 100 cans	8.50
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	1.35
Strawberries, 2 lb., 2 doz	1.50
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.11
Evaporated, 1 lb. packages, 4 doz	12
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.13
Best, 25 lbs	15
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	.08½
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ..... per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	.06½
Stuffed, 1 lb ..... per doz.	
New Prunes—	
30- 40, 25 lbs	.09½
40- 50, 25 lbs	.0
50- 60, 25 lbs	.08½
60- 70, 25 lbs	.08
70- 80, 25 lbs	.07½
80- 90, 25 lbs	.07
90-100, 25 lbs	.06½
100-120, 50 lbs	.04¾
Raisins—	
3 Crown, 50 lbs	.08½
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ..... per box	2.00
Seedless Sultana, 50 lbs	.07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¼
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.03¾
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ..... per cwt.	.95
Shaker, 2 doz. in case ..... per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2 25
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¼
Imported Lima Beans, about 90 lbs. to sack	.06¼
Split Peas, 210 lbs ..... per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.08¾

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.42
Kingsland, N. O	.33
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2¼ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.35
Hires' Silver, 4 doz	4.65
Square, 4 doz	3.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.60
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75
Van Camps, 4 doz, in cans ..... per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ..... per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ..... per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2 25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil Sau	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2 50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dbton Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 3 dozen	per case, 2.80
Quarts, 2 dozen	per case, 2.80
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen	per case, 1.95
Tins, 2½-lb., 2 dozen	per case, 2.30
Tins, 3-lb., 2 dozen	per case, 2.50
Tins, 5-lb., 1 dozen	per case, 2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	40.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30 00
Medium Irish 2s, count 450	22.00
Norway, count 400@450	25 00
Norway, count 300@350	28.00
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
	Per lb.
Codfish—	
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.19
Bloaters, Cromarty, 100s	1.75

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
hoicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.60
onchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleacned	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.25@.35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2⅛s, unpeeled Calif.	5.75
Medium green 2⅛s, Calif	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cnt	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1 10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3 75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2 90
Beets—	
Fancy Strawberry 3s	1.40@1 60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1 40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2⅛s	3 20
Extra standard 2⅛s	2 65
Standard 2⅛s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2⅛s	3.75
Extra standard White 2⅛s	3.50
Standard White 2⅛s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2⅛s	3.10
Extra standard 2⅛s	2.75
Standard 2⅛s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2⅛s	
Standard 2⅛s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2⅛s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2⅛s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2⅛s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1⅛s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	4.50
Flat ½s	2.50
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	
Choice Red 1s	1.20@1.25
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ⅜s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb.
Seeded Raisins—	
Fancy, 1-lb. cartons	.11
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	
2½-in., 12 lbs	.10¾
2¼-in., 12 lbs	.09½
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.10½
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.07¾
Citron—	
According to quality	.19@.22
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05¾
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.15
30x40, choice	.11
40x50, choice	.09
50x60, choice	.07¾
60x70, choice	.07¼
70x80, choice	.06¾
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in cartons—	
Fancy 40x 50	.11½
50x 60	.10
60x 70	.09¾
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs.	.10¼
Choice, 1-lb. cartons	.12½
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.15½
Extra Choice Muir	.14½
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.26
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40 @.46
Valencia, 28 lbs	.33 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15¼
Hard Shell, 100 lbs	
Brazils—	
New, large, 130 lbs	.11¼
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10 @.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.16
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Redneed quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	14.50@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ⅛s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.06@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Print Butter	7

DECLINES.

	Column.
Eggs	27
Lentils	29
Dressed Turkeys	45
Live Poultry	45
Pure Lard	44

ADDITIONS.

	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	56 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	56 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	30
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	1
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge, XXXX	5.15
" Powdered	5.15
" Crown A	5.35
" Crystal A	5.00
" Coarse Granulated	5.25
Eagle Tablets	6.30
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.25
Powdered	5.10
Extra Fine Granulated	5. 0
Coarse Granulated	5.10
Granulated	5.00
Fine Granulated	5.00
" in 50-lb. bags packed 2 in 100-lb. bag	5.05
" in 25-lb. bags packed 4 in 100-lb. bag	5.05
" in 10-lb. bags packed 10 in 100-lb. bag	5.15
" in 5-lb. bags packed in bbls	5.20
" in 5-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. bags packed in bbls	5.30
" in 2-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. cartons in cases	5.20
" in 2-lb. paper packages in cases	5.20
Confectioners' A	4.80
1—Keystone A	4.75
2—American A	4.70
3—Centennial A	4.65
4—California A	4.60
5—Franklin B	4.55
6—Keystone B	4.50
7—American B	4.45
8—Centennial B	4.40
9—California B	4.35
10—Franklin Extra C	4.30
11—Keystone Extra C	4.25
12—American Extra C	4.20
13—Centennial Extra C	4.15
14—California Extra C	4.15
15—Franklin C	4.10
16—Keystone C	4.10

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	17 @ 38
Ceylon—Common to Fine	17 @ 40
English Breakfast—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	Per lb.
Lipton's Teas—	In ½ & lb. / In ¼ lb.
Ceylon and India, No. 1	.45 / .47
Ceylon and India, No. 2	.40 / .42
Ceylon and India, No. 3	.35 / .37
Black and Green, No. 1	.45
Black and Green, No. 2	.40
English Breakfast, No. 1	.45
English Breakfast, No. 2	.40
Formosa Oolong, No. 1	.45
Formosa Oolong, No. 2	.40
Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00	
Levering Coffee Co.—	
Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea	.50
Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas	40
Tetley's Tea—	Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	
½-lb. tins,	per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades	per doz. .90
Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25
Spring Garden Tea—	
100 lb. barrels	per lb. net .18
5 lb. silver bags	" " .19
1 lb. silver bags	" " .19½
½ lb. silver bags	" " .20
¼ lb. silver bags	" " .21
Packed in cases containing 100 pounds.	

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10 c. size, 4 doz. per doz.	.84
Cleveland's, ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder :—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass. 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder :—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

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Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purity Brand 5 " ½ " "	6.00
" 1 " 1 " "	1.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Saotos Peaberry, extra fancy	.12½
" Fancy	.09½@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ¼ and ½ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.16¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.10½
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½

Lipton's Blended Coffee—

Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—

Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¾	15 3/16
Lion	13⅜	13¼

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Salndo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.2e

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triuofo, 24 2-lb. caos	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartoos	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35

Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¼

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Dilier's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.7e
" " Improved " "	2.15
Chicory, Selig's, 65's	.05⅞
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	8.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB. bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Beogal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.33
" First, "	.31
" Second, "	.29
" Third, "	.27
" Imitation, 30-60 lbs	.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.34
Ladles, 30-60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 80-50-lb. bxs.	.37
B. B., E. D. brands, 80-50-lb. boxes	.36
J. J., C. V., Gilt Edge, Gold Medal, 80-50-lb. boxes	.35
Sbeaf ("400") Elgin, 80-50-lb. boxes	.34
Sbeaf	.30-.33
B. S. Gilt Edge, cartons	.38
Gurnse, pounds or half pounds	.36
Belle Spring	.34

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅞
" 16's, "	.11¾
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¾
Peerless " " "	.10¼
Bright Light, " " per box	2.50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1½	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.20
Mason's, quarts, per gross	4.45
Mason's, half-gallons, per gross	6.20

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Jelly Tumblers—	
Barrels, 22 doz., per dos.	.16½
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.7e
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	.45
" medium, 1 dos. cartons, "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage, "	.25
" Thyme, "	.25
" Savory, "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ dos. Savory, per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
¼-lb. cartons, 1 doz., per dos.	.4e
½-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz., per dos.	.90
¼-lb. square cans, 2 doz. "	.80

CANNED GOODS.

Tomatoes—	Per Dos.
Mrs. Hancock's Frying	1 25
Frying, Good Luck Brand	1.15
DuBois' Frying	1.12½
Jersey King, No. 3, Standard Jersey	1.00
Blue Hen Chickens, No. 3	.95
Rio Grande, fancy, Jersey	1.05
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.70
Plantation, No. 10, 1 doz	2.85
Bull Dog, No. 2	.67½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1 05
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Cloister, fancy N. Y	1.45
Mikado, Penna., fancy	1.00

Caricol *stands for* **Pleased Customers**
Pleased Customers *stand for* **Profits**

Caricol is the Tea on which you can make 160 per cent. profit because it has been blended by one who has spent a lifetime finding out how to please the majority of the people. If you will get a sample and prices from us you will understand why we have sold tons of it.

Thomas Martindale & Co., Philadelphia, Pa.

You Can Use Kerosene Gas or Gasoline

The **Acme Peanut Roaster** is equipped to use either of the three and give the same results—*i. e.*, perfectly roasted peanuts in the smallest amount of time, with the least expense and no labor.

The **Acme Peanut Roaster** is the cheapest and yet the most effective automatic roaster on the market. By its use you can earn at least from one to three dollars per day more than you now are making, and have an added attraction in your store. Full particulars and price on application.

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.



Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY



What's in a Name?

We'll tell you. We have picked out the name **Apelpi** for our Evaprated Apples, so that every tiuie it is thought of particular people will think of the finest fruit of this kind ever put on the market.

We have adopted the seutence, "The bottoui as good as the top," because that is unusual with evaporated apples, and we pride ourselves on the fact that it applies to ours. Put them in, and your troubles in this directiou are over.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON
Distributers

28 So. Front Street
Philadelphia, Pa.

—9—

Boyer's, 2s	.82½
Acorn, 3s	1.05
Acorn, No. 2	.77½
Safe, No. 2	.60
White Wax Beans—	
Acorn	.75
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	1.05
Narragansett, No. 2, tomato sauce	.97½
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.47½
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.52½
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	2.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sance—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.65
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.92½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.85
Shoe Peg, Osborn's	.75
Mark, crushed	.75
Rex, No. 2, Fancy Whole Grain	.70
Vanity, No. 2, Whole Grain	.67½
Royal Exchange, Whole Grain	.65

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Peas—	
French, very fine, 100 cans	14.50
French, fine, 100 cans	12.00
French, medium, 100 cans	11.00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.57½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.00
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	4.00
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.92½
Andrews & Co., No. 2	.55
Silver Lake, No. 10, 1 doz	2.25
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.40
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2 30
Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½

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Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1 90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	3.50
Keystone, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, heavy syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.85
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.55
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.90
Defence, No. 2	2.10
Pine-apple—	
Phonograph, grated, No. 2	2.00
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Orange Grove, E. & C., No. 2	1.50
Singapore Chunks, No. 1½, 4 doz	1.10
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.05
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Tan Chop Hln, ¾-lb. chunks per dos.	.80
" 1 " " "	.87½
" 1½ " " "	1.17½
" 1¾ " sliced "	1.35
" 1¾ " grated "	1.35
" 2½ " whole "	2.85
Packed in their own juice :—	
1½-lb. chunks, extra heavy syrup...per doz.	1.45
1¼ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	
Star, No. 1, 4 doz	1 05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2.50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 2, 2 dos	2.45
Underwood, sonsed, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.02½
Boyer's, No. 2, 2 doz	1.90
M. & B., No. 1, 2 doz	1.00
Stewart's, No. 2, 2 doz	1.95
Stewart's, No. 1, 2 doz	.95
Victory, No. 1, 2 doz	.97½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.82½
Salmon—	
Foust, Sockeye, 1 lb, flat	1.82½
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.



Unbroken Eggs Mean Unbroken Profits



We will show you how to deliver Eggs without breaking them—this will interest your customers some, and it should interest you *more*.

We will show you that a small portion of the money you save by not breaking Eggs will equip you with our carriers, and that the balance will represent profit.

We will show you this in *figures*, so there will be no more question in your minds about it than there is in ours.

Star Egg Carrier & Tray Mfg. Co., Rochester, N. Y., U. S. A.

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Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

Chancerelle, ⅛s, key	25.00
La Champagne, ⅛s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	17.00
Cadeau, ¼'s, key	25.00
Imported—	
French,	
⅛s, Martels	9.75
¼s, Martels	13.25
Morel, ⅛s, boneless	17.50
¼s, Aurora, smoked	8.00
Mustard—	
⅛s, Irma, 100 cans	3.40
⅛s, Eureka, key, 100 cans	3.27½
⅛s, Luncheon, 100 cans	3.10
⅛s, Fox, 100 cans	3.40
⅛s, Underwood's, 50 cans	3.95
⅛s, Irma, 50 cans	3.45
⅛s, Harbor, 48 cans, wrapped	3.40
⅛s, Booth's, 50 cans	2.75
⅛s, Continental, key, 48 cans	2.50
⅛s, Blanchville, 50 cans	2.30
Oil—	
⅛s, Irma, 100 cans	3.65
⅛s, Continental, key, 100 cans	3.40
⅛s, Le Baron, 100 cans	3.20
Gold Label, ⅛s, oil, 100 cans	6.40
" ⅛s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.45
Glass, No. 1, 2 doz	2.45
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.82½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.75

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.67½
Beechnut Bacon, No. ½, glass jars	1.60
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ¼ doz	5.00
Schimmel's, assorted. 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.85
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.85
Julienne	3.15	1.75	1.85
Printanier	3.15	1.75	1.85
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.85
Mock Turtle	3.15	1.75	1.85
Tapioca Creey	3.15	1.75	1.85
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.85
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.85
Chicken	3.15	1.75	1.85
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.85

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.90
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

It Is Spelled R=A=M=L=Y

If you want to sell a really delightful smoke, get the **real** Ramly, don't take something gotten up to **look** like the Ramly, because there the similarity ends.

No cigarette ever made has jumped into such immediate popularity. It has become famous on its quality alone.

If you put Ramly Cigarettes in stock you will be assured of the permanent patronage of every man to whom you sell a package.

Don't get confused on the name—it is spelled R–A–M–L–Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co. 151 North Third Street

BOSTON, MASS.

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KETCHUP.

urtice's "Blue Label" Tomato Ketchup:—Per Case.	
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

Walter Baker & Co's:—	Per lb.
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.32
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ⅓-lb. size, per lb.	.33
" ½-lb. " "	.34
Premium Chocolate, ⅓s, 12 lbs	.31
" ¼s, 12 lbs	.31½
Best Sweet Chocolate, ¼s	.20
Best Sweet Chocolate, 1-5s	.20
Hershey's—	
Milk, ⅓s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ⅓s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.37
" ½-lb. tins, 6-lb. boxes, per lb.	.36
Wilbur's Chocolate—	
Premium, ⅓s, 12-lb, per lb.	.30
Sweet Clover, ⅓s, 6-lb, per box.	1.65

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ⅓s	.36
Cocoa, labeled, ⅛s	.38
Premium Chocolate, ⅓s	.28
Premium Chocolate, ⅛s	.30
Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ⅓-lb. size, per lb.	.40
" " ½-lb. " "	.41
" Baking Chocolate, ½-lb size	.27
" " " ¼-lb. " "	.29
" Milk Chocolate, 6-lb. box, per box	1.65
" Vanilla, Sweet, 6-lb. " "	2.65
Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ⅓-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ⅓-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ⅓-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ⅓-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 20 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ⅓ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Chocolate:—	
No. 61—⅓ lb. size, croquettes, per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets "	.48
No. 64—¼ lb. " " " "	.48
No. 93—½ lb. " " " "	.48
No. 66—⅓ lb. " " " "	.50
No. 67—½ lb. " " " "	.50
No. 68—½ lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ⅓-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅓s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ⅓s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	
" Premium, ¼s, 12 lb. "	
" " ⅓s, 22 lb. "	
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ⅓-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags, per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
¼-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ⅓-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ⅓-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ½-lb. " 6-lb. "	.31½
" 1-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅓s, 6-lb. boxes	.26½
" ⅓s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
⅓-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.30
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.65
Dime, 4 doz	3.90
Winner, 4 doz	4.65
Baby, 1 doz., glass	1.90
Red Cross	4.60
Peninsular	4.60
Dr. Hand's, 2 doz	3.10
Leader	4.30
Banner, 4 doz	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 70
Peerless, 5c. size, 4 doz	2.20
Yacht, family	3.50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	3.95
Silver Cow, 5c. size, 6 doz.	3.25
Pet, 10-c. size, 4 doz, per case	3.30
Pet, 5-c. size, 6 doz, per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

Per case.



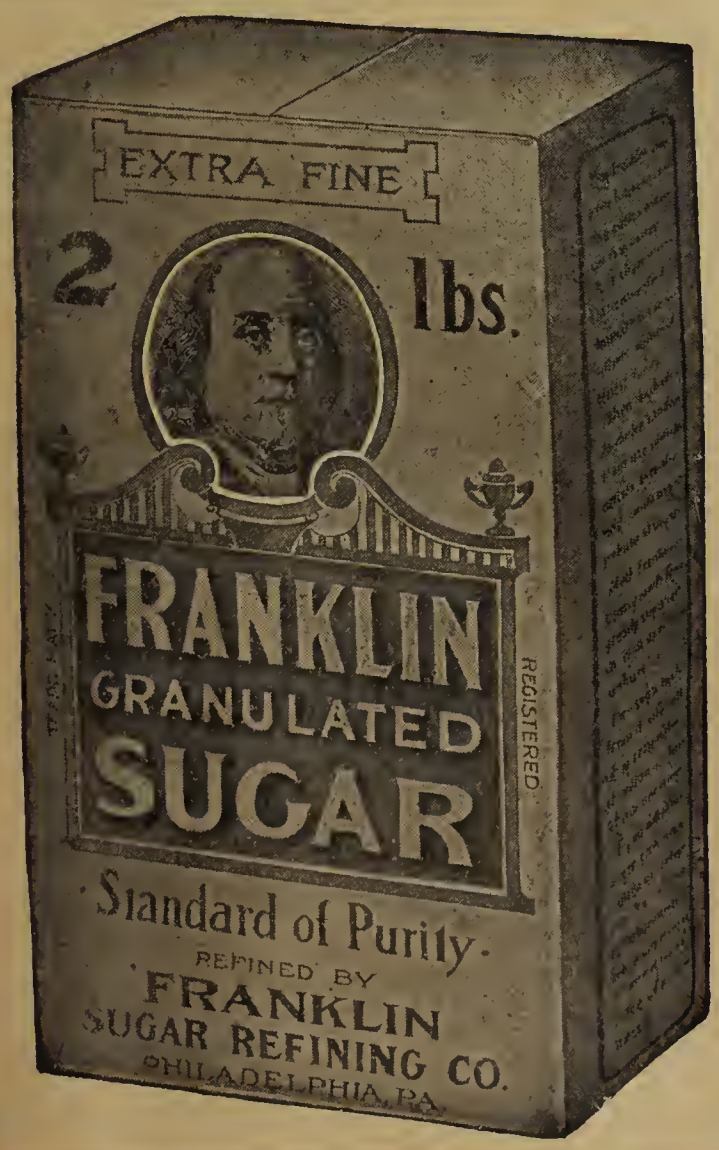
Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-elght 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10



The Sweaty Spots in 1907

Look back over the year 1907—have you saved yourself all the work you could? Or do you see, as most grocers do, places where you've done an unnecessary lot of slaving?

The grocer who saves himself hard labor by modern devices like **Franklin Carton Sugar** is the grocer who stays young and gets the most out of his business.

Imagine all the hard work of digging sugar out of barrels, which you and your clerks did in 1907, rolled into a lump—would you like to do it over again?

Particularly when you reflect that every bit of it could have been avoided?

The work isn't the only saving—you save all overweight and hence all your profit.

Make 1908 easier for yourself.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA PENNSYLVANIA

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅛s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	8.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ⅛-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08⅛	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09⅛	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07⅛	.08
Salted Strips	.08½	.09
S. Itines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1.00
Milk Lunch	1.00
Our Ginger Snaps	.50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Conpecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

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Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars .....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.35-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 8 doz. in case, per doz	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
.....loaf,	.26½
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 18 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
In tin.....per lb.	.26
" 1-lb. tins.....per case	3.85
Camembert, in wood boxes.....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.19
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese .....per lb.	.19
Brick Cheese, No. 1..... "	.18
English Dairy Cheese..... "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box..... "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 doz. in case..... "	2.40
Picnic size, 2 doz. in case ..... "	1.35
Trial size..... "	1.00
MacLaren Imperial Cheese, Club size..per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	8.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box ..... "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.10
Star Cream, or Phila., 12 " .... "	2.30
Miniature Cream, or Phila. 18 " .... "	1.15
Hand Cheese, 8 doz..... "	1.45
" 4 " ..... "	.75
" 4 " Thuringer..... "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box ..... "	1.25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages .....per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " ..... "	2.75
Carlsbad Speck (Imported Bacon) ..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short .....per lb.	.24
" " long..... "	
" Mortadella, Dry .....per lb.	.25
" Knackwurst, 85 in box, per box, $4.75..... .....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less.....	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less.....	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less.....	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less.....	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less.....	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less.....	.21
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less.....	.18
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham..... "	.28
" Petit Delicatess Frankfurters, plain, per doz.....	.90
" Petit Delicatess Frankfurters, with Sauer Kraut.....per doz.	.90
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck..... "	.18
Mettwurst, half-round ..... "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Blutwurst..... "	.18
" Pfefferwurst..... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.....	4.75
" (Derby Brand), quart glass jars per doz.....	5.75
" (Derby Brand), 10-oz. jars, per doz.....	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass..... "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

If You Can't Get French Sardines

And you probably can't, because there aren't many, sell **VITA** Norwegian Sardines. They are packed in Norway, the source of the finest fish products in the world, and only the best autumn fish are used, packed in pure olive oil.

Even more delicious than French sardines. Anybody who likes the French brands will like **VITA.**

F. H. PHILLIPS & CO.

444-446 Greenwich Street NEW YORK

Philadelphia Representative, F. H. FROMM & CO., 10 South Water Street



SEND THEM ANYWHERE

Do you want a brand of flavoring extracts you can send *anywhere* with the certainty that no matter how fastidious and exacting the cook or the housewife, she will be pleased?

Try our **Waldorf** brand of Lemon and Vanilla. If you don't say, when you smell and taste a sample, that you have never seen an extract to quite approach them in strength and smoothness, then we shall be greatly disappointed.

Price, $1.25 per dozen.

PREPARED ONLY BY

HETFIELD EXTRACT AND MFG. COMPANY

370 Greenwich Street, NEW YORK

100 Per Cent. On Spices

Spices are ten times purer to-day than they were before the food laws came; but there are still impure spices on the market. When you buy spices in bulk you have nowhere near the protection that you have when you buy our spices in cartons.

For our spices bear a name that has been at the head of the spice business for ninety-three years—a name that has never gone out over an ounce of impure goods in all that time.

Practically all grocers who sell our quarter pound carton spices are making 100 per cent. on them. Cost 20 cents a pound, yield 10 cents a quarter.

FOUNDED 1815

STICKNEY & POOR SPICE CO., BOSTON, MASS.

—25—

eef Salad, in glass	per doz.	1.00
" in pint jars, glass	"	
" in quart jars, glass	"	1.60
amb tongues, in glass		

OLLAND AND SCOTLAND HERRINGS.

	Kegs	or Pails.
olland Herring, mixed, "Y. M."	½bbl. 5.50	60–75
" milkers, "	½ bbl. 6.50	75–85
" mixed, Standard, bbl.		
½ bbl.	5.50–6.50	
olland Herring, milkers, Standard, bbl.		
½ bbl.		
cotland Herring, mixed, large fulls, bbl.		
½ bbl. 8.00		
" milkers, large fulls, bbl.		
½ bbl. 8.00		
Iarinirte Herring, Imported, abont 40 in pail.		1.25
oll Herring, Imported, about 25 in pail		1.00
piced Herring, Imported, about 40 in pail.		1.00
orway Stockfish, dry per lb.		15
Iatjes Herring per pail		

BISMARCK HERRING.

int size, round tins, with key per tin		.20
uart " " " "		.35
Qt. " " " "		.55
Qt. " " " "		1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand) per keg		.75
" 5-lb. pails per pail		.55
" 10-lb. pails "		1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg per keg		2.75
Russian Sardines, in glass jars per doz.		2.25

NORWAY ANCHOVIES.

Original Package per ½ bbl.		5.50
Repacked in 5-lb. pail per pail		.60
" in 10-lb. pail "		1.10
" in 5-gal. kegs per keg		2.75
" in ½-lb. flat tins per doz.		.95
" in ¼-lb. tall tins "		1.50
" in 1-lb. tall tins "		2.00
Fancy Kegs—1½ keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902 per anker		16.00
Repacked—kegs, about 8 lbs. per keg		3.25
" pint jars per doz.		6.00
" large tumblers "		2.25
" small tumblers "		1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.	19.50
½ " "	10.50	¼ " "	10.50
¼ " "	5.50	⅛ " "	5.50
⅛ " "	2.75	1/16 " "	2.75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask	abont 2000	per cask	
50 " bbl.	" 1200	per bbl.	
15 " keg	" 500	per 100	
10 " keg	" 300	"	1.00
5 " keg	" 150	"	
10 lb. pail	" 50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse) per lb.		.18
Spitzkngeln "		.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.50
Green Kern per lb.		.10½
Potato Flour "		.08
German Dried Pears "		.14
Dried Mushrooms "		.60–.100
Juniper Berries "		.08
St. John's Bread "		.05
Bay Leaves "		.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

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EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.28
Western	24–27
Storage	.23

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15½
New York, Full Cream, new, 1st's, 40-lb. bxs.	14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.27
Anchovies, in oil, ⅝ bottles	4.50
" " ½ "	3.25
Anchovy Paste, fancy, per doz.	4.75
" plain, per doz.	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ⅛ gallon kegs	1.50
" " Quart, glass per doz.	7.00
" " bottled, ⅓ size per doz.	2.35
" " " ½ " "	1.90
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " 12 " "	5.00
" small " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz.	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.85
" ¼'s	5.50
" ½'s	10.50
" 1's	20.00
French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.00
Kippered Herring, 6 doz. in case per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Armour's Beef Extract, 2 oz., "	4.45
" " " 4 oz., "	8.20
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	28.00
Choice, 100 tins per case	26.00
Extra, " "	
Hotel, " "	24.00

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Truffles, ⅛ per tin,		.30
" 1/16 "		.55
" ¼ "		1.15
" ½ "		2.25
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz.		2.25
" Figs in Cordial, 1 doz., per doz.		5.00
Bishop's Figs in Cordial, 1 doz., per doz.		6.50
Crystallized Ginger, 1-lb. tins, per doz.		4.00
" " ½-lb. " "		2.25
Rose's Lime Julce, per doz.		3.60
Victor Rose Water, per doz.		2.25
" Peach Water, per doz.		2.25
Pitted Olives, per doz.		5.25

FLOUR.

	Per Bbl
King Midas	6.80
Gold Medal	6.45
Millbourne	6.35
On Top	6.70
Ceresota	6 40
Pillsbury's Best	6.45
Taylor's Fancy	5.50
Semper Idem	5.00
Pride of the West	5.25
Sunbeam	5.15
Qnaker City	6.05

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	2.85
Franklin Pancake, 30 2s	3.50
Uncle Jerry's Pancake, 40 packages	2.50
Hecker's Buckwheat, 32 3s per case	4.10
Hecker's Buckwheat, 64 1½s per case	4.60
Hecker's Flapjack Flour, 24 packages	1.90
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3.00

HONEY.

Domestic, barrels per gal.		.69
Selser's, lunch bottles, 2 doz. per doz.		.95
Selser's, medium bottles, 2 doz. per doz.		1.35
Schimmel's, 10- oz. bottles, 2 doz. In case		1.45
" 6- oz. " " "		.95

"I Wish I Had Some Real Gelatine"

Every day some woman in your town bemoans the disappearance of old-style gelatine--the clean, delicious, melting kind, flavored with lemon, that we learned to like on our mother's table.

Old-style gelatine has not disappeared, though at times it has seemed to be snowed under by the flavorless imitations that hide their worthlessness behind bright colors.

Chalmers' Gelatine is old-fashioned gelatine—nothing in it but purest calves' stock and spring water. Your customers want it.

James Chalmers' Sons

Williamsville, N. Y.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2.00
" " table, 100 lbs	1.95
Western yellow, 100 lbs	1.65
Western white, grsnulated, 100 lbs	1.65
Mother's, 36 packs	
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.06
Marrows, Fancy N. Y. State, grain bags bush	2.27½
Medium, Fancy N. Y. State, grain bags, bu.	2.32½
Pea, fancy, N. Y. State, grain bags, bushel	2.32½
Pea, fancy, Michigan, grain bags, bushel	2.35½
Red Kidneys "	2.20
Peas—	
Green, per bushel	2 05
Scotch "	2.25
Split, yellow "	2.15
" green "	
Lentils—	
110-lb. bags, per lb.	.06¼
Less quantity "	.06¾
Shaker Corn—	
Fancy, barrels, per lb.	.06¼
Less quantity "	.06¾
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.65
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 1e pkgs. to case	1.30
Western Pearl, 100 lb. bags	1.65
Western Grits, 100 lb. bags	1.65
Barley—	
OO	.07
No. 3, 100-lb. bags	4.00
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	7.75
" " kegs 100 lbs., per keg	4.00

Oaten Goods, in cases—	Per case
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	3.10

—30—

H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.65
Quaker, 10 large size	2.20
Rolled Oats—	
Avena, per bbl., 180 lbs	6.95
Avena, per keg, 90 lbs	3.65
Standard, 180-lb. bbls	6.85
" 90-lb. bags	3.25
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.05¼
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04⅝
" " less quantity "	.05¼
" Pearl, 150 lbs "	.04
" " less quantity "	.04½

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2 65
Cook's Mahto Rice, 36 2-lb. packages	4.20
Cerealine Flakes, 36 packages	2.70
Force Food, 36 packages	3 65
Mapl Flake, 36 "	3.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2.70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.25
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

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HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz	1.07½
" Acidulated	"	1.07½
Cox's, large	"	1.57½
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's	per doz.	1.35
" small	"	.95
Bromangelon, assorted 3 doz	"	.87½
Fruit Puddine, 2 doz., asst. flavors	"	.80
Jell-O, assorted flavors, 2 doz	"	.87½
Jell-O Ice Cream Powder, 2 doz	"	.97½
Chalmer's, shredded		1.00
Chalmer's, granulated		1.00
Chalmer's, No. 1 packages		.45
Peter Cooper		.90
Tryphosa	per doz.	.92½
Imperial Wine Jelly	per doz.	.95
" "	per gross	11.00
Gelatine, McKinley's	per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs	per case	2.70
Kusto, 60 5-cent packs	per case	2.00
Puddine, assorted, 2 doz	per case	1.60
D-Zerta Jelly, assorted, 2 doz	per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 55 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	05½
" " square "	.06¼
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.		
Coles' Coffee Mill, No. 7		10.00
" " 8		16.00
" " 10		23.00
" Stand, No. 18		45.00
Less 25 per cent. discount.		
Scales, Flour, No. 1, Tin Scoop, 10.00	Brass,	14.00
" Sugar, " 5, " 7.00	"	9.00
" Tea, " 3, " 6.00	"	7.50
" Spices, " 4, " 5.00	"	6.00
Less 40 per cent. discount.		
600-lb. Platform Scale		12.00
Standard Cash Register		20.00
Tea Caddies, round front, No. 5	per doz.	9.00
" " " 3	"	6.50
" " " 4	"	4.50

What would you feel like to look around your store and not see ***Babbitt's Soap?***

Why you'd feel as if you'd lost an old friend. For ***Babbitt's Best Soap*** has been a national grocery stand-by for more years than most grocers have spent in the business. Of course you *could* do business without it; but you wouldn't want to, and there is no reason why you should since it sells steadily and pays a good profit.

Sell the established things that pay well.

It's An Old Friend

Made by

B. T. BABBITT

NEW YORK

In the Dead Beat's Heart

Somewhere in the life or the heart of every delinquent debtor there is a something which if you touch it will make him pay your debt. You may have hunted for it and failed—now let us try. We're skilled searchers for tender points, and long practice has made us well-nigh perfect.

Send us a bunch of the worst accounts you have. You run no risk. They couldn't possibly be more hopeless than thousands of accounts we have collected every cent of. Let us show you what we can do.

Union Mercantile Agency

314 Court Exchange Building

Bridgeport, Conn.

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Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Butchers', without weights, No. 0	
" " " " 1	
" " " " 2	
" " " " 3	

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6.50	1.45	1.21
Ex. Bloaters, xxx...	42.00	21.60	10.95	2.35	2.03
Ex. Bloaters, xx...	40.00	20.60	10.45	2.25	1.95
Fancy Shore, No. 1...	38.00	19.60	10.00	2.15	1 77
Med. Shore, No. 1 ...	27.00	14.10	7 25	1 60	1.33
Large Irish, No. 2...	23.00	12.10	6.25	1.40	1.17
Extra Irish, No. 2...	22.00	11.60	6.00	1.35	1.13
Medium Irish, No. 2..	21.00	11.10	5 75	1.30	1.09
Small Irish, No. 2...	20.00	10 60	5.50	1.75	1.05
Irish, No. 3					
Large, No. 3	20.00	10.60	5.50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06½
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.18
Small Extra Scaled Herring...per box	.18
Boneless Herring, fancy 10 lb. boxes, per lb.	.15
Smoked Salmon, whole fish...per lb.	.27
New Cromarty Bloaters, 50s...per box	.95
" " 100s... "	1 90

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.10½
Fancy N. Y. State, 48 1 lb	.10¾
Choice N. Y. State, 50-lb. boxes	.09½
Penn ¼s, 60-lb. bags	.07¼
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Standard Royals, 25 lbs	.19
Cherries—	
California, unpitted, Black 25 lbs	.16
California, pitted, Black, 25 lbs	.25
Currants—	
Gold Medal, recleaned, 36 1s	.08⅜
Gold Medal, loose, 25 lbs	.08⅛
Private Growth, extra, cleaned, 36 lbs	.08
" cleaned, 30 lbs. bulk	.07¾
Peaches—	
Extra Fancy, pared, 25 lbs	.25
Extra Fancy Muirs, 25 lbs	.15
Extra Fancy Muirs, 50 lbs	.14¾
Fancy Muirs, 25 lbs	.14¼
Extra Choice Muirs, 50 lbs	.13½
Choice Muirs, 25 lbs	.13¼
Choice Yellows, 25 lbs	.12¼
Pears—	
Fancy California, Bartlett, 25 lb	.13½

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stard. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.09½	.0,¼	.09	.03½
40- 50, 25 "	.08¾	.03¼	.08	.07½
40- 50, 50 "				
50- 60, 25 "	08¼	.08	.07¾	.07
50- 60, 50 "	.08			.06¾
60- 70, 25 "	.08	.07¾	.07¼	
60- 70, 50 "	.07¾			
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.06½	.05¾		
90-100, 25 "		.05	.05¾	
90-100, 50 "		.05¾	.05¼	
100-120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.08¾
Raisins—	
Muscatels, 4 crown, 50 lb	.07¾
" 3 " 50 lb	.07½
" 2 " 50 lb	.07
Cal. Thompson Seedless, 50 lbs	.07¾
Cal. Cleaned Sultanas, 50 lbs	.08
Cal. Sultanas, 50 lbs	.07½
Cal. Seedless Muscatels, 50 lbs	.07
Roger's, Layer, Valencias, 28 lbs	.07¾
Llano, Layer, Valencias, 28 lbs	.07¼
Gilabert's, Layer, Valencias, 28 lbs	.07¾
Raisins, Seeded—	
G. & S. fancy, 36 1s	.09
Tiger, fancy, 36 1s	.09⅜
Admiral, fancy, 40 1s	.09
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.13
Orange Peel, fancy, boxes, 10 lbs., net	.12

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ⅓ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb... per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.67½
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

It isn't so much a question of *"Getting Along"*—the other fellow may get along so much faster that you won't be in the race—
What you want to do is to *"Get Ahead"*
Your best asset is "ENTERPRISE"

"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



SELF-PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—37—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain, per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass, per doz		2.25
1- " Galvanized, "		2.10
5- " Lenox, Spout, "		5.00
5- " " Spigot, "		5.50
5- " Columbia, "		7.00
5- " Banner, "		8.00
5- " Climax, Pump, "		10.00
5- " Home Rule, Pump, "		12.00
Lanterns—		
No. 0, Standard, per doz.		4.75
No. 0. Dash, "		7.80
Cold Blast, "		8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz.	per case	3.25
Babbitt's Potash, 4 doz.	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

			Per gro
Swift & Courtney's, 200's, 2-gross case			1.75-1.90
" 400's, 1	"		3.50-3.70
" 500's, 1	"		3.75-4.00
Blue Hen, 200's, 1	"		1.50-1.60
" 500's, 1	"		4.00-4.25

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	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50-3.75
Searchlight, 500's	4.25-4.50
Press, 200's	1.80-1.90
" 500's	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue bead, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5 00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¼
18, 37 and 68-lb. buckers, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¼
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous.	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. palls	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits,	per lb.	.06
New Year, bbls and kegs and 30-lb. kits.	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

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National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. palls, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden palls	per box 6 palls	3.75
No. 10, wooden palls	per box 6 palls	6.40
No. 18, 37 and 68, wooden palls		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Palls, 18, 37 and 68 lbs	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12¼

OLIVES.

	Doz.
H. Kellogg & Sons, Agents:—	
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., fluted bottle	4.75
De Lucques, 10 oz.	2.40
Farcies	3.75
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz		4.90
" " pts., 2 doz		2.90
" " ½-pts., 2 doz.		1.90
Rae's, Lucca, litre bottles, 1 doz		11.50
" 25-oz. bottles, 1 doz		8.75
" Finest Sublime, qts., 1 doz		6.50
" " pts., 2 doz		7.50
" " ½-pts., 2 doz		4.75
" " 8-oz. flasks, 2½ doz		7.50
" " 12-oz. flasks, 2½ doz		9.00
" Sublime, 8-oz. flasks, 2½ doz		6.50
" " 12-oz. " 2½ doz		8.00
Rae's, Finest Sublime, 1 gal., 10 in case,	per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case,	per gl.	2.30
" " 1 qt., 40 to case,	"	2.65
" Sublime, 1-qt. tins, 40 to case		2.35
" " ½-gal. tins, 20 to case		2.20
" " 1-gal. tins, 10 to case		2.10
" " 5-gal. tins, 1 or 2 to case		2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints. " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen large		6.00
2 dozen medium		6.75
2 dozen small		4.25
6 1-gallon tins	per gal.	2.10
10 ½-gallon tins	per gal.	2.20
20 ¼-gallon tins	per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz	per doz.	.55
Stohrer's, No. 16, 2 doz	per doz.	.95
Stohrer's, No. 32, 1 doz	per doz.	1.85
Keystone, bottles, 2 doz	per doz.	.95



MAKE MONEY
WITHOUT WORKING FOR IT

The difference between the **Ariosa** proposition and other package coffees: With the others *you* create the demand and get your profit on what you sell and that's all. With **Ariosa** the demand is already created everywhere, so you get your profit without working for it and in addition the vouchers coming to you with every case will be exchanged for almost anything you may need in your home or store.

Arbuckle Brothers
NEW. YORK

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs.	"	.90
" 18 x 24, full, 10 lbs.	"	.37½
" Special, 15 x 20, 6 lbs.	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 9, 12, 15, 18, 20 or 24 inches wide	"	.03⅜
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg.	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolt Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
½	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91	1.65	1.07	1.21	1.55
6	1.73	1.03	1 95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	.....	3.11	.....	.....	2.89
14	3.37	.....	3.97	.....	.....	3.75
16	3.87	.....	4.41	.....	.....	4.01
20	4.39	.....	4.79	.....	.....	4.55
25	4.83	.....	5.41	.....	.....	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M		4.00
25-lb. " "	"		5.75
50-lb. " "	"		11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

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Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs.	.18½
Loose, barrels, 30 lbs.	.18

POPPING CORN.

	Per case
Brad's "Tip-Top":—	
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

	Per doz.
MacLaren's—	
Small, 2 doz.	.92½
Medium, 2 doz.	1.45
Large, 1 doz.	2.75
Peanutene, No. 2 jars, 2 doz.	1.85
Peanutene, No. 4 jars, 3 doz.	.92½

PICKLES.

William Bros., 32 gal., 1500s	10.75
" " 16 " 800s	6.10
" " 16 " 600s	5.25
Barrels, 45 gal., 1200s	11.50
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal. per keg,	3.30
Sweet Pickles, 700s, 5 gal. "	3.60
Sweet Pickles, 1,000s, 5 gal. "	4.15
Sweet Pickles, 2,000s, 5 gal. "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz.	.95
No. 8, Sweet Gherkins, 2 doz.	.95
No. 8, Sour Mixed, 2 doz.	.95
No. 8, Sour, assorted, 2 doz.	.95
No. 8, Chow-Chow, 2 doz.	.95
No. 8, Onions, 2 doz.	.97½
Crosse & Blackwell's:—	
Whole bbls., 5 doz.	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Caulliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.	.16
" " " 40 grain, bbls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs.	.09½
" 14–16 lbs.	.09¼
" 10–12 lbs.	.10
Picnics, 6–8 lbs.	.09
N. Y. Shoulders, 10–12 lbs.	.10
Dried Beef, sets (city smoked)	.15
" Tenders and Knucks	.16
" Flats	.13
" Air Dried, sets	.20
" " Tenders and Knucks	.21
Jersey Pork, Butt per bbl.	18.00
" Family "	19.50
Breakfast Bacon, rib in	.11
" boneless	.12½
S. P. Bellies, 14-15 lbs.	.09½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.18
Beef Tongues, smoked, 5-6 lbs. per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—

Honey-cure Brand Hams, skinback	.12
" " large	.12
" " medium	.12
" " small	.12
" Breakfast Bacon	.12
" " boneless	.14
Beef, air-dried, regular sets	.20
" " insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.20
Beef Tongues per doz.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb.	.13
Premium brand Hams, 12 lb.	.12¼
Premium brand Hams, 14 lb.	.11½
Premium brand Hams, 16 lb.	.11½
Premium brand Hams, 18 lb.	.11½
Premium brand skinned Hams, 18–20 lb.	.11
Premium brand boiled Hams, skinned, fatless	.22
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.16
Winchester brand skinned Hams, all aver.	.10½
Winchester brand Picnics	.09¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.	08¾	7¾
Plain Tubs, 50 and 60 lb. cans	08¾	8
10-lb. Tin Pails, 60 lbs.	09¾	8⅞
5 " "	09¾	8¾
3 " "	10	8⅞

John Bower & Co.—	
Pure Kettle Rendered, tierces	.10¾
" " tubs	.11
" " 3, 5 and 10-lb. cans.	.12
Swift & Co.—	
Premium brand, tierces	.10⅜
Silver Leaf brand, tierces	.09½
Jewel, compound, tierces	.07⅜
Cotosuet tierces	.07⅞

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.08 –.09
Common to fair, native	.06 –.07
Western Dressed Beef—	
Choice, native cattle	.08 –.09
Common to fair "	.06 –.07
City Dressed Veal—	
Prime	–.13
Good to choice	–.08
Dressed Hogs—	
Pigs	–.07½
Hogs, heavy	–.07¼
" 180 lbs.	–.07½
" 160 lbs.	–.07¼
" 140 lbs.	–.07½
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.10
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00



"As Good As I Bought Last Time"

You ought to sell Swift's PREMIUM Hams for your own protection. Can you satisfy your trade unless your hams are uniform? And can they be uniform unless bought from a packer who can keep his raw material uniform?

Few packers have our facilities for keeping hams up to a given standard year after year. Swift's PREMIUM Hams scarcely vary a hair's breadth from one year's end to another. That does us a whole lot of good, as it will do you.

The woman who can always depend on getting good ham—"as good as I bought last time"—is going to buy lots of ham.

Swift & Company, U. S. A.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



They Must Keep Expert

It is a provable fact that a majority of cooking experts use **Nicelle Olive Oil** in all their demonstrations.

Why? Because they must use the very best oil obtainable in order to insure results. Otherwise they would soon cease to be known as experts.

Nicelle Olive Oil is bottled in France, where produced. It is the first pressing of the finest oil olive grown. You will be proud to sell it.

Nicelle Olive Oil Co.
105-109 HUDSON STREET, NEW YORK

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.66
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.12
" " western		.12

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.17 –.19
" Y. T., 15 to 17 lbs	.17 –.19
Old hens and toms	.15 –.16
Common to Good	.10 –.13
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.14 – 15
Heavy Roasters, 4 to 5 lbs	.14 –.16
Fair to good	.12 –.13
Old cocks	–.10
Western capons, fancy	.25 –.27
" " small	.22 –.24
Squabs—	Per doz.
Prime, large, ancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.12 – 13
Large Springers	.12 –.13
Fowls	.12 –.13
Roosters	.09 –.10
Ducks	.12 –.13

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	5.60
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz. doz.	.90
Spring Garden, fancy, No. 3, 2 doz. doz.	.80
Compass, No. 3, cans, 2 doz	.75

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 2 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.80
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails per pail	1.15
Apple, 20-lb. crocks per lb.	.07¾
Apple, Schimmel's, 30-lb. pails per lb.	.06
Prune, 30-lb. pails per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		o 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1 95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size	per doz.,	1.20
Laudanum, 25c.-size	per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.		2.40
" " " ½-lb., " "		2.60
" " " ¼-lb., " "		2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	.01¼

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Camphor, gum, 1-oz. blocks	"	1.00
" Flakes, 250 bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02¼
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.01½
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.21
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	29½
" ¼-lb. packages	"	.34
" ½-lb. "	"	.33
" 1-lb. "	"	.32
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.07
" granulated, kegs, " 100 "	"	.07
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Venetian Red	per lb.	.02
Whiting	"	.02

	1 oz.	8 oz.
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
"	per gross	9.00
Roachsault, 10c.-size, 1 doz	per doz.	.80

Iron Glue, McCormick & Co's:—

No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

W. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nsrve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per dos.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts, "	1.00
" gallons, each	.30
" ½ barrels, "	3.50
" barrels, "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 dos. 1-lb. packages and preminms, per case	3.75
U. S, Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Vlolet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 2, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Vlolet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen,	No. 25, per dos.	2.00
" " " "	No. 2X, "	.80
" " " "	No. X, "	.45
" Lemon, " "	No. 25, "	1.75
" " " "	No. 2X, "	.80
" " " "	No. X, "	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla, per dos.		1.75
" Lemon, "		1.75
Select Vanilla, "		.85
" Lemon, "		.85
" assorted, "		.85
" small size, "		.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet, per dos.	1.15
Blair's " " "	1.10
Hansen's Junket Tablets, 8 dos., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl.	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls.	.18
New Juice Cider, ½ bbls., 28 gals.	5.60
New Juice Cider, ¼ bbls., 14 gals.	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Jnice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 dos quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronst, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.05⅞
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¼
Prime, 100-lb. bags	.03⅞
Japan—	
Fancy, 100-lb. bags	.05¼
Choice, 100-lb. bags	

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs.	2.65
" " 60 bags, 5 lbs., lim.	4.00
" " 28 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs.	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs.	2.40
" " sacks, 180 lbs.	1.55
" Cheese, bbls. contain 280 lbs.	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing Ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT
PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz. doz.	.87½
Durkee's, large, 1 doz. per doz.	4.00
" small, 2 doz. "	2.40
Schimmel's, small, 2 doz. per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz. per doz.	2.40
½ pints, 2 doz. "	1.40
Luncheon, 3 doz. "	.90
Gallons, 6 jngs in crate, per jng	1.25

SAL SODA.

Bbls., 375 lbs. per 100	.65
Kegs, 150 lbs. per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large "	7.50
" " middle "	4.50
" " small "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sance:—	
Pints, 1 doz. per doz.	2.40
½ pints, 2 doz. "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz. per doz.	2.40
½ pints, 2 doz. "	1.40
Gallons, 6 jngs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



To Display Pickles

Here is a handsome single jar for displaying pickles on your counters. Embodies an entirely new idea. The support is made of hard wood with brass nickeled hinge supporting a composition cover which doesn't warp, is acid-proof, and is both fly and dust-proof. A salesman that never gets tired. Very moderate price. Write

The Welles & Davis Mfg. Co.
WYALUSING, PA.



Can You Use a First-class Cash Register If We Make You a Present of It?

If you can, write to us and we will give you a description of the machine. There are no strings to this offer; we make it simply to advertise our **General Macomb Cigars.**

FAVORITE CIGAR COMPANY, Detroit, Mich.

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SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.10	Mustard, Yellow..	.06½
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes "	.04½
Arm & Hammer bd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ½, ¼, 36 lbs. "	.05½
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50

5 per cent. discount on 5 case lots.

Cliequot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz., per doz.	.72
Putz Liquid, large, 3 doz., per gross,	26.50
Putz Liquid, large, 3 doz., per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans, "	18.00
No 2, pint cans, "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans, "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs., per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.70
Ark	100	1.85
American	72	2.80
Bee	100	3.85
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	4.25
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.80
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naptha	100	4.00
Magic Cleaner	100	3.00
Marseilles, laundry size	100	6.00
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 1 lb.	60	2.90
" " 14 oz.	60	2.65
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs	150	4.70
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.70
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	3.50
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Contl, original boxes	lb.	.11¾
Cntaneous, Dr. Rauh's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes, per box	5.70
" 6 oz., 100 packages, "	5.65
" 8-oz. packs, "	2.70

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.50
Soapine, No. 17, 36 packs	2.42½
Bacon's 1776 Powder, 100 6-oz.	2.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz., per doz.	.43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25

SPECIALTIES.

Anker's Bouillion Capsules	1.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade		.32	.34
White, Low Grade		.23	.25
Cayenne, High Grade		.21	.23
Cayenne, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ¼ lb.	.40
½ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ¼ lb.	.40
½ lb.	.75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St
PHILADELPHIA, PA.

"As Good as the 'J. M.'"



No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb. net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.09⅓
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, large	.20
" Medium	.15
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

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CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		.06⅝
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs	.07⅞
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs	04⅞
" 6-lb. boxes	.05⅝
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish, 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs	.07¼
Snow Gloss, 3 lb. cartons, 48 lb boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ½ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ½ gross		4.50
Per gross		9.00

SUNDRIES.

Bird Food—		
Cryxtal, 40 packx, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06½
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09⅓
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5⅓ inches high		1.48
5 inches high		1.42
4⅓ inches high		1.25
4 inches high		1.18
3⅓ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10⅓
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

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Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in hhls.	.29
Fancy, No 101	.32
Fancy, No. 100	.30
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.60
Five A, for confectionery	2.70

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per doz.	.87½
Karo, 25 cent size, 1 doz.		2.25

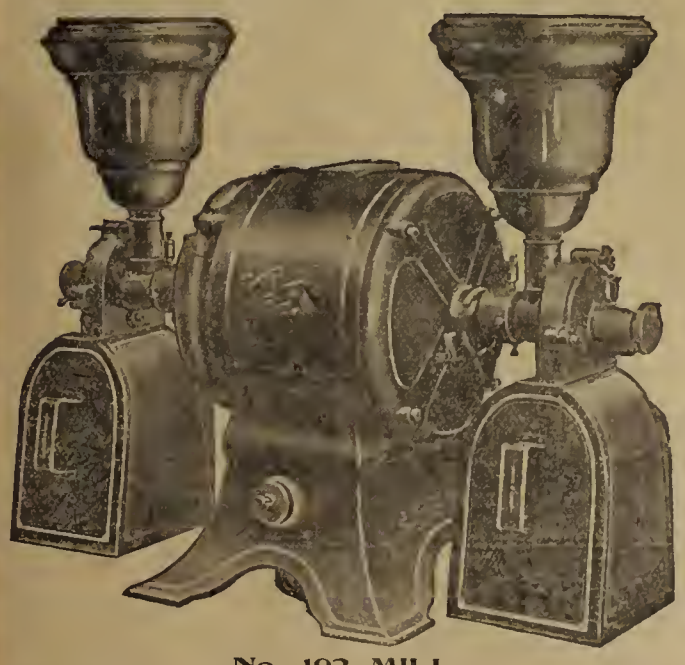
HENRY TROEMNER'S

Electric Coffee Mills

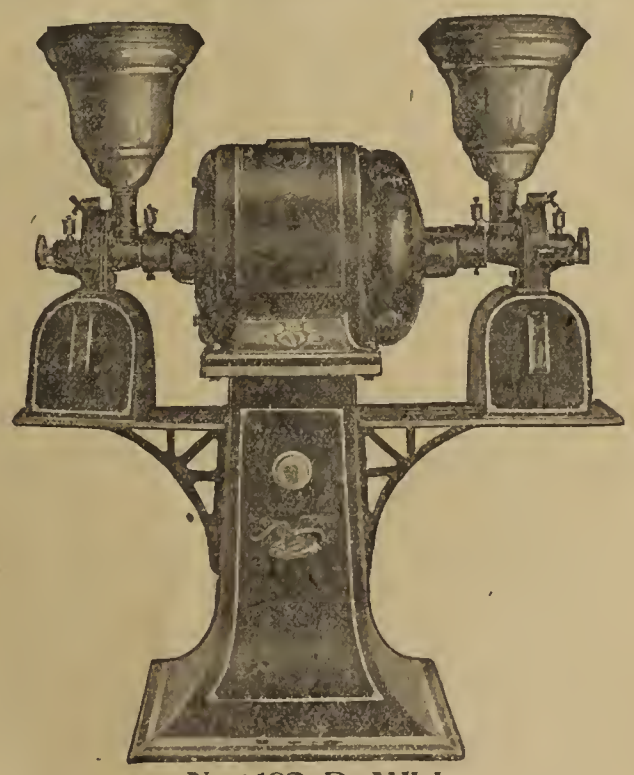
ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



No. 192 MILL



No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118. Good Enough, single, protector	3.15
175, Glass	3.60
Murdock	2.75
Celery City	3.00
125, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
19, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.30
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58

You Cannot Afford to be Without It!

No up-to-date grocer can afford to allow his competitor obtain the business that should and would come to him if he stocked

Buchan's Toilet Soaps

Number "363" is known throughout this entire country as a symbol of soap purity, because it was the first, and we belive the only serial number given to a soap firm by the United States Government.

Buchan's Toilet Soaps contain phenol absolut, the greatest antiseptic known. That is why they are the cleanest and purest soaps made.

Let us show you how to make big profits.

Buchan's Soaps Corporation

FLATIRON BUILDING, NEW YORK CITY

"Is This What I Made?"

If the cook who invented Baked Beans with tomato sauce were to come back and open up some of the cans labeled Baked Beans he would go gladly back to oblivion.

For "Baked Beans" doesn't always mean baked beans any more. In most cases it means beans boiled or steamed, dampened with a little cheap catsup and packed. The result is an attempted fraud on the palate of him who knows the real thing.

L. & S. Baked Beans are really baked in the good new way. We guarantee that absolutely. Baking makes the bean over. Instead of swelling and mushing it up like steaming or boiling, it leaves it just as firm but mealy and melting.

And our tomato sauce is tomato sauce made by an expert.

LUTZ & SCHRAMM COMPANY

ALLEGHENY, PA.

They Thought We Did Miracles

If we could make every credit grocer understand how clean and wonderfully strong our collecting plan is, we could probably get three-fourths of all the credit grocers in the the country on our books—because every credit grocer has debts that he can't collect.

Our plan has had results that to some merchants have seemed almost miraculous, since we have literally squeezed blood from a stone—yet the only thing we do is to hunt for the weak spot in the dead-beat's armor—it's there somewhere—and plant our blow there.

Write us for your own good.

Union Mercantile Agency

314 Court Exchange Building
BRIDGEPORT, CONN.

A FEW VARIETIES OF

BURK'S SAUSAGE PRODUCTS

All of which are prepared in the **finest, cleanest and most sanitary kitchens** in the country.

They contain no cereals, and all meats used in the preparation of them are from stock slaughtered on the premises under Goverment supervision, our Abattoirs being officially known as

ESTABLISHMENT No. 257

Fresh Sausage

Superbly seasoned. These can be had linked or in straight casing, chopped either fine or coarse.

Smoked Sausage

Frankfurters — Beef Bologna
Reed Birds (small Frankfurters)
Smoked Fresh Sausage (old style Half-smoked)
Ham Bologna — Mettwurst
Knockwurst (flavored with Garlic)

Puddings

Liver Pudding — Blood Pudding
Head Cheese — Blood Head Cheese
Pfefferwurst — Tongue Blood Pudding
Sardellen (special grade of Liver Pudding)

Scrapple

Superior to farmers' product, rich and well seasoned.

TWO NEW PRODUCTS

Our own creations. Sold by the leading grocers in Philadelphia.

Meat Loaf

Baked in loaves of about eight pounds. Delicious. Can be served cold, sliced thin, or warmed in oven to take the place of a roast.

Shipped only by express to distant points.

Lunch Roll (Copyrighted)

Choice, tender pieces of pork, very mildly cured; stuffed in linen sack or container. Boiled and ready to slice in place of boiled ham.

LOUIS BURK

GIRARD AVENUE & THIRD STREET
PHILADELPHIA

"Fight the Devil With Fire"

Do you know why you lose trade to the Department Stores? It's because when these stores are closed at night the windows are lighted and the light shows bargains in groceries. These offerings attract passers and the next day they come in and buy.

You can do the same thing—make your store advertise you while it is closed—light it well, show something in your windows that will attract attention and many of those who see it will come in the next day. One new customer will pay the cost for a week. Write us and we'll show you how to do it.

THE PHILADELPHIA ELECTRIC COMPANY
TENTH & CHESTNUT STS.

The firms advertising on these pages are all well-known; their products

"Every Little Bit Added to What You've Already Got Makes Just a Little Bit More"

Wrigley's Soap pays you better than any similar article on the market. By pushing it you will add a **great deal more** to your profit.

Universal Coupons in each box.

THE WRIGLEY MANUFACTURING CO.

PHILADELPHIA, PA.

FOOD



VALUE

Better Than Milk or Meat

¶ **Royal Peanut Butter** is one of the most healthful food products ever manufactured. We want you to tell this to your customers, and as a real incentive for you to do so we are going to give you the money we would otherwise use to tell consumers of its merit. Universal Coupons packed in every case from January 1, 1908. Remember, it is the best thing of its kind ever made. You make a splendid profit on it and the coupons are exchangeable for any article of merchandise you may need for your home or store.

Cleveland Health Food Co.

Cleveland, Ohio

A new product from an old house

DIXON'S

POWDERED

STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 year's experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

It Made No Difference to Us

No gelatine sold in this country was less affected by the Federal Food Law than **Chalmers'**.

Our brands complied with the legal standard even before there was one. How could they help it? They were simply unsophisticated gelatine, made of pure unadulterated calves' stock and spring water. There was nothing to change about them, nothing to alter in any way.

We take a just pride in the fact that while the Federal Food Law caused some manufacturers to completely transform their business, it made no more difference to us than if it had never been passed.

Two styles—granulated and shredded.

James Chalmers' Sons

Williamsville, N. Y.

are the best on the market and all bring you UNIVERSAL COUPONS

After Reading What These People Say What Do You Think Your Customers Would Say

U. S. MILITARY ACADEMY, *West Point.*
After using a number of other well-known brands of Baking Powder, we consider SEA FOAM their superior.
(Signed) THOMAS FRANKLIN,
Capt. and Treas.

SEA FOAM is the best Baking Powder in the World. We recommend it to our 75,000 customers.
(Signed) PARK & TILFORD,
New York City.

SEA FOAM fills a long-felt want. It is the most economical Baking Powder, and we recommend it strongly to our customers.
BREWSTER GORDON & CO.,
Rochester, N. Y.

We give Universal Coupons to grocers with every case

SEA FOAM BAKING POWDER CO.
1 and 2 Hudson Street, New York

Giving It To You

We want you to handle our **Macaroni, Spaghetti, Noodles** and **Pastels.**

Why should you? Partly because we assure you on our honor they're as good as Freihofer's Bread. We *must* make a superior grade of these things to sell them, and we *are* making it.

Another reason why you should think favorably of these goods is that every case contains Universal Coupons, which you can exchange for things you want.

We're spending our advertising money with you instead of your customer.

The Freihofer

VIENNA BAKING COMPANY
PHILADELPHIA, PA.



Guaranteed to comply with the National Pure Food Law
—AS ARE—
ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York



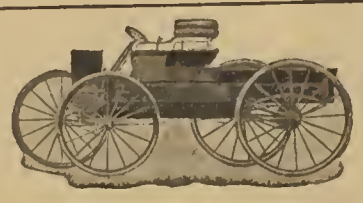
A BAG FULL OF GOODNESS

We don't have to say a word about the quality of **Private Estate Coffee** to the many thousands of retailers who are selling it—their **customers** do the talking for it. But those who haven't made **Private Estate** their Coffee Leader have missed a chance to wean their customers away from the Tea and Coffee Stores. It can't be beaten. We share our profit with grocers by giving them Universal Coupons with each case.

F. A. CAUCHOIS & CO.
THE FULTON MILLS **33-34 Fulton Street, New York**

Philadelphia Branch, 139 S. Front Street

What One Gallon of Gasoline Will Do



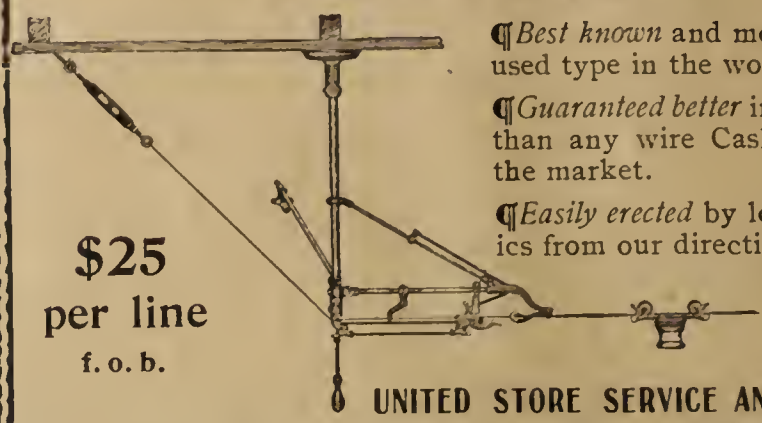
EVERY grocer feels he'd be proud to deliver goods in an automobile, but thinks it would either cost too much or be too much of a nuisance to keep up.

If he will look into the **Lindsley Car**, he will find both fears unfounded. He will find the first cost little if any more than a good team, the cost of operating *far less* than that of keeping horses, and the working capacity several times as much.

Think of going thirty miles on *one gallon* of gasoline! With a load of 1,500 pounds! Write about this.

J. V. LINDSLEY & CO.
Suite 1112 Monadnock Building
CHICAGO

The METEOR CASH CARRIER



¶*Best known* and most generally used type in the world.

¶*Guaranteed better* in every detail than any wire Cash Carrier on the market.

¶*Easily erected* by local mechanics from our direction chart.

$25 per line f. o. b.

30 Days' Free Trial

UNITED STORE SERVICE AND TUBE CO.
NEW YORK, Times Bldg. BOSTON, Tremont Bldg CHICAGO, Medinah Bldg.



Even More Particular Than You

Print butter's a good deal like the little girl—when it's good it's very good indeed, but when it's bad it's horrid.

It keeps every grocer busy seeing that the butter he gets is such that it's safe to send out.

That is unless he is selling **Gurnse**, our fancy carton print butter. No grocer need worry that the next consignment of **Gurnse** won't be as good as the last. **Gurnse** butter is inspected more than any other print butter we know of. Inspected by inspectors instructed to be more particular even than you could be.

It's perfect, rich, smooth, delicious butter.

P. F. Brown & Co., 39 S. Front St., Phila.



"Particularly Lard"

Package groceries have come to stay, and they have the right to stay—the right of greater cleanliness, of better sanitation, of greater ease of handling.

Particularly lard.

Every can of ***Armour's "Simon Pure" Leaf Lard*** bears a seal which is the United States Government guarantee of purity. It goes there under the Government Inspector's own eye and means that every ounce of every tin is all leaf lard.

Selling package goods that never fall below superfine, and that are advertised to your customers at the manufacturer's expense, comes pretty close to getting the cream of the grocery business. Sold in 3s, 5s and 10s.

ARMOUR AND COMPANY

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, JANUARY 27, 1908. No. 4.

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Latest "Woman's Home Companion" Article A Brief for Package Goods

The February Contribution is Headed "Why Is the Clean Grocer Clean?" and is Practically an Argument For Carton Goods. Much Less Objectionable Than Its Predecessors.

The article in the February number of the "Woman's Home Companion" on the grocery store subject is headed "Why is the Clean Grocer Clean?" It is much more nearly decent and honest than any of the preceding articles. Mainly it is a brief for package goods, and for the most part is unobjectionable and good. Whether the illustrations in it are fact or fiction is not of course known.

The salient portions of the February article follow:—

You say that John Smith runs the best grocery store in your town.

Why?

Because John Smith believes in bins with covers, and in a different scoop for every bulk article. Whenever he can, to the advantage of his customer's purse and the upbuilding of his own trade, he serves his provisions not in bulk, but in packages. And he further protects his customers by selling recognized brands—brands of package goods whose label stands for something, stands for your money back not only from the grocer, but from the manufacturer, who has spent millions to make that label with his name upon it mean something worth while, something big and fine to the housekeepers of the United States.

To sum up, the best grocer or the cleanest grocer—we have already seen that the terms are synonymous—can sell at the lowest figure because his store is so admirably organized that he loses nothing through waste and dirt. He loses nothing through waste and dirt because he believes in the package goods which are proof against waste and dirt. And lastly he has a reputation to maintain, and therefore will not substitute an inferior brand for a standard brand just to lift a dishonestly earned penny from your purse to his.

Show me a woman who does not have cans, boxes and jars in her pantry and I will show you an untidy housewife.

Show me a grocer who does not believe in package goods and I will show you a "mussy," dust-and-germ-laden grocery.

Show me a woman who keeps her pantry immaculate because she uses boxes, cans and jars to hold her provisions, whether those provisions are bought in package or in bulk and then poured in the covered receptacles, and I will show you a woman who manages her household well and economically.

Show me a grocer who believes in package goods and sells the standard brands at standard prices and does not offer a substitute, and I will show you a grocer who can afford to sell at a small profit because neither time, space nor energy is wasted in his establishment.

He is the best grocer and the cleanest grocer in your town.

"But I don't like to trade at ——— store," writes one housewife, "even if it is the cleanest. I just can't get used to package goods. I like to see what I am buying, to handle it, to judge its quality."

And she is right. She handles the goods—and so do scores of other persons, whose hands, alas, are not so clean as hers!

* * * * * * *

Your best grocer, your John Smith of whom you are justly proud, is a product of evolution. The best grocer may not have been the best when he first started in business. He progressed. Nine chances out of ten, when he bought out some other man's store or took up the business which his father or his uncle had managed before him, he did not believe in package goods at all. But, as one bright grocer expressed it, "he was born clean." It made him nervous to see rice spilled in front of this bin by careless clerks, sugar crunched under foot before that barrel, raisins lying crushed and ruined before a third bin. And, looking, he realized that every scrap of that spilled sugar or rice or raisins came out of his pocket. A little here, a little there, and in the long, long year he had lost an alarming percentage of his bulk food. Had he not been quite honest, the second year he would have decided that some of it must come out of your pocket by taking just a trifle off the weight. But being an honest man, he tried another method. He had his clerks come a little earlier in the morning or stay a trifle later after the doors were closed, or work during dull moments, putting up packages of tea, coffee, sugar, meal, etc. Then when a customer asked for so many pounds of these provisions, one of these packages was ready for delivery. This meant less waste.

Still progressing, this man began to lean toward those salesmen or representatives of manufacturing concerns who sold goods not in bulk, but in packages. Of course, all of his ware could not be bought in packages, but as years went by he found that an ever-increasing number of them could be so secured. He found that with bulk goods there was always waste, with package goods there was none. With bulk goods he had complaints from customers. Perhaps crackers tasted of coal oil or cheese tasted of soap. His crackers were fresh—until the clerk who had forgotten to wash his hands lifted them from the box or barrel. His cheese was "tasty" until a careless clerk packed it in a basket close to half a dozen bars of unwrapped soap. He had to make good the order to the fastidious housewife. The loss was his.

And so he became a convert to package goods because they saved him waste, clerk hire and complaints on the part of the customers. And so he became a clean grocer, the best grocer in your community.

In a New Jersey town, not many miles from a famous institution of learning, I found one of those groceries whose proprietors have not progressed. You could brush your skirt against a dripping molasses barrel; you could dip your hand into a cracker barrel and help yourself; you could pick out big pickles with your fingers if you wanted them of uniform size, because the clerk did the same thing; but you could not count the fly specks on the cheese box and coffee grinder, because life is too short for so stupendous a task. And oh, the dust!

The proprietor of that store could not sell me a certain brand of gingersnaps in a moist-proof box. He said he did not believe in package goods. His customers could not afford such luxuries.

There are thousands of customers like his all over America. They declare that package goods are for millionaires, not wage-earners. But oh, if the wives of wage-earners would only study such problems and not jump at conclusions. How much farther the hard-earned wages would go and how much better food would be placed before the man who earns the wages!

Here are the results of actual investigations:—

I asked the grocer whose customers could not afford to buy package goods how he sold the best grade of rice in his stock. He weighed out a pound of large plump-grained rice at 16 cents. I duplicated that pound at another store in a dust-and-germ-proof package at 15 cents.

He did have both the bulk and package oatmeal. I bought a pound of bulk at 5 cents, and a two-pound package of a recognized brand at 10 cents. On reaching home I weighed both. The bulk, poured into the scales, weighed an ounce less than a pound. The package weighed exactly two pounds when poured out of the carton. The honest grocer handles package goods that weigh as much as advertised without the carton, understand.

With soda crackers comparisons were equally interesting. I bought two cartons of a certain soda cracker packed in an internationally famous moisture-proof box, and paid 10 cents for them. At the same time I bought ten cents' worth of bulk soda crackers. On reaching home I found that I had forty-eight whole, fresh, crisp crackers in the moisture-proof boxes. I then counted the bulk crackers, and stopped half way in my task. Of the bulk crackers I found only two-thirds to be whole crackers. Even those were chipped on the corners. The remaining one-third were broken in small pieces. Much of it was cracker dust.

For 10 cents I got 10 per cent. more of package crackers than of bulk crackers, and, moreover, the package crackers were light, whole, crisp and savory, while the bulk crackers were not whole by any means, they may have been fresh, but were certainly not crisp.

In Graham crackers the difference is more pronounced. For 10 cents I got a moisture-proof package of crisp, delicious Graham wafers, thirty crackers in all. Of the bulk Graham crackers I got twenty-three whole crackers and two broken ones for nine cents, but threw away the bulk crackers because they were moist, heavy and soggy and they tasted of codfish!

In each of the cases cited, money was actually saved by purchasing the package goods. We are not contending that all package and bulk goods average up as well. Pickles in glass jars, for instance, cost much more than pickles bought in bulk from barrels or huge glass receptacles. But when you figure on a food proposition, bear in mind that quality counts. Just consider how much food you throw away each year because it does not "taste just right," because it is not crisp or fresh, because you find worms or dust in it.

Many firms market their package goods, not by weight, but at a fixed price printed on the label, selecting a package of a size and quantity so that the consumer may always purchase it at an even sum of, say, 5 or 10 cents. Others market by weight or measure, and then these factors become important.

Actual tests will convince any housewife that the standard package, produced under careful inspection and measured and weighed by automatic processes, gives full quantity not most of the time or sometimes, but all the time. Mistakes are impossible, and so is dishonesty. That the scales of the retail dealer are not so infallible, we all know, though it comes as a shock to us to read the statement of Fritz Reichmann, superintendent of weights and measures for the State of New York, that the dealers in that State alone make $20,000,000 annually by use of inaccurate weights and measures. We hope and believe that the facts are overstated by this enthusiastic official.

We do not believe that all grocers are dishonest; we do not believe that even a majority of grocers in these days are dirty and unscrupulous. This fact, however, is worth remembering: *Your* grocer *may* be honest. Thousands of them are. But if he uses packages whenever possible, instead of bulk goods, he *must* be honest. The man who stands behind the label on those goods *makes* him an honest grocer, with or without his consent.

But how about the man or the firm and its millions who stand behind that label?

"We admit the argument that package goods are proof against dust and dirty hands in the grocery, but how about the factory in which they are prepared? What proof have we that the package goods are put up in a cleanly fashion?"

These are questions asked by housewifely skeptics.

The best answer is the label and the name on the label. The man whose name and trade-mark are on that package of oatmeal or farina or crackers has spent millions building up a model factory where he can produce the greatest quantity of salable, customer-pleasing and customer-gaining goods at minimum expense. Very likely he has spent millions more to bring that article before the food-consuming public by clever advertising. He is going to do nothing which will endanger the returns on the millions he has invested. Remember this fact when your grocer suggests that you accept a substitute, a "just as good." As we have said before in these articles, he should not be condemned unheard. Possibly he has some inside information about this unknown brand which makes believe in it. If so, he is doing right in giving you the benefit of his wisdom. More likely, however, he makes a larger profit on the brand about which you have never heard. Suppose you ask a few questions. Does he put up the new goods himself, and if so, how much better is his guarantee than the guarantee of the man behind the label you know, the label which has meant something to

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TRADEMARK REGISTRATION

your household? And when the grocer finds that you are intelligent enough to ask these questions, interested enough in the health of your family and the stretching of your family income to insist on information, the cry of substitution will no longer be heard in the land.

Another protection offered the consumer of the package article is the government food inspection. The food inspectors may not be able to watch the thousands of individual grocers as closely as they would like, but the big factory, the important manufacturer, cannot escape them.

The New York Letter

Large Plans for Retailers' Food Show. Mr. Callanan's Investigation of Drug Store Coffee. Trade Social Events. Sunday Closing Bill Coming up Again. Oleo Jobbing House Dissolves.

Special correspondence of "Grocery World."

New York, January 24, 1908.

New York's Pure Food Exposition, to be conducted from March 26th to April 16th, in the Lennox Lyceum, by the New York Retail Grocers' Union, is to surpass anything of the kind seen before in the city, according to the expectations. It is especially to be the kind of a food show that grocers can provide when they personally manage the affair, as distinguished from the efforts of professional promoters.

In communications being sent to food manufacturers, who are invited to exhibit, it is recalled that the association of 1906 had contracts with forty-five prospective exhibitors, but the show did not take place because a difficulty arose about the legality of making use of a State Armory. There has been quite a long delay since then, but the association is all the more determined that the show, now to be given, will be memorable.

Diagrams are given of the main and lower halls in the Lyceum. The spaces are to be leased for the exhibit at prices varying from $105 to $265. The central booth of the main floor is to be let for $750. The shape of the hall being a circle, says the committee, enables the artist who designs the booths to make it the handsomest ever given in this city, with abundant space for exhibits and passageways that give every facility for seeing everything without inconvenience.

The committee is to equip all booths with lights, decorations and signs. This insures a display which will be harmonious and appropriate, saving the exhibitors anxiety and trouble and securing to them the best results.

Speaking of the benefits of a food show, the committee points out that its former expositions have been successful in introducing new products, which have won favor since they were thus set before the people, and have entered largely into daily consumption by the people of New York and the surrounding country. The committee adds:

"Pure food expositions educate the consumer by giving him an opportunity to see and test the products shown; they aid the producer and the exhibitors by giving the facilities for demonstrating the value of what is exhibited, their methods and economy in their use."

* * *

The article on the editorial page of last week's issue with reference to the sale of coffee in Hegeman & Co's drug stores attracted special attention here. L. J. Callanan sent over to the drug store and bought some of the fancy canisters containing the coffee so warmly praised in the drug company's advertising. Mr. Callanan is an expert in the judgment of coffee, having been been recognized as such for many years. He examined the coffee in the canisters with care and will write out his conclusions. He told your correspondent that he is ready to sell coffee of the same grade at 14 cents a pound. He also suggested that the company would scarcely be willing to have its drugs considered as of the same relative standard as its coffee.

* * *

The report received here that the President will appoint a commission of five scientific men to pass on disputed questions as to foods and drugs gave rise to speculation as to the probable immediate effect. The general opinion seemed to be that the introduction of the new commission will not cause any delay in the work of the Board of Food and Drug Inspection, which will continue to pass on questions as to labels and quality, referring to the new commission only issues

STATE HOUSE



CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

on which scientific opinion is divided. Some shippers think that at any rate there will be a delay of a season or so before the questions as to the use of sulphur and benzoate are definitely decided and in the meantime they may go on somewhat the same as at present, using discretion in the amount of preservatives and making the labels reveal everything.

Those who think that such delay is probable argue that the scientists must take time for organizing, laying out their plans and conducting experiments before they can reach any conclusions.

* * *

Several social events are to take place among the grocers' societies within a short time. The United Retail Grocers' Association will give a ball next Tuesday evening in Saengerbund Hall. The New York Retail Grocers' Union will give a smoker in March. Plans for other events are under way. The expectation is that there will, after this, be more visiting between the New York and Brooklyn associations, because the completion of the subway under the East River makes traveling from one borough to the other much more pleasant than it was formerly.

* * *

It is expected that a Sunday-closing bill, approved by the Sunday Observance League, will be quite vigorously supported at the present session of the Legislature at Albany. The grocery clerks have taken part in the movement and committees from some of the grocery societies have co-operated with the League in the work. A troublesome question is in relation to the delicatessen stores, it being claimed that they must be allowed to open between certain hours on Sundays to accommodate the people in apartments and tenements who cannot keep food over Sunday, especially in the warm weather, and who depend on the stores to furnish the food just when it is wanted. The tendency is for this kind of a trade to grow because if the stores are open Sundays people will buy on that day whether necessary or not. If the delicatessen dealer opens the corner grocer feels quite often that he must do the same to accommodate and hold his trade. So, one dealer, by opening for a part of the day, leads another to do the same, and usually the hours during which they open are quite elastic.

* * *

John Rohrs, Jr., has been admitted to the firm of Middendorf & Rohrs, wholesale grocers, at 33 Gansevoort street.

* * *

A petition in bankruptcy was filed Monday against Abraham Trilling, a wholesale grocer at 1946 First avenue, by these creditors: Samuel Slomin, $175; Bernhard Losser, $81; Max Rubin, $159, and Alex. Palestine, $90. It is alleged that the defendant is insolvent and made an assignment last week. The court appointed William S. Creevy receiver. Assets are estimated at $3,000.

A petition in bankruptcy was filed Saturday against Wm. J. Fisher, doing business as Fisher Bros., grocers at Tuckahoe, by these creditors: R. C. Williams & Co., $450; C. H. & E. S. Goldberg, $84, and Charles F. Mattlage & Sons, $97. The petitioners claim that the defendant is insolvent and made an assignment January 14th to Henry C. Merrit. J. Milton Southard was appointed receiver. Stock and fixtures are estimated at $5,000. Mr. Fisher has been in business for seventeen years.

* * *

The premises at Washington and Beach streets having been rebuilt, Lewis DeGroff & Son are moving back. Since the fire of several months ago the firm has occupied temporary quarters.

* * *

The dissolution of William A. Legget & Co., foreshadowed in last week's letter, was formally announced Saturday. G. William Rasch is the liquidating partner, with the power to collect accounts and pay debts. John S. Sills & Sons bought the stock of merchandise. Wm. A. Legget & Co. was established nearly seventy years ago.

FRED. A. MCGILL.

How Dr. Wiley Would Make Sulphur Unnecessary In Fruits.

Representative Needham the other day had a talk with Dr. H. W. Wiley regarding Decision 76, relating to the sulphuring of fruits. "Are we to have more sulphur in our fruits?" asked Needham.

LOWEST PRICES **GROCERIES** HIGHEST QUALITIES

There's a REASON

We Sell for CASH! Why Don't You Buy for CASH?

Best Quality No. 3 Barley, 100-lb. bags (Limited Quantities Only)	per bag,	$3.90
Western Pearl Hominy, 100-lb. bags	per bag,	1.60
Fancy Red Kidney Beans, grain bags about 2½ bushels	per bush,	1.97½
Extra Quality Green Peas, grain bags about 2½ bushels	per bush.,	2.00
Karo Syrup, 10c.-size, 2 doz.	per doz.,	.87½
Absolutely Pure Pepper, in barrels containing about 240 lbs.	per lb.,	.10¼
Absolutely Pure Pepper, in ½-bbls., containing about 125 lbs.	per lb.,	.10½
Armour's Extract of Beef, 2-oz. jars, 1 doz.	per doz.,	3.85
Malpaco Fancy Coast-Packed Seeded Raisins, 36-1s	per lb.,	.08½
No. 0 Tubular Lantern Globes, 5 doz. in case (No Charge for Cases)	per case,	1.77½
California Lima Beans, fancy goods, bags about 80 lbs.	per lb.,	.05¾
Honey Drop, Extra Fancy Maine Corn, single cases 2 doz.	per doz.,	.97½
5 or 10-case lots	per doz.,	.95
McMurray's Mountain Corn, Crushed, single cases 2 doz.	per doz.,	.75
5 or 10-case lots	per doz.,	.72½
Michael's Fountain Brand Fancy Shoe Peg Corn, single cases 2 doz.	per doz.,	.72½
5 or 10-case lots	per doz.,	.70
Best Quality Pure Bi-Carbonate Soda, in 112-lb. kegs, single kegs	per keg,	1.72½
5 or 10-keg lots	per keg,	1.70
Magic Cleaner Soap, 100 large long bars	per box,	2.75
Extra Quality Long-Cut Sour Krout, wood-hoop tierces, 50 to 52 gals.	per tierce,	5.35
Van Camp's Evaporated Milk, tall, 4 doz.	per case,	3.95
Van Camp's Evaporated Milk, family size, 4 doz.	per case,	3.45
Van Camp's Evaporated Milk, baby size, 6 doz.	per case,	2.85
1-lb. Wire End Butter Dishes, half thousand in a crate	per 1000,	1.12½
2-lb. Wire End Butter Dishes, half thousand in a crate	per 1000,	1.32½
1-lb. Solid Oval Butter Dishes, quarter thousand in crate	per 1000,	1.32½
2-lb. Solid Oval Butter Dishes, quarter thousand in crate	per 1000,	1.50
Ralston's Breakfast Food, 36 packs	per case,	4.10
Zest, with coupons, 10c. size, 36 packs	per case,	2.12½
Quaker Oats, 18-2s	per case,	1.47½
Pettijohn's Food, 18 packages	per case,	1.70
Wheatena, 36 packages	per case,	4.12½

These Prices for This Week Only—January 27th to February 1st, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

"Not if I can help it," replied Wiley. "You don't need it. You ought not to have any sulphur. We will show you pretty soon how to dry fruits without sulphur. We are with you. Be patient and don't kick and your industry will be bigger than ever."

Dr. Wiley showed Mr. Needham samples of apples dried by steam heat. He said he was at work on a process that would enable California to advertise to the world that no sulphur is used in drying its fruits. The fruit is placed in a room with steam coils and given a steam bath, but is not cooked, and oxidization is prevented.

Dr. Wiley says his process is nearing perfection. He declares that the California fruit drying system is all wrong, because it promotes decomposition and the breeding of insect life, thus making the use of sulphur necessary. his process, he says, prevents decomposition and destroys animal life. Further tests will be made before the process is made public.

New Canned Goods Contract Proposed.

Jobbers' Executive Committee Frames One and Will Ask Its Adoption by Canners' Convention. Seeks to Put Canned Goods Sales on Business-like Footing.

The Executive Committee of the National Wholesale Grocers' Association held an important and animated meeting at Chicago last Monday and Tuesday. The principal accomplishment was the framing of a new canned goods contract which will be presented to the National Canners' convention, to be held at Cincinnati next month.

The text of the new contract appears below. It seeks to correct the exceedingly loose and unbusiness-like methods which have characterized the sale of canned goods for years:—

(Buyer's city or town.)

.....

Date ....., 190..

Sold to .....

Sold by .....

Cases.	Dozen per case.	Size of tins.	Items.	Price per doz.

Prices named are F. O. B. (city) and Del'd (city).

To be shipped (how and when).

Routing .....

Terms of payment: Less ....per cent. in .....days, or .....days net, from date of delivery or shipment. If sold F. O. B. factory, freight rate to destination not to exceed .....per 100 pounds.

If buyer's labels are used, allowance to be ..... per 1,000. If packer's labels are used, buyers to have control of same for (time or section).

These goods are to be of the pack of (year).

Quantity guaranteed as follows: The seller agrees to deliver not less than 75 per cent. of the quantity stated under this contract and the buyer agrees to accept the same in full settlement of this contract, without liability except as hereinafter stated. If seller should deliver less than 75 per cent. of the quantity stated under this contract, then it is agreed that the seller shall pay the buyer ..... cents per dozen on such shortage under 75 per cent. of the original purchase, but must deliver not less than ..... per cent. of the original purchase. The buyer shall have the same privilege of reducing the quantity named in this contract to 75 per cent. of the original purchase, without responding for loss or damage to the seller, and shall also have the privilege of further reducing the quantity on the payment of ..... cents per dozen, but must acept not less than ..... per cent. of the original purchase. In case either buyer or seller wishes to decrease the quantity below 100 per cent. of the original contract, notice must be given in writing not later than ..... Prices guaranteed ..... Swells guaranteed until July 1, 190..

Cases must be made from lumber free from shakes and loose knots and of material not less than three-eighths inch sides, tops and bottoms, and three-quarters inch ends for No. 1 and No. 2 cans; three-eighths inch sides, tops and bottoms and three-quarter inch ends for No. 2½ and No. 3 cans; one-half inch sides, tops and bottoms and one-inch ends for No. 8 or No. 10 cans.

Factory shipments in less than car lots to be made without charge for marking or shipping.

Seller guarantees these goods in accordance with food law guarantees adopted by National Wholesale Grocers' Association and Canned Goods Packers' Association, in convention 1907, and also in accordance with the State food laws of .....

In case of destruction of place of business of either party by fire or the elements, such buyer or seller shall have the right to cancel this contract by giving the other party written notice of the same within reasonable time.

Broker .....

Accepted.	Dated.
Seller	.....190..
Buyer	.....190..

Pennsylvania News Items.

Deputy Dairy and Food Commissioner W. A. Hutchinson, of Bloomsburg, went before Alderman Miller, of Reading, Pa., on Tuesday and brought suits against G. H. Delp, J. J. Noll, W. H. Moyer, George W. Liess, James P. Bixler, Charles Walley and William Walley, grocers, on the charge of selling misbranded breakfast food in violation of the acts of Assembly, approved June 1, 1907. The penalty for such sales is $60 and costs. Defendants gave bail for a hearing.



The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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The Come-Back of "The Woman's Home Companion."

The February number of the "Woman's Home Companion" kept its editor's promise and reproduces portions of a number of the criticisms which various trade papers have made upon the series of articles on "Know Your Grocer" which the magazine named has been running for several months. The matter in which these criticisms is discussed is as follows:—

CALLING THE EDITOR NAMES.

"The most scintillating ass in the United States" is a title to which few aspire. When, however, such a picturesque phrase is applied to the editor of the "Companion" by the organ of that class of grocers whose feelings and pocketbooks have suffered most during our campaign for clean stores, there is at least a consoling feeling that one has not lived in vain. To be first in something, to reach the top, even in the hatred of the untidy grocer and his defenders, is an honor not to be sneered at in these day of specialists.

Nevertheless that modesty which has hitherto kept the editor's superlative asininity from acknowledgment in the public prints forbids the acceptance of this new honor without a challenge. Is it true that no other American is so donkeyish? What has been done to deserve the plaudits of the dirty grocer? Why should his defenders rise and shout "Hail our king?"

This: In the columns of the "Companion," beginning with the November number, there have appeared four articles on the general subject of "Clean Grocery Stores." The fourth of these articles appears in this number, ending as the first began, with these four mottoes, which are in themselves a fair description of the motive, spirit and general nature of the campaign:—

"I will know my grocer."

"Of two grocery stores, I will trade at the cleaner."

"Of two foods in a certain class, I will buy the cleaner."

"Having decided to buy a certain food backed by the guarantee of an honest firm, I will accept no substitute."

WHAT OTHERS HAVE THOUGHT.

The subject is a vital one to the readers of the "Companion"; the investigation which preceded the writing of the articles was thorough and fair-minded; the articles themselves, honoring as they did the clean grocer and wounding the dirty grocer at his most vulnerable points, were destined to cause comment and action. They did. Our readers wrote to us letters filled with thanks, approval and good resolves. Clean grocers all over the country welcomed the publicity we were giving to the business-like and sanitary methods on which they prided themselves; some even asked for additional copies of the "Companion" to distribute among their best customers; others spent money in the advertising columns of their local papers to show that they were "'Woman's Home Companion' grocers." A third element of support and confirmation came from the leading trade publications circulated exclusively among grocers; some editors wrote friendly, co-operating letters; others reprinted our articles and added stirring comments of their own.

The campaign progressed, the press applauded, the grocers themselves co-operated, a few hundred thousand of our readers put themselves in motion—when suddenly there began to appear in the columns of the less progressive grocery journals a series of misdirected jabs at the integrity of our motives and at the spirit of our articles. As examples of vigorous English and as specimens of the argument which is known to lawyers as *ad hominem*, we publish some of these comments here; and with them, as their most conclusive answers, the opinions of their more progressive fellow workers. It has been difficult to choose the comments for this page; all are interesting and sincere and for this reason worth publishing.

SOME FAVORABLE, SOME NOT.

Here is a word from Saint Paul that is more peevish than logical:

Too bad some of these would-be reformers don't have to make a living running a grocery store. The chances are that after they had gotten down to the store a few mornings as early as the average grocer opens, and had remained as late as the grocer remains at his post, and had worked as hard and had earned as little for his work, they would not be so ding-blamed particular about running a grocery store along the lines laid down by some sanitary sharp who has nothing else to do but sit in his office and figure out how the grocer could handle a barrel of sugar according to scientific sanitary rules.—"Saint Paul Trade Journal."

Compare this attitude with the following letter from the manager of "The Canadian Grocer," for twenty-one years the Canadian authority on groceries:—

We may state that we have for many years past been working on identically the same lines and in every way are endeavoring to instil into the minds of our subscribers the idea of up-to-date cleanly stores, clean and attractive delivery wagons, well and neatly gowned attendants. We may say that we will do all we can to encourage, through the columns of "The Canadian Grocer," the display, selling and delivery conditions of food products. These matters are our leading dogma, and we commend you for giving publicity to same in your valuable magazine.

"The Merchants' Review," which has been more temperate in comment than some, enters this ingenious defense of disease germs and bad ventilation:—

But we have always felt that, let the disease germs be ever so abundant in the grocery store at the start, the wholesome fumes of spices, ground coffee, tea and citrus fruits would make the germs curl up their toes in short order. Even the absence of good ventilation in the grocery store could do little or no harm, since the less the movement of the atmosphere, the stronger would be the spicy odors that make grocery stores among the most healthful places one can find within doors.

A less conservative attitude is that of the "Grocery World," which begins with this statement, which a contemporary speaks of:—

The world holds quite a number of asses, and up to the present time there has been no overt competition for the title of chief. If the editor of the "Woman's Home Companion," however, progresses at his present rate, he will be in excellent position to claim the enviable distinction of being the most brilliantly scintillating ass in the United States at least.

The editor of "The New Jersey Trade Review" differs from the writer of the previous paragraph, as is shown by the following letter:—

The subject under discussion has been time and again presented editorially in my paper; and from what I learn by a perusal of proofs forwarded to this office a few days ago I have no hesitation in commending the work. A majority of stores in New Jersey will not come under the ban. The only danger is that the readers of "Woman's Home Companion" may receive the impression that *all* stores are kept in an uncleanly condition; but, after all, this objection disappears in the thought that the author of the articles is addressing an intelligent constituency.

HONEST MISUNDERSTANDING.

Of course it would be easy to dismiss those criticisms, which are both adverse and fallacious, by assigning them to self interest. However, some of these attacks are inspired by higher motives, or at least by honest misunderstanding.

The only quarrel that we have with such critics is this: They have not recognized the fact that our articles are directed against the dirty grocer, not all grocers; and some of them, for the sake of a play to that portion of their clientele of which they should not be proud, have substituted for careful reading and helpful co-operation a brand of denunciation, "written with fury and corrected without phlegm."

This is most painfully weak. As a matter of fact, it does not answer the "Grocery World's" one criticism of the attacks at all. We have been wholly sympathetic with the principle that grocery stores should be clean; in fact no sane man would dream of disputing it. We have criticised the "Woman's Home Companion" articles because we believed and still believe them to be at least partial fakes, in that the instances of unclean stores which have been published as types of many city stores have been pure inventions. The ridiculous errors in stating trade methods prove the fake without any other evidence.

The "Grocery World" has directly charged the "Woman's Home Companion" with faking, and has received only the obviously evasive reply of the consciously guilty man.

Worshipping Strange Gods.

Some articles have appeared in the "Grocery World" recently, emphasizing the wisdom of a business man sticking to the line he knows and leaving outside schemes alone. No better illustration of the foolishness of adopting a contrary course can be found than the case of Mark Twain.

Mark Twain is an author. The public eagerly buys whatever he writes, and with his pen he has made several very large fortunes. But he was tempted with strange gods and went into the Plasmon Company, a concern formed to make a powdered preparation of milk. The Plasmon Company has failed, and Twain has been let into a loss of $30,000.

The point to remember about going into outside schemes is that you are completely at other people's mercy. If those other people want the scheme to succeed—if they wish to do the square thing by you—it may succeed, if qualified to, and you may find it a good thing. But if the powers that really control it want to freeze you out, there is usually no way whatever in which you can prevent them.

The Jobbers' Disintegration.

It is perhaps a superfluous observation that before an organization of merchants begins a contest which may become acrimonious, it should be so well organized as to present a solid front to the enemy. This observation comes unbidden to the mind of him who contemplates the somewhat disintegrated condition of the wholesale grocers of this section, who recently begun a war against the retailers' buying combines. The jobbers have two organizations, one the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware, and the other a local league which admits Philadelphia jobbers only. Both

of these associations are working in harmony in the present conflict, and both have been at least in part disrupted by it. The leaders of both organizations seem to have taken decisive action without troubling to consult the great majority of the members. The latter feel the pinch of the retailers' resentment and are protesting vigorously against being made the scapegoats for sins which they neither authorized nor sympathize with.

On all sides it seems to be accepted as a foregone conclusion that the present conflict will fail, not so much because the retailers were well organized as because the jobbers were not really organized at all.

The Futility of Canned Goods Report.

The "Grocery World" has always contended that reports of canned goods packs, such as is yearly compiled and published by the "American Grocer," are never worth the paper they are printed on. Not necessarily because of any fault in the paper publishing them, but because of conditions over which no paper has or can have any control.

The most vital of these conditions is the fact that the accuracy of the report depends on two factors: First, that each packer should state his production, and second, that the stating should be correct. So many reasons exist in the packers' mind for suppressing or exaggerating the truth that any calculation based on such unstable material is hardly worth the trouble needed to make it. Understand, the figures *may* be correct, but one can never be sure.

Directly in line with the above is a most serious criticism which the Chicago "Canner" makes of the figures which the "American Grocer" presents as the pea pack of 1907. The substance of the criticism is as follows:—

> Take Ohio's pack; the "American Grocer's" total is only 45,721 cases, while a single concern in Ohio packed nearly double that number of cases of peas last season. Another State underestimated by the "American Grocer" is Utah. It reports a total pack of 30,000 cases, while we received reports showing two Utah concerns each of which packed more than 30,000 cases of peas in 1907. Illinois is yet another State greatly understimated in the "American Grocer's" statistics, which give this State 104,482 cases, the incorrectness of which is proven by the fact that three companies in Illinois packed together last season 135,982 cases, which leaves the several other pea packers in this State to make up the difference between 135,982 cases and the total of 216,508 cases packed in Illinois in 1907, as published in the "Canner" of December 26th.
>
> However, Ohio, Utah and Illinois are not important pea-packing States. The heaviest shortage in the "American Grocer's" figures is in the packs of New York and Wisconsin. In the former its total is 1,509,997 cases, compared with the "Canner's" 1,659,944 cases for New York, a difference of 149,947 cases. For Wisconsin, the "American Grocer" estimates a pack of 1,507,710 cases, which compares with 1,773,599 cases reported by "The Canner," showing a difference of 265,889 cases. The "American Grocer's" estimates are so far wrong that there is no doubt at all that its figures represent the minimum quantity packed in 1907. The New York State packers' Association's total, for instance, exceeds the figures which the "American Grocer" gives by a shade over 50,000 cases, while the association report was also too low, as is proved by the fact that some of the packs estimated in the association's report were underestimated. Direct reports to "The Canner" from some of the New York State canners whose output was estimated by the association furnish proof of this. The "American Grocer's" total for Wisconsin is even further wrong than its New York estimate, as it is not only more than a quarter of a million cases below "The Canner's" Wisconsin figures, but it is over 100,000 cases short of the Wisconsin State Association's estimate, which did not include all Wisconsin factories packing peas in 1907. We are forced to conclude that incompleteness is what ails the "American Grocer's" report on Wisconsin.

If the "Canner's" statements are correct, and the paper has the reputation for speaking only the truth, the "American Grocer" underestimated the 1907 pea pack by 970,897 cases! In this case it looks as if carelessness in compiling had been partly responsible. But even without carelessness the "Grocery World" wishes to emphasize the point that by reason of obstacles impossible to overcome, no general canned goods report can ever be sure that it is within a mile of the truth.

Wanted, A Rest.

In Heaven's name, when are we to be respited from the ceaseless flow of gibberish that has taken the place of the names of proprietary brands? From the time when the Biscuit Trust made what some called a hit with its "Uneeda," there has been a long, long list of emulations, of which the latest and the worst is "Tro

Dandelion Brand Butter Color

Purely Vegetable

The Aggressive Grocer's Profitable Field

This Trade Mark has appeared on our Butter Color for over 25 years.



Send us a trial order for Dandelion Brand Butter Color.

Then notify the dairymen on your list of customers that you are prepared to supply them.

That is all the introduction to your butter-making customers that Dandelion needs: the notice that you keep it.

DANDELION BRAND BUTTER COLOR

PURELY VEGETABLE

IS THE STANDARD OF THE WORLD

It is almost as much a staple with buttermakers as sugar and coffee.

Nine out of ten of them have always used it, and the tenth is sure to come to it.

If you have not stocked it yet, write to-day to us or to your wholesaler for sizes, prices and advertising matter.

WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

Tro Krunch," which has been applied to a new confection just launched by the Trowbridge Chocolate Co., of Meadville, Pa. There was some cleverness in "Uneeda." It was novel, it had a point and it slipped easily from the tongue. But some of the imitations are a mouthful as rough and crude as gravel stones! "Tro Tro Krunch" is a good example. Why, as a matter of fact, an uninformed person hearing certain package goods asked for by name, would imagine either that a very young infant was being addressed in its native language, or that the user of the words had suddenly became an imbecile!

In coining such atrocities, however, manufacturers defeat their own ends, for people do not use those names in asking for goods. The tongue is lazy and delights to travel in the line of least resistance. Instead of using such names as "Tro Tro Krunch," most people would prefer to point.

Government Moves Against Polished Coffee.

Seizes a Car Shipped From New Orleans to Nashville on the Charge of Being Polished and Colored in Violation of the Food Law. Practice General Through the South.

Special correspondence of "Grocery World."

Washington, D. C.,
Jan. 23, 1908.

The first confiscation of food products alleged to be impure, which has been made under the Federal food law, was made by officials of the Department of Agriculture on Tuesday at Nashville, Tenn. The merchandise seized was a car of coffee which had been shipped by a New Orleans house to a concern in Nashville. A warrant of seizure was issued and the goods taken into the custody of the United States Government.

Before the warrant was executed the coffee was unloaded. However, at the store of the firm, 84 bags of the coffee were found to-day, which it was stated had been carried in the car. It was marked with stencil "polished coffee." The coffee was seized pending further action by the Government.

It is charged that the coffee was adulterated in the purview of the law in that it is said to have been colored and stained by use of chemicals. The chemicals used, it is charged, were French talcum and yellow or chroma, and the effect of the chemicals on the grain is said to be to conceal defects.

HOLT.

NOTE.—Almost all of the green coffee sold throughout the South is artificially polished and some of it is actually colored. The practice seems to have grown up more as a fad than as a deliberate method of concealing inferiority, or counterfeiting superiority. Unquestionably it does improve the appearance of the bean, though as a rule it does not increase the market value.—ED.

Butter Men Don't Want Oleo Question Opened.

They are Opposed to the Penrose Bill Introduced Last Week, or to Any Other Bill, Fearing the Strength of the Oleo Interests with the Subject Reopened.

A talk had during the week with certain influential representatives of the butter interests of Pennsylvania revealed the fact that very few of the butter men favor the oleo bill introduced in the Senate two weeks ago by Senator Penrose, of Pennsylvania. A synopsis of the bill was given in the "Grocery World's" Washington correspondence of that date.

It is perhaps incorrect to state that the butter interests are *opposed* to the bill. What they are opposed to is its introduction at this time, or in fact the introduction of any bill. The butter men are fearful, and they have good cause to be, that if the oleo question is once opened in Congress, even to make way for a bill which would be an improvement over present legislation, the oleo men will be able to get the present 10-cent tax reduced. The oleo interests have strong friends in both Houses of Congress, and they would like nothing better than to reopen the old fight over oleo license, so hardly won by the butter interests before. When the Penrose bill was introduced the Pure Butter Protective Association of Pennsylvania was named as its sponsor, but it was learned during the week that the organization has never indorsed the bill at all.

Asks Public to Help Him Reduce Delivery Cost.

San Jose, California, Grocer Prints Elaborate Argument to Show That Public Abuse Free Delivery. Asks People to Forget Their Own Conscience and Think of His.

A retail grocer of San Jose, Cal., is asking the general public of his town, through his local newspapers, to help him cut down his delivery expense. It is a somewhat thankless task, as consumers are proverbially selfish, and usually think only of their own convenience. Particularly female consumers. There is no flaw, however, in the San Jose grocer's published argument, which is in part as follows:—

> The good public, as a rule, hardly realizes what a hardship and expense the delivery of groceries by grocers' wagons means to the man in business.
>
> While the free delivery of goods means much to many customers, it has its unfair points, and is not an equal privilege for all kinds of customers. For customers living in the city free delivery is a convenience more often over-used than properly used. For the customers living outside of the city it is decidedly unfair; they cannot use the free delivery. This brings but one vital point: The town people should pay for delivery of goods and the country people who handle their own goods would be ahead of this charge, which is surely due them.
>
> If the grocery people do not deliver goods the public would get about a 5 per cent. lower price on most goods.
>
> From city trade the grocer is troubled with small, in fact very small, orders, sometimes a cake of yeast to be delivered a mile; sometimes an order for 15 or 20 cents' worth of merchandise. Such orders are unfair, and bring one to the point of making a minimum amount for delivery. Say orders for less than 50 cents' worth of goods will not be delivered. The amount is not large, and no larger than any housekeeper could make her order.
>
> Few ladies realize how much it costs to handle small orders. Some ladies don't send their orders in until almost dinner or supper time, and, seemingly, they think their one order is the only order that the store has to handle, as they expect it at once.
>
> The ordinary grocer makes four deliveries per day in well-populated localities, and this immense amount of ground covered over and over again is hard on teams, wagons and men; although even this four-times a-day delivery does not seem enough for some housewives; simply because they fail to give it the thought of getting together an order of any size, not beause they don't care, but because they don't think over their wants.
>
> If delivery was to be charged for, and price of goods made correspondingly lower, the lady ordering four times a day would pay a minimum price of 10 cents per order, or 40 cents per day, or for a week, $2.40. If she ordered only twice a week she would pay only 20 cents. This illustration is for light-weight groceries. For heavy goods, such as potatoes, grain, etc., charge would be as to weight—about 10 cents per hundred.
>
> Possibly if delivery was not made free it would be well to have a transfer company or an automobile service handle goods for the combined grocers.
>
> These deductions might not suit all grocers (that is, big and little grocers), but there is no argument that will down the facts that the free delivery of goods is a big expense, and one that is increasing; and one that is, sooner or later, going to be handled by a company organized for that purpose, where all buyers will get the same benefit, country buyers and city buyers alike, where the person carrying his own goods is allowed for this service, and all are charged a lower price for groceries than they are now paying.
>
> This argument may be a trifle ahead of time at the present moment, as to relation to not delivering groceries, but as to limiting the amount of purchase to, say, 50 cents' worth for free delivery, the time for consumers to consider such a fact is now. There is no merchant so overworked, so overtaxed, and no merchant asked to do so much free of charge as the groceryman.
>
> The buying public are the ones to give the article some thought, and they are the ones to lend their assistance to help the average grocer with some of these problems brought about by his aims to please the public in so many ways free of charge.

In the Forbes Coupon Book system all possibility of loss is practically eliminated. It practically places every business upon a cash basis. With it in operation the merchant, instead of figuring upon things beyond his control, is estimating on certainties. (See Adv.)

WITHDRAWN

The special discount announced in this paper to be given to retail grocers on purchases from February 1st to March 15, 1908, has been withdrawn owing to the fact that we are now running the works practically to their limit and cannot accumulate stock to care for the increase this proposed special discount would demand.

When our new additions will insure the making of a surplus stock we will, in all probability, renew this offer to retail grocers.

It would create dissatisfaction at this time, however, to hold out inducements to the retailer and then be forced from lack of capacity to properly fill orders through the jobbers.

A deal will be forthcoming some day which will not result in disappointment.

Respectfully,

POSTUM CEREAL CO., Ltd.

THE GROCERY MARKETS

Tea.

The tea market is still short of its normal demand. One large importer estimated the business of the current month at about 20 per cent. below last January. There is a good steady demand, nevertheless, although only for immediate wants. No buyer is anticipating his wants to any noticeable degree, in spite of the firm market. The situation on all low grades is strong, and the higher grades are steady.

Coffee.

The market for Rio and Santos coffee is steady, with a gradual hardening tendency in the value of spot stock. The increasing scarcity of the better grades, due to the policy of the Brazilian Government in buying these grades to put away, is now being felt quite strongly by the roasting trade, who are compelled to pay a higher price for old crop coffee than the grade warrants. The receipts of Rio and Santos at primal points indicate not more than a 10,000,000 crop, which is a decrease of about 50 per cent. from the last crop. Some explanation of this remarkable condition, without droughts or frosts, is wanted by the trade, but is not vouchsafed as yet. Mild coffees are very firm. Java and Mocha are steady. The general demand for coffee is good, but the trade are taking it in small quantities.

Sugar.

The sugar market is practically unchanged for the week. The raw market is a trifle easier, but Cuba is far behind in her production, and the supply is still very low. Refined sugar is unchanged for the week and gives no indication of any change in the near future. The demand is very slow.

Fish.

The fish market has remained unchanged for the week. Norway and Irish mackerel are still very firm, but without change for the week. The demand has been light for the week. Cod, hake and haddock are all dull, as all need snapping cold weather to bring out the demand, which has not been forthcoming as yet. The market in some quarters is inclined to be easy in consequence. In spite of the general prophecy, domestic sardines have not advanced as yet. The demand is light. Foreign sardines continue to be scarce and very high. Salmon is steady and quiet.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is quiet, owing to the mild weather, and rules at unchanged prices. Sugar syrup is unchanged and in moderate demand. The molasses producing season is about over, and prices on the finer grades show no indication of any immediate change. There will be plenty of the lower grades of molasses this season and prices will in all probability be low.

Beans and Peas.

Pea beans can be bought on spot at $2.20, but cost to come forward $2.30. The demand is nevertheless light. Marrows are somewhat lower—about $2.15—and the demand is light. California limas are unchanged, so far as the best stock is concerned, although some rain-damaged beans can be bought at about ¾ cent below the market. Dried peas of all grades are unchanged and in fair demand.

Dried Fruits.

Prunes are unchanged both on spot and the coast. Some odd lots have been sold to clean up on spot during the week, however, at considerably below the market. The general demand is light. Peaches and apricots are in the same firm and dull condition they have been in for several weeks. Currants are fairly active at unchanged prices. Raisins are dull and easy, both as to loose and seeded. Apples are weak and dull. Citron, figs and dates are unchanged and dull.

Canned Goods.

The tomato market is decidedly unsettled. There have been sales during the week at 80 cents delivered, which would be equivalent to a decline of about 2½ cents. On the same day, however, other sales have been made at 80 cents f. o. b., so that it is difficult to state exactly where the market is. Stocks are low everywhere and it seems sure that large jobbing buyers must come into the market soon. It is confidently predicted that when they do prices will advance, but the tomato market is a hard thing to forecast. Corn is unchanged, and on spot the demand is exceedingly light. Prices have been named

The "**Palace**" **Spice Cabinet** is one of the handsomest, if not the handsomest, spice Cabinets we make.

It is one of those fixtures which make a Grocery Store a beauty spot; that make a man run his eye over his well-equipped place with pride and satisfaction.

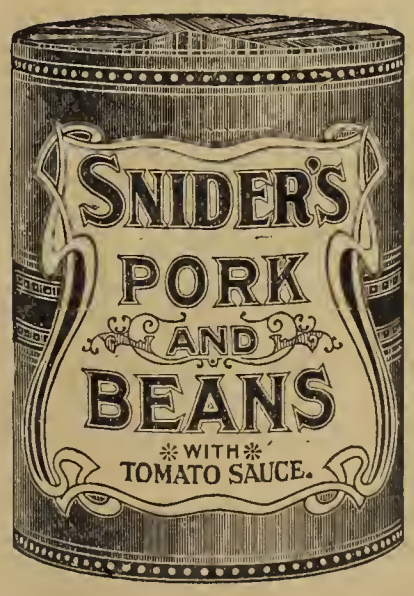
ARE YOU PROUD OF YOUR STORE?

The "**Palace**" **Cabinet** is shown on page 23 of Catalogue No. 4. Its design is new and original. Six compartments holding 10 pounds each. Two small spice scoops with each cabinet. Write for prices and a copy of the Catalogue.

American Can Company

NEW YORK CHICAGO SAN FRANCISCO

The Difference Between Bank Notes



If some one said to you I'll give you a bank note if you will do something for me—you wouldn't be much interested, would you? It would be too indefinite.

If some one said I'll give you a ***hundred-dollar*** bank note that would be different, wouldn't it? The same difference exists if one of your customess tells her family "I am going to give you Pork and Beans for dinner"—they are not much interested; but if she says "I'm going to give you

Snider's Pork and Beans"

that means something. We have advertised them so widely that they have been widely used, and because they have been widely used their unusually fine quality is widely known.

Try a can yourself, and you'll be a booster—you can't help it.

The T. A. Snider Preserve Co.

Makers of Snider's Catsup **CINCINNATI, OHIO**

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

Here is a Cash Register that Costs You Nothing

We know that it sounds too good to be true but we have adopted this method of advertising our **General Macomb Cigars.** We will be pleased to send you a description of our offer if you are interested.



FAVORITE CIGAR COMPANY, Detroit, Mich.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

Put in a stock of the

NEW FIVE-POUND PACKAGES

DEPENDABLE

MILLBOURNE

FLOUR

and watch how quickly it goes. And remember always that the quality is better than ever. All jobbers.

MILLBOURNE MILLS
Philadelphia

SHANE BROS. & WILSON Proprietors 308 BOURSE

for New York State corn, on about the same basis as last year, and some orders have been taken. Peas are dull on spot and active as to futures. Peaches are still very dull, scarce and high. Apples are weak and some offers of New York State gallons have been made as low as $2.60. The Baltimore line of small canned goods is unchanged and dull. California canned goods are scarce in first hands, and unchanged in price.

Butter.

The butter market is firm and unchanged. The receipts of absolutely fancy butter are very light and sell readily at outside prices. There is also a good demand for under grades at proportionately lower prices. The make of butter is about usual for the season, and prospects are for a firm market during the coming week without special change.

Eggs.

The receipts of fresh eggs have increased during the past week, and this has caused a decline of 2 cents per dozen. There is a very active demand for all grades at the decline, and no change seems in sight for the next few days. Prices now are about normal for the season. The future depends on the weather.

Cheese.

The cheese market remains steady and unchanged. There is still an increased consumptive demand and stocks are considerably lighter than a year ago. As prices are already higher than usual for the season, no change seems likely for the coming week. The above statement of conditions applies to all grades.

Produce.

Potatoes, York State, 78 to 80 cents per bushel; Pennsylvania, 78 to 80 cents per bushel, demand fair; sweet potatoes, primes, 90 cents to $1 per basket; culls, 40 to 50 cents per basket, demand good; white turnips, 25 to 30 cents per basket; yellow, 40 cents per basket, demand fair; yellow globe onions, 65 to 70 cents per bushel, demand good; white onions, 75 to 85 cents per basket, demand fair; Danish cabbage, 75 to 85 cents per barrel, $2 to $3 per 100, demand fair; watercress, 3 cents per bunch, demand fair; parsnips, $1.25 to $1.50 per barrel, demand fair; carrots, 40 cents per basket, demand fair; oyster plants, 3 cents per bunch, demand fair; beets, $1.75 to $2 per barrel, demand fair; Pennsylvania celery, 7 to 12 cents per bunch, demand fair; horseradish, $3 to $4 per barrel, 7 to 12 cents per bunch, demand fair.

Provisions.

The entire line of smoked meats remains stationary. The demand shows considerable increase. The supply of hogs is large and the ruling price 15 to 20 per cent. lower than a year ago While the present large receipts of hogs continue, the advance in hog products which usually occur early in the year will probably not take place. Pure lard is steady and unchanged. No change seems likely during the week. Compound lard is fairly steady, but owing to the high cost of cottonseed oil there is not likely to be a decline soon. Dried beef, barrel pork and canned meats are in fair demand and unchanged.

Green Fruit.

Apples, Bellflower, $3 to $4.50; Spy, $2.75 to $3.25; Spitz, $4 to $4.50; Greenings, $4 to $4.75; Hulberson's $3 to $3.50; Baldwins, $2 to $3; Kings, $4 to $4.50. demand poor; bananas, jumbo, $1.75 to $2.50; firsts, $1.25 to $1.75; 8-hands, $1 to $1.25; 7-hands, 65 to 90 cents; 6-hands, 40 to 60 cents, demand poor; California oranges, $2.25 to $2.50, demand poor; grapefruit, $3.50 to $6 per box, demand fair to good; pineapples, $2.25 to $3.25 per box, demand good; lemons, $2.75 to $3.50 per box, demand fair to good.

Nuts.

Almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed nuts, 11 cents per pound, demand poor; peanuts, choice, green, 4 cents per pound; fancy, 5 cents per pound; jumbo, 6¼ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair.

INDIVIDUAL MARKET REPORTS.

Spices.

The market continues active. We note, however, few changes of any importance. There is little or no speculative demand.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

Spices in general suffered severe declines during last year, and in our opinion advances are now in order.

Pepper.—Demand is active for import needs. There is little or no trading in futures. Prices are steady and slightly firmer.

Cayennes.—Fair demand at steady prices.

Cloves are steady, with good demand. Stocks in our country are exceptionally small.

Pimento (Allspice) is steady, but unchanged, the demand being very fair.

Nutmegs.—Rather quiet during the week. There is a firmer tendency for all sizes, although quotations are nominally unchanged.

Cassias.—Prices are steady; demand good.

Gingers.—We note an increase in demand, prices being steady but practically unchanged.

Seeds.—Caraway has advanced sharply and 9½ to 10 cents is now ruling market quotation. Celery, poppy and coriander are all steady at practically unchanged prices.

Rubbed sage and sweet herbs are still selling well. Prices on same are unchanged during the week.

McCormick & Co., Inc.
Baltimore, Md.

—

Imported Fish Products.

Business continues to improve and orders have been coming in more frequently, and while they indicate that it is mostly hand-to-mouth business, the amount of orders is very encouraging.

Salt herrings are in slightly better demand, but prices are unchanged.

Irish mackerel are scarce and decidedly higher.

Norway mackerel are in very much better demand and tending higher.

Imported oil sardines are unchanged because there is little offering. A few lots of new Portuguese sardines are on the way and they have mostly been sold to arrive.

Sprats.—The catch is very disappointing, owing to stormy weather, and goods are scarce; almost unobtainable at present.

Strohmeyer & Arpe Co.
New York, N. Y.

MARKET NOTES.

Florida grapefruit is wanted. Fine fruit still commands $6, ordinarily good $5.

—

Tangerines range from $4 to $5 and are in good demand. The quality is good.

—

Florida beans are scarcer than they were and range from $2 to $3. The demand is good.

—

Florida peas range from $2 to $2.50. The quality is very fair, but sales are slow.

—

Radishes range from 2½ to 3 cents per bunch. The hothouses are now furnishing the market. The demand is fairly good.

—

New Bermuda potatoes range from $6.50 to $7 per barrel. The demand is fair.

—

New Michigan rhubarb has come down in price and now commands 60 cents per dozen. The demand is light.

—

Florida eggplants are moving very slowly at $2 to $2.50 per crate.

—

The market for Florida oranges is still soft and easy, the receipts being in excess of the demand. Only the very fanciest fruit can now command even $3, and the top of choice grades is only $2.75. Fine sound oranges can be obtained as low as $1.75 to $2. The demand is fair, but not sufficient to clean up the market.

—

Hothouse cucumbers range from $1 to $1.25 per dozen and are in good demand. The quality is good.

—

Florida salad ranges from $1.75 to $2.25 per crate and is selling fairly well.

—

Florida peppers average $1.75 per crate. The quality is good, but the demand slow.

AMONG THE TRADE.

Gimbel Brothers laid off forty clerks from their grocery department on January 1st.

—

Joseph Gelb and Robert Cramer, oleomargarine dealers, were on Wednesday held in $600 bail by Commissioner Craig on a charge of selling oleomargarine in unmarked packages. An additional charge of selling oleomargarine without a Federal license was lodged against Cramer, who resides on North Thirtieth street, above Jefferson. W. C. Noll, an inspector in the Internal Revenue Department, testified against the accused.

—

John Dignan, a wealthy wholesale sugar merchant, died on Wednesday in the Presbyterian Hospital. He was 88 years old and for nearly 60 years was in business at No. 129 South Front street. Until two weeks ago, when he went to the hospital to undergo an operation for kidney trouble, Mr. Dignan had been in active control of his business. He was unmarried. For many years he made his home at the St. James Hotel and for about a year had lived at the Rittenhouse. He was a member of the Board of Trade and the Friendly Sons of St. Patrick. Mr. Dignan was well known among the wholesale district having antedated practically everybody there. Mr. Dignan was a relic of the old days when the sugar jobber occupied a position quite distinct from that of the wholesale grocer. In recent years his business amounted to but little, but in the days when it did he amassed a large fortune.

Olive Prices As Compared With Last Year.

Substantial Reductions From Last Season's Values. Reductions In Most Sizes, and Larger Packages for the Same Prices in Others.

Nearly all packers of olives are now taking orders at the reduced prices which are to rule during the current season. These prices show a substantial reduction from last year.

A few examples, taken from the prices of a large packer, are as follows:—

The regulation 25-cent package which sold from first hands last year at $1.95 to $2 per dozen is this year quoted at $1.75.

The regulation 10-cent package cost the jobber, both last year and this year, 77½ cents per dozen, but this year the package is much larger.

The package that formerly retailed at 50 cents, but which last year had to sell at 60 cents, is this year back to 50 cents again. This refers to 20-ounce, 80 to 90 fruit packed Philadelphia style. Last year they sold to the jobber at $4.35 to $4.50, this year at $3.50.

The 32-ounce package of the same sized fruit sells to jobbers this year at $5.75, as against $6.25 last year.

In several other sizes where the price has not changed, the package is larger.

Cutting the Price.

In last week's issue of the "Grocery World," a Philadelphia jobber quoted a price on Wrigley's soap which surprised us; and we wish to explain how such a price could be made.

For a short period last year we offered the retail dealers a 50-bar box W. M. S. soap free with each 100-bar box purchased through jobbers, each of the 100-bar boxes contained a notice to the retailers that they were entitled to a 50-bar box free with each purchase; and each of the free 50s was marked with stencil warning grocers that it was free goods and should not be paid for, notwithstanding this precaution on our part, jobbers who purchased large quantities for stock, while the deal was on, considered that they were privileged to dispose of it as they saw fit, hence the apparent cut in price, the 100-bar box and the 50-bar box are being quoted separately at a total price which nets the jobber a fair profit.

While we do not think we are being treated fairly by any jobbers who sell the soap intended for the retailer, we have no control over stocks on hand. We assure the jobbing trade, however, that the cut price can't last long, and that it won't happen again. It could not happen at all if the retail dealers would insist on their rights and ask for the free 50-bar box with each 100, as they have been notified to do.

The Wrigley Mfg. Co.

Funny Developments of the Mail-Order Business

Manager of the Portland, Ore., Commercial Club, In the Course of an Argument That Parcels Post Schemes Would Change our Entire Mode of Life, Would Destroy the Retail Dealer, Enervate the Country Newspaper and Depress Real Estate Values, Tells Some Humorous Experiences of Mail-Order Buyers.

The introduction of a parcels post system into the United States will change our entire mode of business.

We now deal from the manufacturer through the jobber to the retailer, and it has been found in our country, with its enormous area and constantly increasing population and wealth, and with its changing credit conditions, that this is a cheaper and better plan than to deal directly from the manufacturer to the retailer. To overthrow this system is a serious question. The universal usage of the parcels post will bring about such change.

I have seen, through the work of one wealthy and influential manufacturer, the merchants of a town of 5,000 people actually ruined. It was not the intention of this manufacturer to hurt the retail merchants of his own town, but his family got into the habit of buying from mail-order houses, and talking about it, he gave his neighbors the opportunity, and not realizing what he was doing, he became an enthusiast. The result of it was that the trade of that town fell off until more than 40 per cent. of all the larger merchants failed in two years.

These people didn't buy their merchandise any cheaper, and they didn't recognize the fact that they had unconsciously participated in a scheme that emptied their houses, cut real estate to less than 40 per cent. of its former value, and almost wrecked a community that had been very prosperous. A public meeting was called, and the question discussed, which resulted in the people buying at home. In two years the town was back to its former condition, and has since grown and prospered.

There are a great many high-priced, skilled advertisers engaged by these houses and corporations which do their business through the mails, and you can easily multiply the present situation by five in a decade with a parcels post, for it will result in putting half of the present retail dealers out of business, and do away with half the country newspapers.

It will place the rent rolls of our smaller cities on the same basis as those of Germany and England (a return of 2 per cent. per annum), and a remark I have just read in a book written by Ed. Howe, editor. of the Atchison "Globe," that on an European trip they ran through a town larger than Kansas City at sixty miles an hour is but the record of an occurrence that would become common throughout the United States.

Next after the retail dealer and the country newspaper, the real estate owner is hurt through the mail-order system. There is property in Chicago to-day that is not worth what it was fifteen years ago, and why? Simply because 40 per cent. of the retail business of that great Western metropolis, outside of provisions and heavy hardware, is condensed within eight blocks of State street—between Congress street and the Temple. Chicago people like to trade on State street, and they will actually pay out extra money to do so. And if this is true in this instance, how much worse would be the condition with the great postal service of the United States made a vehicle for the convenience of mail-order concerns in the large cities of the country?

It is easy to get the mail-order habit, and millions of citizens of the United States already have it in a chronic form, and in those sections where it is the most aggravated you see the least prosperity.

Of course, there are some comical things coming as a result of the habit. I have some personal acquaintances and friends with the great mail-order houses of Chicago, and they told me of a man working in a carpet factory in Philadelphia who, through reading the attractive advertisements, sent to Chicago for a carpet which came out of the mill in which the man worked, and before he got his carpet on the floor it had cost him more than double what it would have done had he purchased it from his employers.

In another case a woman ordered a food product, and when it arrived found it was an article produced by her husband two blocks away. A relative of a New Orleans merchant sent to New York for a fabric, and her husband was the secretary of the company that wove the goods.

Now, in many cases it has been discovered that retail grocers have been buying their dry goods and clothing from mail-order houses, and when we get right down to brass tacks, and realize that the material and labor have to go into all commodities and be paid for, the man or woman who buys his merchandise from mail-order houes is no better off at the end of the year than those who buy it from the smaller stores at home.

The staples of life are sold at about the same price all over the United States. The housewife in New York City or in the Oregon village pays practically the same price for sugar, flour, coffee, tea, soda, soap, baking powder, canned goods, cured meats, muslins, calicoes, tickings, hosiery, gloves, etc. This list might be extended almost indefinitely.

A large per cent. of the standard manufacturers of the country, whether they produce hats, clothing, collars, shoes or various other articles, fix a retail price which is the same everywhere, and while this is true there are a great many communities in the United States where the merchant is unable to carry anything like an assortment because people have got the mail-order habit, and they actually send away for things that are carried by a next-door neighbor.

Just a little while ago there was a good joke on the wife of a Portland business man, who ordered a mattress by mail, and was very much embarrassed when it was delivered to her, through a local merchant, and the merchant and his wife were her guests at dinner when the mattress was delivered.

In conclusion, the parcels post will at least disarrange present plans, and while I may be mistaken, I believe it would mean disaster and trouble, and that we are not ready even for a trial of such a plan as this for a great many years to come.

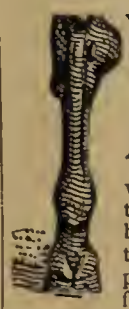
TOM RICHARDSON,
Manager Commercial Club.
Portland, Ore., Jan. 18, 1908.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES
are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.
TO BE HAD ONLY FROM JOBBERS
Quaker City Preserve Co.
Philadelphia, Pa.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

SHOW CARDS AND POSTERS
When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices so *low* that you cannot afford to be without them.
GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL



You Can't Cut Out
A BOG SPAVIN or THOROUGHPIN, but
ABSORBINE
will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle delivered. Book 5-B free. **Absorbine, Jr.**, for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by
W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Lancaster, Pa., January 14, 1908.
Editor "Science of Advertising."

Dear Sir:—Will you kindly pass your opinion in the "Grocery World" on the inclosed advertisement.

Yours truly,
SAML. APTEKAR.

The inclosed advertisement was a small circular, about 6 x 9 inches, printed in black on white paper. Here is a photographic reproduction:—

Why Must a Bank President Commit Suicide?

Because it is better than to die in jail, and in jail they must all go, those who spend the poor men's hard earned money for their own pleasure, if they were more saving and would by their groceries from SAM APTEKAR'S GROCERY STORE.
They could easily save their necks.

A Few Prices

Pic-Nic Shoulders 9½c lb	Black Diamond Bird Food 9c box
Fresh Country or Creamery Butter 32-33c lb.	Egg-O-See Breakfast Food 7½c box
Dog Head Pork and Beans with Tomato Sauce 10c can	Cope's Evaporated Sweet Corn 21c lb
Finest Potatoes 10c ½pk 65c a bushel	Best Lump Starch 4c lb 3 lbs for 11c
Miller's Powerine 3¾c box	Washing Soda 1c lb

Sam Aptekar's
Cash Grocery Store
Beaver and Hager Sts.

he knows all about and can doubtless write about intelligently.

* * *

The body of this circular, "A Few Prices," is tame. Prices alone are seldom interesting. In this case there was sufficient space to have used several lines of matter for each article. Take Dog Head Pork and Beans with Tomato Sauce. How much more interesting would that have become had something like the following appeared beneath it:—

> The largest, whitest, mealiest beans, appetized with a dash of succulent pork and a relish of ripe tomato sauce.

If this same process had been followed out all through the advertisement, it would have gained about 1,000 per cent. both in attractiveness and probable results.

I'm going to be very frank with Mr. Aptekar—I think his circular pretty bad. The head is obviously written to attract attention, which is all right if there is something to see after the attention is attracted. In this case, however, the idea is fantastic, incoherent and pointless. I should not try this sort of ad-writing, if I were Mr. Aptekar. He can make out a great deal better, I feel sure, by sticking close to business, which

Court's View of the Colorado Grocers' Combine.

In deciding the trust case against the Colorado Retail Grocers' Association, the court made the following reflections upon the grocers' attitude:—

> The testimony in this case tends to prove that there does exist an association—a combination of retail grocers in this State, doing business under methods and in a manner that appears to result, at least, in restraint of trade, which is unlawful; under the methods thus pursued it appears in the evidence in this case that prices are named, fixed and maintained in numbers, as stated by defendants' counsel, on at least 200 articles classified as necessities of life; that such prices are fixed without regard to the law of supply and demand, without the regard to the cost of production or manufacture, and without regard to the cost of exposing such articles to sale. Such combination, with such purposes, or doing business in a manner as to bring about such results and such consequences, the law uniformly prohibits, because it is declared to be unlawful.
>
> The grocer is apt to consider his personal interests for the time being, feeling that he is living but for a day, or a month, or a few years, and that his only interest in life is his personal success in business. He is apt to forget his obligations to the public.
>
> Grocerymen may think they might desire to go on and transact business in this way—that when a manufacturer comes into town and says: "We will sell you our goods, and we will give them to you at such a price, but you must sell them at a certain price," and the groceryman agrees to do that; and then they all get together and combine and organize over the State and they have such a systematic organization, such a complete control of their business and the business of their neighbor and the business of all their associates in the grocery business that a telephone message in the morning tells each of them what price to put on this or that commodity. They may think this is legitimate. They may think it in good morals and in good sense is the way to do business, but I do not believe it, and if they have not the moral courage to change their methods of doing business, I think the court would be doing them a great service in helping to break it up. I am sure it is not in the interest of the public, and I am sure it is unlawful.

PATENTS
obtained on inventions and designs. Trade-marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

71% PROFIT
GOFF'S COUGH SYRUP
Write for special proposition to grocers.
S.B. GOFF & SONS CO., Camden, N.J.
ESTABLISHED 1872

Anker's Bouillon Capsules



It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. *NEW YORK*

$20.00 *A DAY TO SALESMEN SURE.* No bonds. Best side line. Samples in coat pocket. For general and Dry Goods Stores. Live salesmen act quickly. Give past and present lines handled. Dept. B
Boston Piano and Music Co.
Willard F. Main, Mgr. Iowa City, Iowa



Harrisburg, Pa.

At last week's meeting of the Harrisburg Retail Merchants' Association officers to serve for the ensuing year were elected, the parcels post and the mercantile tax laws were discussed, together with some proposed legislation to be presented to Councils in the near future.

These officers were elected: President, Otto J. Buxbaum; first vice-president, William F. Paul; second vice-president, William F. Burgoon; secretary, R. F. Cook, and treasurer, P. G. Diener.

St. Joseph, Mo.

At the last meeting of the St. Joseph (Mo.) Retail Grocers' Association the wisdom of retailers buying future canned goods was discussed. The following pertinent statement was made by one of the speakers:—

In buying futures we must figure interest on the money invested for at least six months, which will keep the majority of merchants from discounting their bills.

The difference between the cost of a case of 60-cent corn, less 2 per cent. discount, and the one with 7 per cent. interest added for six months is 6⅗ cents per case.

California.

The California State Retail Grocers' Association has placed itself on record with regard to the Standard Oil Co's method of selling consumers direct. At its recent meeting, with reference to the Standard Oil Co. and its policy of selling direct to small consumers at jobbing prices, the various individuals concerned were urged to write to this concern calling their attention to the injustice of such methods. Several of the directors roundly scored this sort of business on the part of the trust.

Denver, Col.

The Denver (Col.) Retail Grocers' Association adopted the following resolutions at its last meeting:—

Whereas, There are in Colorado a large number of persons of the class called municipal employees; and

Whereas, By reason of rules of the United States Government and the general laws of the State, no garnishee or attachment can be brought successfully against this class of persons; and

Whereas, The only way to reach them is by influence brought to bear through tthe heads of department, who may entirely overlook the matter, if they so desire; and

Whereas, This is not equal justice to all, and places the retail merchant in the attitude of a beggar for favor; and

Whereas, Making a class exempt from creditors is contrary to the principles of American Government; therefore, be it

Resolved, By the Denver Retail Grocers' Association that a law covering this matter should be passed by our next Legislature, and we insist that the retail merchants of the State of Colorado see that it be done in the next Legislature meeting.

Epidemic of Retailers' Claims.

So Say Local Jobbers. Hard Times and Lowered Prices Responsible.

Conversations with wholesale grocers during the week by "Grocery World" representatives seemed to develop the fact that there is at present an epidemic of claims and complaints from the retail trade. Two reasons are assigned for it. One is the hard times, and the other is the fact that many lines of merchandise have declined in price, thus making stock bought to-day cheaper than that bought only a few weeks ago. In the course of the epidemic a large number of retailers have sought to return goods for various reasons, and the jobbers say the declined prices are unquestionably responsible.

One jobber pertinently remarked during the week that if the local wholesalers would combine to handle claims made by retailers they would accomplish more than through combining to selfishly confine all large buying privileges to themselves.

$20,000 to Employees!

Never have authorities differed more sharply than they differ to-day as to whether hard times are upon us or not. With six bumper crops in succession at higher and higher prices an agricultural people like ours ought to be prosperous.

How about luxuries? The diamond importations are falling off by half or more, but the bonbon manufacturers are evidently happy. The Walter M. Lowney Company, for instance, have just distributed nearly $20,000 to the employees of their two factories as a "labor dividend"—something in addition to regular wages and the sixth annual distribution. When it comes to economizing on luxuries, apparently some bonbons are considered necessities by the American people. Shoes, meat and overcoats may be subjects for economy, but Lowney's bonbons and cocoa seems to be in demand however. hard the times. Perhaps the good treatment the employees receive is one reason these chocolate products taste so good.

WHY AND BECAUSE

Why has the Exton Cracker kept growing in popularity from 1847 to 1908? Because you can induce people to buy some other oyster cracker only *once,* and because you can induce them to stop using the Exton only *once.* Why does the Exton cracker *lead* and the others *follow*? Because there *is* no other oyster cracker for the *Exton* to follow, so it *must lead.*

"The Best Known and Known as the Best"

A. EXTON & COMPANY
Trenton, New Jersey

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co., Distributing Agents, 116 S. Delaware Ave., Philadelphia

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.
Established 1877.



Another Talk With Dr. Wiley.

I tell you, but that Dr. Wiley is a grand good man!

You know who he is—he's the Government chemist that tells the courts what the National food law means.

I was in the "Grocery World" office one day last week, looking over some trade papers, when I saw a statement from the Doctor that he'd found a way to dry California fruit so they wouldn't have to use sulphur to give it a color.

He explained it as a scheme to steam the stuff—build a place with a steam plant in it and coils running all about the sides. The fruit goes in there and takes a Turkish bath, and when it comes out it's all dried without any sulphur.

Just think how simple that is! I don't know much about drying California fruit, but they tell me it's done now by the sun and the air. Now that Dr. Wiley made this great discovery all that the California fruit man has to do is to build a building and put his steam plant in it, and the thing is done.

Why it oughn't to cost each man a cent over $10,000 if he's economical. And then the sun and the air are fearfully old-fashioned! Everybody uses 'em and dear me, they're awful common!

Well, reading the thing made such an impression on me that I thought that I felt I simply *must* go to Washington to tell the good Doctor how grand I thought him. So I ran down and happened to catch him in his office.

I've had some mighty interesting chats with Dr. Wiley. He's opened his heart to me as he has to very few men. He's always had something new to tell me.

"Doctor," I said, "I think that steam plant idea of yours is by far the best thing that you've ever done! So simple and practical!"

The distinguished scientist smiled modestly and accepted a cigar.

"If I only continue to have my health," he said, "I'll get these food questions settled some time.

"I've solved the benzoate question, too," he said. "You know a large number of manufacturers think they have to put benzoate of soda in catsup and such things to keep it from going bad. And maybe they have up to this time, but I've got a plan now that will make it entirely unnecessary."

"Oh, Doctor!" I said, wholly under the spell of that mighty brain, "if I might only know what it is!"

"I'll tell you gladly," said he graciously, "because I think you are a man who very closely resembles myself in many ways (I hated like thunder to write that), I expect to have Congress pass a law forbidding catsup to pop."

"Even in leap year, Doctor?" I ventured timidly.

"I shall also organize a union among the brands of catsup and things," went on the Doctor, not noticing my interruption, "and one of the rules shall be that no brand that belongs shall work except on permission from me. I feel sure that this will remedy the evil, for you see I'll never give permission. Why shouldn't catsup be liable to the law as well as you or me? If we go wrong, we are arrested, but if a bottle of catsup goes bad, nothing is done to it. I propose under my law to arrest it as an example to other bottles."

"Doctor," I said tersely, "are you a man or a brain!"

Again he waved the tribute aside.

"A great many of these food problems only come up because manufacturers are allowed to hold opinions as to what's best for them," he went on. "How can they possibly know that? Now these glucose people who have been arguing with me over the name of their stuff—as soon as I can I propose to put every one of them in jail."

"For what?" I gasped.

"For differing with *me*," said the Doctor, in surprise at my dumbness.

"I never have believed that the consumer got the proper sort of notice about the character of the food products he buys," went on the Doctor, "labels won't do it. I have a plan as to that that will do the trick and it's the only thing that will. I will make every

LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; it you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.
JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Do You
handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?
If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about
German Fir
Dilliard Remedy Company
EAST BANGOR, PA.

Mr. Grocer
Don't let competitors of ours tell you they have a lamp chimney as good as our ***Lustre Brand*** until you have tried both, and then we are sure you will agree with us that our ***Lustre Chimney*** will stand the Test with any other Brand.
Lustre
The name is sufficient evidence for both quality and durability.
This chimney is made by ***UNION WORKMEN*** and from the best material on the market. One price to everybody.
R. E. TONGUE & BROS.
Allegheny Ave., Amber & Collins Sts.
PHILADELPHIA
BRANCH, NEWARK, N. J.

Everybody Knows Them



Knight's Flavoring Extracts have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

manufacturer of carton goods, bottles or tins or cans send out a messenger with every package. The messenger will go with the package until it reaches the consumer, and will then tell the consumer exactly what the thing is made of. After which he will go back to the factory and be sent out again, and so on. Why just think what that will do! It will not only solve the problem of informing the consumer about his food, but it will solve the problem of unemployed labor! Take a manufacturer turning out 1,000 bottles of catsup a day, and he will require 1,000 men! Say we won't have good times with everybody working!"

"Ain't it a little expensive, Doctor?" I ventured.

"Expensive? No!" retorted the Doctor, "I don't have to pay for it, do I? Nothing's expensive in this food business that don't come out of my pocket! Please remember that."

I apologized for being so nutty.

"Don't the New Orleans molasses people use sulphur, too?" I asked. "How are you going to fix that?"

"Easiest thing in the world!" he said, "I have that all thunk out. All they use sulphur for is to give the molasses a good color. Now, I have two ways of giving it a good color without sulphur. One way is to paint each stalk of sugar cane, while it is still in the ground, the color the molasses ought to be. I figure out that the paint will travel through it and by the chemical principle of fudgeillibus give the molasses the finest color you ever saw. No sulphur at all, you see!"

"And the other way?" I asked, swallowing hard.

"I shall use deep breathing," he said quietly.

"Deep breathing," I repeated, somewhat mystified.

"Certainly! What is wanted is to give molasses a good healthy color, isn't it? There's nothing better for a good healthy color than deep breathing. I shall teach the molasses to take deep breaths. Or," he went on, "I may use the same idea in another way. Whenever you run you get a good color, don't you?"

"Sure," I said, "royal purple."

"Well," he continued, "I will have the molasses run a mile through pipes every day, won't that give it a good color?"

"It certainly sounds reasonable," I conceded.

"And there you have it," said the Doctor. "It only takes a little brain to solve these things."

"Oh, but Doctor," I said, "there isn't another brain like yours in existence. Not outside of a jar of alcohol, at least."

And then we parted. Ain't he the most wonderful man?

THE STROLLER.

Whisky Seizure Under Food Law.

District Attorney D. W. Baker, of Washington, D. C., on Tuesday authorized United States Marshal Aulick Palmer to seize forty-five barrels of whisky stored at the James Clark Distilling Co., 610 Pennsylvania avenue, Washington. The whisky, the District Attorney alleges, is misbranded and therefore violates the Federal pure food law. The company maintains that the whisky is a blend. Mr. Baker contends, however, that the whisky is made up of neutral spirits and has been found to have been colored and flavored. Upon this case a test case as to the righteousness of Dr. Wiley's whisky rulings will probably be based.

New Board Formed to Pass on Dr. Wiley's Rulings.

Five Leading American Universities Asked to Each Furnish One Member. Complaints Made to President Roosevelt by Aggrieved Food Interests Said to Have Inspired Action.

Special correspondence of "Grocery World."

Washington, D. C.,
Jan. 23, 1908.

The Federal Department of Agriculture seems to have shown rather unmistakably that it is no longer willing to take the word of Dr. H. W. Wiley on chemical subjects related to the food laws. The department, it is said, at the instigation of President Roosevelt himself, has sent to the universities of Virginia, California, Johns Hopkins, Northwestern and Yale, to have those institutions each suggest the name of some scientist. The five together will constitute a Board which will pass upon Dr. Wiley's chemical rulings.

The move is said to have been taken as the result of a large number of vigorous complaints which have been lodged at the White House by Congressional representatives from the States principally affected by Dr. Wiley's rulings, notably California. These complaints have all emphasized resentment at having Dr. Wiley continue dictator as to food questions, and they are said to have had considerable effect on the President's mind. HOLT.

Your Profit and That's All.

Every grocer sells chocolate and cocoa—his customers must have it. No matter whose he sells, he makes his profit and no more. He has no good reason for recommending one brand instead of another, so he hands out what his customers ask for.

The Knickerbocker Chocolate Co., of New York, are giving grocers a real reason for trying to push the sale of Barker's Hasty Lunch Chocolate, Blue Ribbon and Bedford Cocoas. For making a point to give these particular goods to their trade when no special brand is asked for and for recommending them when some other brand *is* asked for.

They are the only chocolate manufacturers who are using their advertising appropriation to buy valuable merchandise to give to grocers to reward them for their efforts.

The quality of Barker's Hasty Lunch Chocolate Bedford and Blue Ribbon Cocoas cannot be excelled; they are certain to please everybody who is induced to buy them, and, still more important, every case of these goods carries Universal Coupons for the grocer. These coupons are exchangeable for almost any article of merchandise a grocer may want. They are the same as cash.

When it is possible for a grocer to sell not only as fine chocolate and cocoa as there is on the market and not only make his profit and please his trade, but get a roll-top desk, a new set of harness, standard scales, or even a new delivery wagon or a piano, isn't he short-sighted if he doesn't do his best to push the sale of these particular goods?

Why be satisfied with the profit alone if you can get a premium besides?



Slices Everything from 6-pound Knuckles to half-ounce Ends.

MAKE OUR HISTORY YOUR GUIDE TO SUCCESS

A few years ago A. W. Johnson, a retail grocer, refurnished his store with tilting bins, new scales, electric coffee mill, molasses pump and a new dried-beef cutter. These equipments were satisfactory labor-saving devices with the single exception of the new dried-beef cutter; this, although a highly advertised, standard machine, was incapable of doing nice work. After carefully investigating the merits of every slicing machine on the market he did not find one that was actually slicing dried beef in a workmanlike, economical manner. Being a thorough, competent mechanic with an inventive turn of mind, backed by many years of experience cutting dried beef, he determined to design and construct an altogether new machine, avoiding or correcting the defects of the others and embodying new, practical devices of simple construction.

The new machine was a success—a world beater—it sliced dried beef to perfection. His customers were delighted with the broad. smooth, perfect slices, deliciously juicy, transparently thin—so much superior to any beef they ever saw—naturally he gained trade, his sales of beef increased week by week until Johnson's dried beef became a household word, and people would use no other kind, while the new machine sliced up every little scrap in thin, salable slices and reduced waste to a minimum.

Send for a sample of this famous sliced beef—the beef that beats the world.

A. W. JOHNSON, New Brunswick, N. J.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

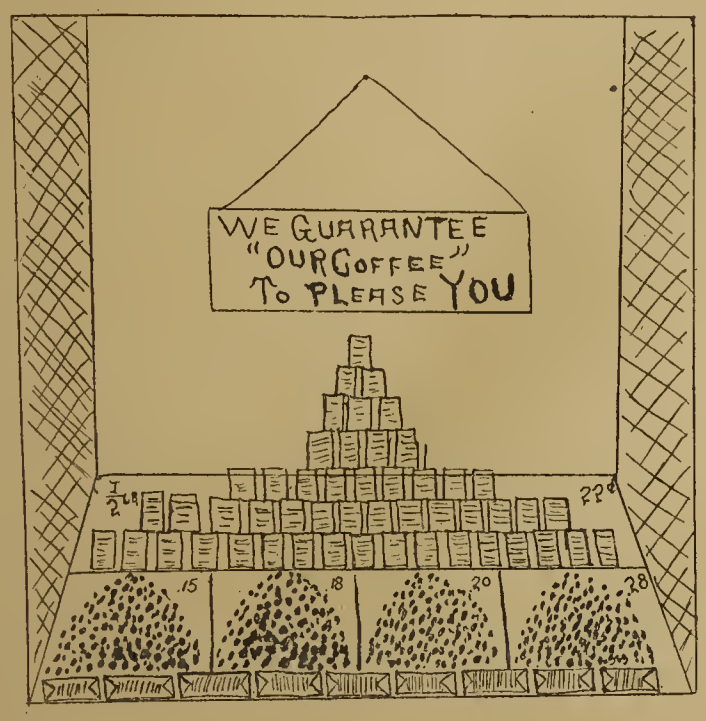
A Cocoa and Coffee Window.

This is a very attractive display of coffee and cocoa.

Take enough packages of coffee to reach across your window by laying them lengthwise. Then right back of them divide your window into spaces large enough to hold about fifteen pounds of coffee loose. Divide each pyramid of coffee with a thin piece of glass. After you have your coffee fixed build Walter Baker's cocoa up in rear, and you will have a very nice window. If so desired you can place small price cards on coffee. By taking a small stick and tacking your card to it you can put it on top of pyramid very handy.

WM. C. COOPER.

York, Pa.



A Fresh Vegetable Display.

The window display shown in the above photograph is contributed by Mr. S E. Chapman, who is connected with Haynes' Market, Ellsworth, Maine. No description accompanies it, but, as a matter of fact, none is needed, for the display is self-explanatory.



Glucose Rebate Plan for 1908.

The Corn Products Refining Co., usually known as the Glucose Trust, has sent the following circular to all of its customers. It describes the rebate plan for 1908:—

> We now take pleasure in informing you that we will pay to you on December 31, 1908, 15 cents per 100 pounds of the total amount of glucose and grape sugar (70, Climax

Right Now—Start a Bargain Feature

Don't waste a single moment in complaining that your results are not satisfactory.

Instead—right now—go thoroughly into a consideration of what is actually making business good for stores like yours all over the country.

Our booklet, clearly describing how to start and run **successfully** such an addition to your store, is yours for the asking.

And in our current catalogue is every known good merchandise thing for use in a bargain department of any size or kind.

Shall we send this catalogue, No. D652, and the booklet, "The ButlerWay"—to you? Write Now.

Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO
ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE, DALLAS

A Century Without a Slip

Carton spices save time, they save waste, and they give more satisfaction to your customer, because the strength is preserved intact till used.



That is a general principle—now for the application of it. **Stickney & Poor's Carton Spices** are the very best packed. They have been the best packed for 93 years. For nearly a century we have been spice mannfacturers, and in all that time not an ounce of impure goods has ever gone out of this place.

Net profits 100 per cent, Cost you 20 cents a pound, bring you 10 cents a quarter.

Stickney & Poor Spice Co.

Founded 1815 **Boston, Mass.**

YOU MUST WRITE FOR THIS

We believe we have the best plan ever devised for interesting you in **Sterling** Coffee and incidentally in our high-grade bulk coffees also.

We will not publish this plan for the delectation of our competitors. You must write for it, if you want it. It will pay you to write for it many, many fold.

Sterling Coffee is a fancy package Coffee retailing at 35 cents. It costs you 25 cents. Throughout it is fine Mocha and Java.

This is the oldest Coffee House in the United States. It dates from 1796. Age in business means reliability.

SHAPLEIGH COFFEE CO.
36 BROAD STREET
BOSTON, MASSACHUSETTS

and Chicago Anhydrous), which we have shipped to you during the year 1907, upon condition that you or your successors shall purchase exclusively from this company or its successors all of the glucose and grape sugar handled by you during the year 1908, and shall have paid in full all invoices covering the same.

You will observe that this profit-sharing cannot be anticipated by deducting from our invoices, but is only payable by this company's checks after those invoices are settled in full.

German Merchants Have Much More Latitude Than Ours In Combined Price-Fixing

Law Permits Organizations to Control Prices to a Certain Extent, In Order to Prevent Undue Loss Through Excessive Competition. French Limited Price Scheme.

Special correspondence of "Grocery World."

Washington, D. C.,
Jan. 23, 1908.

According to reports recently obtained, the merchants of certain foreign countries, notably Germany, have a much wider latitude than those of this country in the way of combining among themselves to fix prices.

The trust proper is less highly developed than in America, but in nearly every branch of industry syndicates, agreements and conventions, or "Kartells," as they are termed, are controlling largely the business situation. There is nothing in German law to forbid any agreement among manufacturers or dealers in regard to prices and terms as long as it does not fall within the limits of the term "unfairness in trade" or is not "contrary to good morals."

The Supreme Court has repeatedly decided that there is nothing illegal in the organization of an industrial or trade combination when the claims have not been presented that such associations were fundamentally opposed to freedom in commerce or that they were opposed to good morals. In July, 1890, and again in February, 1897, it declared that valid objection could be made to them only when a combination sought to control a market for speculative purposes and to hinder the free play of economic forces or upon an attempt to create a monopoly and exact exorbitant prices from consumers. It recognized the full legality of combination to prevent losses in any branch through excessive competition and underbidding. It established clearly the principle that united action and agreements to affect production and control prices are not, per se, opposed to good morals. At the same time it rejected the claim that trade combinations for the control of prices, while not forbidden by law, still lack legal protection, and that such an organization has no standing in court.

In France agreements or coalitions between manufacturers or merchants of a certain merchandise for the purpose of establishing obligatory prices or prohibition of sales of goods are forbidden by the penal code. But it is permitted to sellers who do not deal in the same class or kind of merchandise to sign agreements between themselves to establish rules concerning uniformity of prices and general sales conditions. If the legal agreements are violated, the other contracting parties have the right to ask for damages, the amounts of which are established by the courts according to circumstances.

In France the Government does not interfere concerning the fixing of prices on merchandise. Commerce is entirely free, and each one may establish his prices according to his fancy, owing to the established principles of free competition. Blacklists are in principle considered as damaging procedures which lead to suits before the courts. However, it is every merchant's right to choose his customers and not to sell to those who do not suit him.

There exist in the trade in France many different methods of controlling the sale of proprietary articles, which are established by the manufacturers. One of the most notable is that of affixing a certain blue stamp, the size of a

postage stamp, which is the recognized device of certain manufacturers. Those articles on which these stamps are affixed on the exterior of the package are sold to the retailer at the price which is printed on the exterior, in legible sized figures, and are retailed to the customer at the same price.

The retailer obtains direct from the manufacturer at certain given periods a percentage on the total amount of goods which he has purchased and which represents his profit on the transactions. He is usually bound by agreement not to sell such articles for less than the price marked upon them, and if he should sell them for less he may be sued in the courts for damages by the manufacturer. Although these articles are generally sold as agreed there are undoubtedly isolated cases where sales are effected at less than the marked price by dealers who wish to obtain increase in their trade in spite of the agreement. Another class of articles is sold in packages which contain a premium ticket which is detached by the retailer. The tickets represent the profit made by the retailer and may be presented for payment at any time to the manufacturer or jobber.

HOLT.

Florida tomatoes are so poor and scarce that they are scarcely figuring in the market just now. Hothouse tomatoes range from 20 to 22½ cents per pound and the demand is excellent.

Pennsylvania Executive Committee Discusses Trade Evils.

Adopts Resolutions Against Parcels Post and Lays Plans For Other Reforms. Signal Prosperity of the Retailers' Mutual Fire Insurance Company. Secretary Wanted at Mauch Chunk.

Written for the "Grocery World."

Erie, Pa., January 24, 1908.

The annual meeting of the Retailers' Mutual Fire Insurance Company of Pennsylvania was held Thursday, January 9, 1908, in the rooms of the Retail Grocers' Association of Pennsylvania. There was no change made in the officers or directors. The following will serve during 1908: president, Albert Kaiser, Philadelphia; first vice-president, P. M. Malloy, Williamsport; second vice-president, C. A. Geesey, York; secretary, A. M. Howes, Erie; treasurer, Wm. H. Nelson, Chester; directors, Wm. Smedley, Philadelphia; E. J. Morris, Reading; A. S. Deeter, Reading; A. M. Latshaw, New Brighton.

At the close of the year the company had $2,346,158 insurance in force, and a premium note reserve amounting to $227,332.85. Since the company was established five years ago it has paid for losses $31,402.73. Policyholders have averaged 46 per cent. saved in comparison with board rates, or $45,783.81.

The annual statement of the secretary and treasurer will be printed and distributed among members of the company. Their accounts were audited prior to the annual meeting and found correct.

The Executive Committee for the Retail Merchants' Association of Pennsylvania met January 9th in the rooms of the Retail Grocers' Association of Philadelphia, those present being Albert Kaiser, Philadelphia, president; A. M. Howes, secretary, Erie; Wm. H. Nelson, treasurer, Chester; C. A. Geesey, York; P. M. Malloy, Williamsport; A. E. Martin, Greensburg; A. S. Deeter, Reading.

Corry, Coroapolis, Nazareth, Elizabethville and Pen Arglye were elected to membership.

A. M. Howes, Albert Kaiser and P. M. Malloy were made a committee of three to confer with the Pennsylvania Railroad regarding their opposition to the Garnishee Bill during the last Legislative session. The merchants want to know why.

The rating sheet system indorsed at the York convention has been printed, and as soon as circulars descriptive of the binders to be used are ready the project will be communicated to the membership.

Questions of extending the peddling law covering Northumberland County by legislation was referred to the local associations for an expression of their wishes.

President Albert Kaiser was appointed a committee of one to represent the Retail Merchants' Association of Pennsylvania as a member of a tax commission, if one were appointed, to investigate the State tax laws and provide necessary remedies for existing defects.

William Smedley, representing the Retail Merchants' Association of Pennsylvania, addressed the Executive Committee at length, explaining conditions which made co-operative buying necessary in Philadelphia and outlining the efforts that were being made to prevent their buying direct from the manufacturer. The fight centres on Shredded Wheat and Kellog's Toasted Corn Flake. Resolutions were unanimously adopted as stated in the "Grocery World" last week.

A. M. Latshaw, of New Brighton, addressed the committee, urging a campaign of questioning candidates for State Senate and House of Representatives, prior to the primaries, as to their stand on repeal of the mercantile tax law and enactment of a 10 per cent. garnishment law for necessaries. Request will be complied with. This is in line with resolutions adopted at York.

After considering the replies of many affiliated associations on the subject of parcels post, the Executive Committee went unanimously on record as opposed to a reduction of the general rate or an increase in the weight limit. The following resolutions are expressive of their stand on the recommendations of Postmaster-General Meyer, and also reflects the sentiment of a majority of affiliated associations who have been voting on this question:—

Whereas, We now have a National parcels post service for delivery of packages not exceeding four pounds in weight, at 16 cents per pound; therefore be it

Resolved, That we are not in favor of reducing the rate nor increasing the weight limit.

KIRK FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Do It Now

KIRK FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Having made up your mind, why not act at once? We call your attention to a few items in our line that should prove good sellers at any first-class grocery store, don't wait for business, make it.

SYRUPS.—This is the best time of the year to sell Syrups and if you have a good article you will find an increasing demand. Our **Gilt Edge Table Syrup** is very popular, a fine cloudy syrup, price 29c.; **Royal Syrup** is a fancy table syrup, fine flavor and a clear light color, price 30c.; **Quaker City Syrup** is another grade at 29c.; we also have full line of Pure Sugar Syrups and New Orleans Molasses; now is the time to buy New Orleans Molasses. We have some fancy lots, get prices and samples before buying elsewhere.

DOXSEE'S CLAM JUICE.—This is the pure product of the Little Neck Clams. It is an excellent article for clam broth or clam buillon or makes a good soup; guaranteed to keep indefinitely in the tin and conforms to the National Food and Drugs Act; No. 1 tins, 2 dozen in a case, at 90c. a dozen.

BAKED BEANS.—Recognizing the fact that there is a growing demand for a really good quality of Baked Beans, we unhesitatingly recommend our **Quaker City Brand** Pork and Beans as a superior quality, No. 3 cans with tomato sauce, per dozen, 95c., or plain at 90c. a dozen. We also have a good low-priced bean to be used as a leader under the Beehive Brand, No. 3 cans, in sauce, at 72½c., plain at 70c. per dozen.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

Resolved, That we are not in favor of a reduction in rates from 16 to 12 cents per pound, as recommended by the Postmaster-General, because it is not a good business proposition to reduce rates when the Post-office Department is operating with an annual deficit.

Resolved, That we are opposed to an increase of weight limit, because we believe that the tendency is dangerous to the interests of retail merchants, and it is to the advantage of merchants to have goods sold after personal examination, rather than to fill telephone or mail orders.

Resolved, That we are not in favor of reducing rates for local parcels post, because any advantage offered by this plan to local merchants for protection from mail order and catalogue houses and manufacturers that retail, could be met by their combining smaller packages in one large package to be shipped by them by freight or express to the local distributing point, where the original packages could be broken and the smaller packages mailed local delivery in unprotected competition and to the detriment of local merchants.

Resolved, That we are in favor of the present National rate of not less than 16 cents per pound on packages not exceeding four pounds in weight for National delivery.

Resolved, That we are in favor of postal savings banks as recommended by Postmaster-General Meyer.

Resolved, That we are opposed to postal note currency, because money orders, checks and drafts now used offer sufficient convenience for remittance by mail at reasonable cost. We are opposed to any system that discourages home trading.

A. M. HOWES,
State Secretary.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

$5 SUGGESTION.

We are ready to adopt two or three suggestions that in our opinion will improve the order department. These must be original. We will pay $5 for each one adopted. Put the suggestion in writing and leave on the manager's desk.

THREE-HOUR SALES.

Every day next week we will have three-hour sales from 7.30 until 10.30. You notice recently how quiet things are in the morning compared to the afternoon. We want morning shoppers. We want to have the business spread out more so we can take better care of it.

Remember the cut prices close 10.30 on the dot. No deviation from this under any circumstance.

THE UPPER THOUGHT

in your mind must be selling goods. Taking orders isn't selling goods. Giving a woman what she calls for and handing her the check to pay the cashier isn't any salesmanship. Describe your best peaches. Tell how cheap your good peas are. Ask her to drink a cup of coffee. Tell her the kind it is and the price while she's drinking it. Book a fish order for Friday. Don't say these things all in one breath, of course nor to one person if she acts fidgety. But make it a point to "sell" while you're taking an order.

REMEMBER NAMES.

It's a great thing to remember the name of a customer and to call him or her by such. People like that, especially men. "Good morning, Mr. Bank," sounds friendly and makes a man feel that he isn't among strangers. It's really a drawing card and you must all endeavor to cultivate it

FRIDAY SHOPPING.

Encourage Friday shopping. Point out the importance and convenience of having the Saturday order go out on the 7 o'clock delivery. On Saturday business taxes our full capacity. Let us get some of it the day before. You can do wonders in this by presenting it intelligently.

BUCKWHEAT.

You're not selling enough prepared buckwheat. Get some packages back on the counter again with a few bottles of maple syrup. Keep it before you for a week. Push "our own" brand. Now's the time to do it.

Put tapioca back to 6 cents again. Sell five pounds of granulated sugar for 27 cents. Make Fels-Naptha soap $4.25 per box. Change Marshall's kippered herring to 15 cents. Expect a good day's business every day.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—Lot of Walker Patent Grocery Fixtures, Mirror Front, in first-class condition. Will accept any reasonable offer. Ardmore Hardware Company, Ardmore, Penna 4

FOR SALE—A first class general store located about 10 miles from Philadelphia, in a prosperous farming section and having good trolley and train facilities. Amount of business runs from $35,000 to $40,000 yearly. This is a good paying store, as can be proven by the books. Will sell for a lump sum or at inventory. Best of reasons for selling. L. P H, Grocery World. 5

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, S. Broad Street, Philadelphia. 1113

FOR SALE.—A magnificent set of fixtures not yet set up, made for a merchant who cannot use them, will be sold at a great sacrifice. These fixtures are unusually handsome, particularly well-made and are all ready for setting up—an opportunity for some merchant to rejuvenate his store for a much smaller sum of money than the same class of goods could be bought under other circumstances. For further particulars address Miller & England, 70th and Woodland Ave., Philadelphia, Pa.

FOR SALE.—In the Slate Belt. Stock and fixtures of a general store. Stock $5,000. Frame store, building 30 x 76, heated by steam. Brick house with 8 rooms, good barn and other out-buildings, large yard and 10 lots. Best of reasons for selling. Sales $12,000 to $18,000. Address X Grocery World. 5

FOR SALE—Controlling interest (carrying good salary) in a good Department Store Co., incorporated. Business started in 1894 incorporated in 1907. A fine opening for a young man, present owner wishes to retire. Address D. S. Co., Grocery World. 5

FOR SALE—General Merchandise, one of the best stands in Northern Pennsylvania, established 50 years. Stock $2,500. No old stock. Sales $20,000. No competition worth mentioning. Postoffice in same building. Pays over $300. Will rent or sell buildings. Failing health cause for selling. Call or address, P. M, Grocery World. 5

FOR SALE—Dwelling and store property, with stock and fixtures of the oldest established Grocery in Lancaster, Pa. Established 42 years. This is a Spot Cash Business. Highly prosperous. Conceded one of the most desirable stands in the city. Stock turned twelve times in a year. Reason for selling, failing health. Address Isaac Swope, 25 Conestoga St., Lancaster, Pa. 4

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at Invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at Inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,000. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

No. 323.—In a good section of South Philadelphia, store 18x30. Does $300 weekly, all cash. Does large tea and coffee business, which increases net profits on whole business to 15 per cent. Stock carried $500. Push cart delivery. Fixed charges low. Owner cannot get reliable manager. Price inventory. Good little dwelling connected.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 327.—On outskirts of Philadelphia grocery, ice cream and confectionery. Only

store of kind in place. Store 20x35 feet. Does $350 to $400, two-thirds cash. Good house connected. Second story used for ice cream and restaurant. Stock $600 to $700. Net profits 10 per cent. Fixed charges low and business profitable, but owner cannot attend personally and cannot get satisfactory manager. Price inventory.

No. 328.—In West Philadelphia, store 15x27 feet. Does $500 weekly, all cash. Stock $400; One team, Business thoroughly profitable, netting 10 per cent. Good house. Owner financially independent, and wishes less responsibility. Price inventory.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 331.—In North Philadelphia, good neighborhood. Size of store 20x50 feet. Yearly business $30,000, balance weekly and monthly. Stock $1,500; clear net profits 10 per cent. Uses one team, hiring the horse. Good dwelling connected. Owner's wife ill and must take her to California. Price inventory. This store has been established 40 years.

No. 332.—In West Philadelphia. Size 20x30. Does $350 weekly, two-thirds cash. Stock $500 to $600. Nets 15 per cent. above everything. Dwelling connected. Team if wanted. Owner has not sufficient time owing to other business. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 337.—In Germantown, on main business street. Store 30x40 feet. Does $600 weekly, half cash, balance mostly weekly. No dwelling. Stock $1,500. Uses two teams. Net profits 10 per cent. Owner going on farm, and will sell at inventory. Some of the fixtures belong to the real estate and are rented with it. Easy terms to good buyer. This store has been established for 15 years.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

AN UNUSUAL BUSINESS

We offer now a wonderfully profitable business in meats, poultry, butter and eggs. Located near Philadelphia. Does $1800 weekly, 65 per cent. cash. Average stock is only $1000 as it is turned very rapidly. Uses two teams. Nets clean profits of 12½ per cent. Real estate if wanted. Owner started this business thirty-three years ago and wants to retire. Does some small manufacturing, such as sausage and has fully equipped plant. Price complete, which is simply inventory, is about $7000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONLY STORE IN THE PLACE.

We offer the only grocery store in a high-grade Philadelphia Suburb. Under restrictions no other store can be built there. The owner has another business to which he wishes to devote his entire time, and will sell the place at inventory, asking nothing for good will, though the business is unusually valuable. Store 16x50 feet, with two storerooms, does $13,000 yearly, all gilt-edged. Stock about $2,000; uses three teams. Dwelling connected. Actual net profits 8 per cent. The business is open to the very deepest investigation. Teams and fixtures will inventory around $1000 to $1200, and the stock around $2000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WILL EXCHANGE FOR TRUCK FARM

Grocery located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory, Owner will sell for cash or exchange for good city property or truck farm within 15 miles of Philadelphia. The store will run about $3,500; if property exchanged is worth more will pay the difference in cash.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

MISCELLANEOUS.

AN EXPERT HUSTLING TRAVELLER who will make a two months' journey across Canada from coast to coast, beginning of February, calling on the produce, meat and provision trades, wants to represent one more concern. Terms $10.00 weekly contribution to expenses and good commission. Address Mr. Morton, 121 Church Street, Toronto, Canada. 5

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

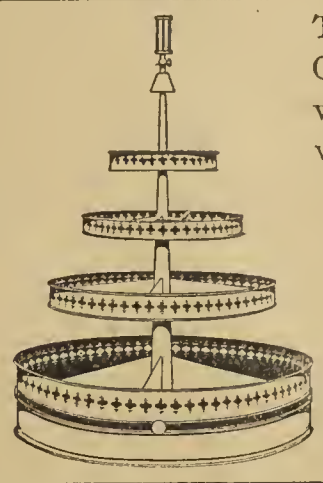
FOR RENT.

FOR RENT—Large General Store (owned by the undersigned estate) in Quarryville, Lancaster County. Pa. This Borough has a population of about 800. Is the terminus of two steam railroads, a trolley line and two new state turnpikes. It is the only town of any considerable size in the ten lower townships of Lancaster County, and commands a large proportion of their patronage. It has two banks, and does more business in a week than most towns of its size in a month. In fact, during the year of 1907, it is carefully estimated to have exceeded $800,000, not including the money paid out in the borough for tobacco which will amount to about $150,000 yearly. The borough has, besides this store, one large general store, carrying every line, and one smaller general store, one small grocery and a large hardware store. This store has enjoyed a large patronage for half a century. The location is the best in the borough, and in the midst of the town's business activity, within 200 feet of the depot of the Lancaster & Quarryville Railroad, the Lancaster, Oxford & Southern Railroad, the freight station and the terminus of the trolley line. The building is large, well-lighted, and is undergoing repairs; it has a fine cellar. It will be rented on good terms. The opportunity for an energetic man to establish a fine business in one of the best towns of its size is here afforded. A renter will not be handicapped with a stock of old goods, as the building is entirely empty and ready for immediate occupancy. For any further information address George W. Hensel's Estate, Quarryville, Lancaster Co., Pa. tf

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

Vegetable Display Stands

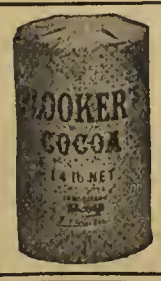


They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.

They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water write us anyway, we have something interesting to show you.

Galesburg Cornice Works
142 East Ferris Street
Galesburg, Illinois



W. H. Morse, M. D., and Consulting Chemist, says: "Blooker's Cocoa is food, digestible food, dissimilable food, food of food value."

It pays grocers to sell it.

American Depot, 46 Hudson St., New York

In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

"Figures Don't Lie"

SUPPOSE somebody paid you for all the eggs broken in your store or while being delivered. Did you ever stop to think how much money it would mean to you?

¶ Do you know that the average breakage of eggs is eight to a case of thirty dozen? Suppose you sell 100 cases a year, that's 800 broken eggs; suppose you only pay 20 cents per dozen for them, that means 66⅔ dozen or $13.35. Suppose we can show you how to save nearly every penny of this sum! Suppose we can show you how to handle eggs in half the time without breakage, would it interest you? We will do so gladly if you will write us, and the information won't cost you anything.

Star Egg Carrier and Tray Mfg. Company
ROCHESTER, N. Y.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on prices ruling Monday, January 27th. Terms, net 10 days. First orders must be accompanied by references.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch
We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.	
Cocoanuts, 100 to bag	$3.25 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.25
Fancy Brights, 150-176 size, per box	2.25
Fancy Brights, 200-216 size, per box	2.00
Fancy Brights, 250 size, per box	2.00
Golden Russetts 10 to 15 cents per box less than above prices.	

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	2.75
Fancy quality, 126 to box	2.50
Fancy quality, 150-176 to box	2.50
Fancy quality, 200-216 to box	2.50
Fancy quality, 250-288 to box	2.35
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.40
Extra choice, 150-176 to box	2.50
Extra choice, 200-216 to box	2.40
Extra choice, 200-250 to box	2.35

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.25 to $3.50
Fancy quality, 360 to box	3.50
Fancy quality, extra large, 270 to box	3.25
Choice quality, 240 and 270 to box	2.75 to 3.00
Choice quality, 300 to box	3.00
Choice quality, 360 to box	3.25

MESSINA LEMONS.

Fancy Messina, 360 size, per box	3.25
Choice Messina, 300 size, per box	3.25
Choice Messina, 360 size, per box	3.00

ALMERIA GRAPES.

Fine quality, kegs, 61 lbs.	4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good quality, kegs, 62 lbs.	3.50
Good quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds	.08

NEW CROP TURKEY FIGS.

Extra fancy quality, 10 to 12-pound boxes, per pound	.10
Extra fancy quality, 4-crown, 10 to 12-pound boxes, per pound	.09
Extra fancy quality, 3-crown, 10 to 12-pound boxes, per pound	.08
Fancy quality glove boxes weighing about 14 ounces, per box	.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$5.00 to $6.00
Choice Prime, per barrel	
Fancy Medium, per barrel	4.00
Choice Medium, per barrel	2.00 to 2.50

CRANBERRIES.

Cape Cod, fancy, large	$8.00
Cape Cod, Early Black, per bbl.	6.50
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.25
Fancy Jersey, medium dark	2.00

Is Your Fruit Trade All It Should Be?

Why not get the full benefit of a fine fruit display?
It is sure to increase your general business, besides the profits are large.
For years we have made a specialty of supplying the finest Foreign and Domestic Fruit—by the finest we mean **the best.**
Come and see us if you can, if you cannot, write and we will keep you posted.

R. DAETWYLER & CO., New Market and Callowhill Streets, PHILADELPHIA

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.	1 45
Belle Brand, 2 doz	1.00
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination— 2 lb., 2 doz	.90
Kidney Beans— 2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	1.00
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash— 2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz.	2.95
Fair Quality, 3s.	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.60
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.11
Evaporated, 1 lb. packages, 4 doz	12
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.13
Best, 25 lbs	.15
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	.08⅓
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb ....per doz.	
New Prunes—	
30- 40, 25 lbs	.09
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.08
60- 70, 25 lbs	.07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06¼
100-120, 50 lbs	.04⅓
Raisins—	
3 Crown, 50 lbs	.08⅓
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
Loudon Layers, 20 lbs ....per box	2.00
Seedless Sultana, 50 lbs	.07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.03¾
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.23
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2 25
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¼
Imported Lima Beans, about 90 lbs. to sack	.06¼
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O.	.42
Kingsland, N. O.	.33
Julian F. Bradshaw's Molasses, No. 44	.29
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
OrangeBrand Syrup	.35
Orange Brand, 2⅓ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz.	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.85
Fine Granulated, 100 lb. sacks	4.85
Confectioners' A	4.80
No. 1, A	4.80
Light Yellow	4.35
Fine Granulated, 2 lb. bags	5.15
Fine Granulated, 5 lb. bags	5.05

CONDENSED MILK.

	Cases.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.35
Hires' Silver, 4 doz	4.65
Square, 4 doz	3.75

EVAPORATED CREAM.

	Cases.
Gold, double size can, 4 doz	4.35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.60
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.25
*Sunllght	100	4.10
*Sunshine	120	2.50
Star Olelne	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2 25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2 50
Brooks' Crystal	100	3 90
Hoefner's Crystal, with spoons	24 pkgs.	1.00
Old Dbten Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen	per case, 2.90
Quarts, 2 dozen	per case, 2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen	per case, 1.95
Tins, 2½-lb., 2 dozen	per case, 2.30
Tins, 3-lb., 2 dozen	per case, 2.50
Tins, 5-lb., 1 dozen	per case, 2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	38.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30 00
Medium Irish 2s, count 450	22.00
Norway, count 400@450	24.00
Norway, count 300@350	27.50
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
	Per lb.
Codfish—	
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.19
Bloaters, Cromarty, 100s	1.50

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
hoicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Cholcest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to flue	.17@.22
Extra fine to finest	.25@.35
Cholcest	.40@.65
ouchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arablan	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17¼
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16¼
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twalo	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.25@.35
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	.10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

	Per doz.
Asparagus—	
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Faucy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Staudard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1 10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpklu—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.70@.80
Gallons, staudard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.30
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.30
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Faucy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.30
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb.
Seeded Raisins—	
Faucy, 1-lb. cartons	.11
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartous	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb.	.15@.18
Layers, 2¾-in., 10 lbs	
2½-in., 12 lbs	.10¼
2¼-in., 12 lbs	.09½
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.10½
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.07¾
Citron—	
According to quality	.19@.22
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs.	.05¼
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.15
30x40, choice	.10½
40x50, choice	.08¾
50x60, choice	.07¾
60x70, choice	.07¼
70x80, choice	.06¾
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in cartons—	
Fancy 40x 50	.11½
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs	.10¼
Choice, 1-lb. cartons	.12½
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, faucy, 25 lbs.	.15½
Extra Choice Muir	.14½
Apricots—	
Royal, extra faucy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.26
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
Freuch Princess	20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly faucy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ⅛s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Glucose	60

DECLINES.

	Column.
Eggs	27
Pea and Red Kidney Beans, Dried	29
Rolled Oats	30
Lard, John Bower & Co	44

ADDITIONS.

	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	38
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	62
Tacks	59
Tapioca	31
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge, XXXX	5.15
" Powdered	5.15
" Crown A	5.35
" Crystal A	5.00
" Coarse Granulated	5.25
Eagle Tablets	6.30
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.25
Powdered	5.10
Extra Fine Granulated	5. 0
Coarse Granulated	5.10
Granulated	5.00
Fine Granulated	5.00
" in 50-lb. bags packed 2 in 100-lb. bag	5.05
" in 25-lb. bags packed 4 in 100-lb. bag	5.05
" in 10-lb. bags packed 10 in 100-lb. bag	5.15
" in 5-lb. bags packed in bbls	5.20
" in 5-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. bags packed in bbls	5.30
" in 2-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. cartons in cases	5.20
" in 2-lb. paper packages in cases	5.20
Confectioners' A	4.80
1—Keystone A	4.75
2—American A	4.70
3—Centennial A	4.65
4—California A	4.60
5—Franklin B	4.55
6—Keystone B	4.50
7—American B	4.45
8—Centennial B	4.40
9—California B	4.35
10—Franklin Extra C	4.30
11—Keystone Extra C	4.25
12—American Extra C	4.20
13—Centennial Extra C	4.15
14—California Extra C	4.15
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

	Per lb.
Levering Coffee Co.—	
Tourist, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea	.50
Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas	.40
Tetley's Tea—	Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	
	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades	per doz. .90
Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25
Spring Garden Tea—	
100 lb. barrels	per lb. net .18
5 lb. silver bags	" " .19
1 lb. silver bags	" " .19½
½ lb. silver bags	" " .20
¼ lb. silver bags	" " .21

Packed in cases containing 100 pounds.

—3—

	Per doz.
McCormick & Co's Banquet Brand—	
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass. 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purity Brand 5 " ½ " "	6.00
" 1 " 1 " "	1.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, witb knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ⅛ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.10½
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Arlosa	15¼	15 25/32
Lion	13⅞	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins	.26
Saindo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triumfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05⅞
" English Gronnd, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.33
" First, "	.31
" Second, "	.29
" Third, "	.27
" Imitation, 30-60 lbs	.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.34
Ladles, 30-60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 50-50-lb. bxs.	.37
B. B., E. D. brands, 50-50-lb. boxes	.36
J. J., C. V., Gilt Edge, Gold Medal, 50-50-lb. boxes	.35
Sheaf ("400") Elgin, 50-50-lb. boxes	.34
Sheaf	.30-.33
B. S. Gilt Edge, cartons	.38
Gurnse, pounds or half pounds	.35
Belle Spring	.33

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅞
" 16's, "	.11⅞
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " per box	2.50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1½	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.20
Mason's, quarts, per gross	4.45
Mason's, half-gallons, per gross	6.20

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Jelly Tumblers—	
Barrels, 22 doz, per doz.	.16½

(No charge for barrels.)

Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.70
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	.45
" medium, 1 doz. cartons, "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage, "	.25
" Thyme, "	.25
" Savory, "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ⅓ doz. Thyme, ⅓ doz. Savory, per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 8 doz, per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz, per doz.	.90
¼-lb. square cans, 2 doz, "	.80

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.25
Frying, Good Luck Brand	1.15
DuBois' Frying	1.12½
Jersey King, No. 3, Standard Jersey	1.00
Blue Hen Chickens, No. 3	.95
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.70
Plantation, No. 10, 1 doz	2.85
Bull Dog, No. 2	.67½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.05
Little Darlings	1.30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Mikado, Penna., fancy	1.00

Don't Miss This

You don't make 160 per cent. profit on many of the goods you sell and we don't know of any Tea you can make it on and please your trade at the same time except Caricol. Write for prices and samples.

Thomas Martindale & Co., Philadelphia, Pa.



Give Me Some Fresh Roasted Peanuts

You know that most everybody eats peanuts, and they all want them freshly roasted, but you may not know that they pay you 300 per cent. profit when they are roasted in an

Acme Peanut Roaster

the simplest and most inexpensive automatic roaster made. There is practically no labor and no expense in operating one, any boy can do it, as there is nothing to get out of order and nothing to break. It will pay for itself in a month's time. Send for full particulars and price to

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY



"THE BOTTOM AS GOOD AS THE TOP"

Our **Apelpi Evaporated Apples** are a prime grade of New York fruit, selected from the best flavored and matured apples.

The square cartons are lined with waxed paper and their contents are guaranteed to be as fine as anything in the market.

Every piece of fruit is hand picked and must be perfect before it goes into our machines.

The result is a product for which the demand is not only enormous, but constantly growing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON, Distributers — 28 So. Front Street, Philadelphia, Pa.

—9—

Boyer's, 2s	.82½
Acorn, 3s	.05
Acorn, No. 2	.77½
Safe, No. 2	.60
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	1.05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.47½
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.52½
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
2-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.65
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.92½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.85
Shoe Peg, Osborn's	.75
Mark, crushed	.72½
Rex, No. 2, Fancy Whole Grain	.70
Vanity, No. 2, Whole Grain	.67½
Royal Exchange, Whole Grain	.65

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Peas—	
French, very fine, 100 cans	14.50
French, fine, 100 cans	12.00
French, medium, 100 cans	11.00
Boyer's, Midgets	2.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.57½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.00
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	2 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	4.00
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.55
Silver Lake, No. 10, 1 doz	2.25
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.40
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2 30
Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½

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Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1 90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	3.50
Keystone, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries	
Loggies, No. 2	2.50
Loggies, No. 10	6.85
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.55
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.90
Defence, No. 2	2.10
Pine-apple—	
Phonograph, grated, No. 2	2.00
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Orange Grove, E. & C., No. 2	1.50
Singapore Chunks, No. 1½, 4 doz	1.10
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.05
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Tan Chop Hin, ½-lb. chunks, per doz.	.80
" 2 " " "	.87½
" 1½ " " "	2.17½
" 1¼ " sliced "	2.35
" 1¼ " grated "	1.35
" 2½ " whole "	2.85
Packed in their own juice:—	
1½-lb. chunks, extra heavy syrup...per dos.	1.45
1¼ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devillsd, No. 1, 4 doz	2.20
Devilled, No. 2, 2 dos	3.25
Clams—	
Gold Label, No. 1, 4 dos	1 12½
Star, No. 1, 4 doz	1.05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 dos	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2 50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 2, 2 doz	2.45
Underwood, soused, No. 3, 2 dos	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.02½
Boyer's, No. 2, 2 doz	1.90
M. & B., No. 1, 2 doz	.95
Stewart's, No. 2, 2 doz	1.95
Stewart's, No. 1, 2 doz	.95
Victory, No. 1, 2 doz	.97½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.82½
Salmon—	
Foust, Sockeye, 1 lb, flat	1.82½
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.85
Hapgood's, 1 lb., flat	2.05
Hapgood's, 1 lb., flat, keys	2.15
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

How to Buy This Year's Futures

The time is coming when you'll be offered future canned goods again. Why not start in on the businesslike plan this year?

If you will order **Blue Bell** and **Clover Farm** canned goods from your jobber, you will get 100 per cent. delivery, and will therefore know all the time exactly where you are.

We guarantee the jobber 100 per cent. on these brands, and he can therefore give it to you.

Don't order these brands simply because you get all you buy. Order them because no better canned goods are packed in Maryland. They are superfine throughout.

Strasbaugh, Silver & Co.
ABERDEEN, MD.

Ritter's BEST Preserves
XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.



Oil From Three Lands

There's a tremendous difference in olive oils. There's French oil, Spanish oil, Italian oil, and many, many grades of each.

The finest oil in the world, bar none, is Italian oil. It has a smooth, delicious richness which no other oil has.

The finest Italian oil is **La Toscana**, without a doubt. Not because it is pure, because there are dozens of pure oils. Because of its mellow richness, and the incomparable ripe aroma of selected olives.

J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	17.00
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.00
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.40
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Booth's, 50 cans	2.75
¼s, Continental, key, 48 cans	2.50
½s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	3.20
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.25
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No. 24, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.45
Glass, No. 1, 2 doz	2.45
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.82½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.75

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.67½
Beechnut Bacon, No. ½, glass jars	1.60
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.15
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.85
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Deviled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.13
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.90
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

Read the Point In Large Type

Here's the proposition of James T. Shinn's **Liquid Rennet** in a nutshell :—

1. It is the cleanest rennet made.
2. It coagulates milk in 2 to 5 minutes.
3. It will not spoil.
4. Every bottle is guaranteed.
5. Jobbers everywhere indorse it.

And last, but not least—this is in large type because it's a large point—it pays 100 per cent. profit. Costs $1.50, sells for $3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

Bought Simply. Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA Pennsylvania . .

To Display Fruit



The **T. & S. Fruit-Display Tree** is by far the best thing on the market for showing of fruit and making it sell itself. Solid oak or cherry, revolving top, ball-bearing casters; stands 6 feet 4 inches high.

Dealers have told us this fixture sold 25 to 50 per cent. more bananas for them.

Write for prices.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.32
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.33
" ¼-lb. " "	.34
Premium Chocolate, ½s, 12 lbs	.31
" ¼s, 12 lbs	.31½
Best Sweet Chocolate, ½s	.20
Best Sweet Chocolate, 1-5s	.20
Hershey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.37
" ½-lb. tins, 6-lb. boxes, per lb.	.36
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.30
Sweet Clover, ½s, 6-lb, per box.	1.65

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30
Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ¼-lb. size, per lb.	.40
" " ½-lb. " "	.41
" Baking Chocolate, ½-lb size	.27
" " " ¼-lb. "	.29
" Milk Chocolate, 6-lb. box, per box	1.65
" Vanilla, Sweet, 6-lb. " "	1.65
Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 72 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Chocolate:—	
No. 61—⅛ lb. size, croquettes, per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets "	.48
No. 64—¼ lb. " " "	.48
No. 93—½ lb. " " "	.48
No. 66—½ lb. " " "	.50
No. 67—1 lb. " " "	.50
No. 68—5 lb. " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags, per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.30
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.65
Dime, 4 doz	3.90
Winner, 4 doz	4.65
Baby, 1 doz., glass	1.90
Red Cross	4.60
Peninsular	4.60
Dr. Hand's, 2 doz	3.10
Leader	4.30
Banner, 4 doz	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 70
Peerless, 5c. size, 4 doz	2.20
Yacht, family	3.50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	3.95
Silver Cow, 5c. size, 6 doz.	3.25
Pet, 10-c. size, 4 doz, per case	3.30
Pet, 5-c. size, 6 doz, per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM



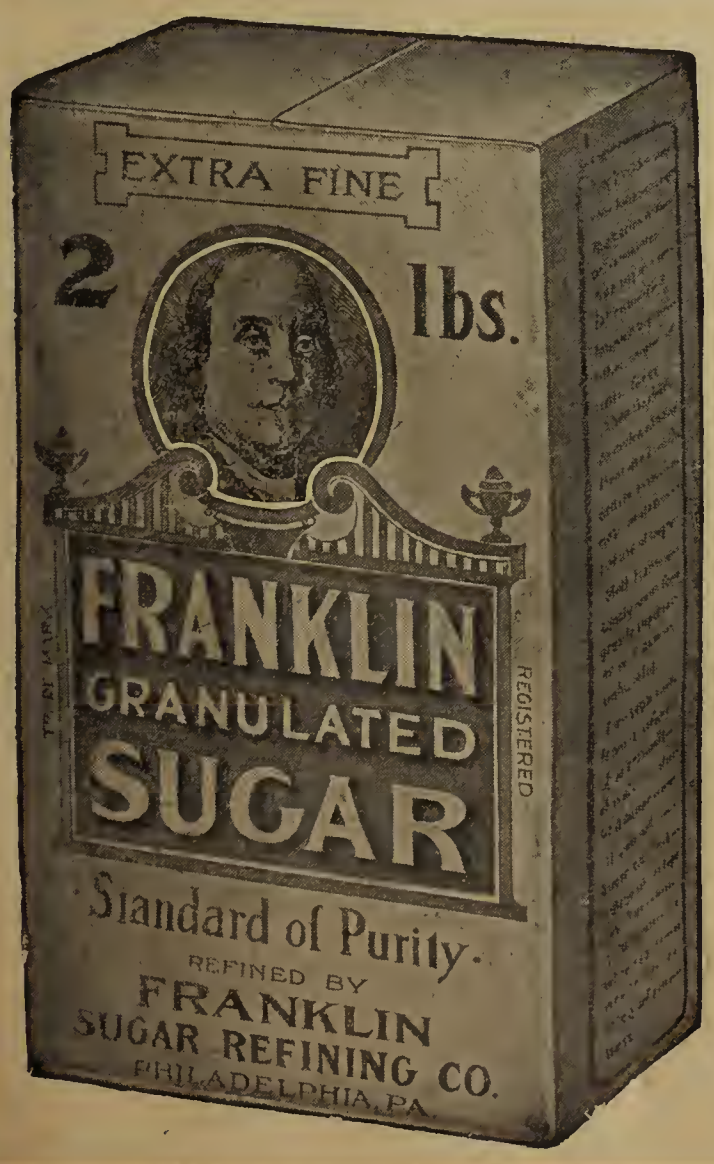
	Per case.
Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10



The Barrel Man's the Only Loser

Ninety-nine out of one hundred women would rather buy goods in packages than goods in bulk. Mainly because they think they're cleaner, and so they are.

So that when you ask your trade to pay a fraction of a cent more per pound for **Franklin Carton Sugar** you are simply doing something which it's their tendency to do anyway. In 99 per cent. of the cases the fraction of a cent advance will cut no figure at all.

Now, when they buy **Franklin Carton Sugar** look what they do for you. They save you work and they save you the loss of giving them "good measure."

Franklin Carton Sugar is a splendid thing for everybody.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA PENNSYLVANIA

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COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅓s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

	Bbls.	Bxs.
A. Exton & Co.:—		
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—		
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09¼	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
S. Itines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Geld Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1.00
Milk Lunch	1.00
Our Ginger Snaps	.50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

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Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars .....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
.....loaf,	.26½
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....leaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single, in tin.....per lb.	.90 .26
" 1-lb. tins.....per case	3.25
Camembert, in wood boxes.....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.19
Limburger Cheese, No. 1....box, 18; ½ box, 18; less	.19
Muenster Cheese.....per lb.	.19
Brick Cheese, No. 1..... "	.18
English Dairy Cheese..... "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box..... "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 doz. in case..... "	2.40
Picnic size, 2 doz. in case ..... "	1.35
Trial size..... "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box ..... "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.05
Star Cream, or Phila.. 12 " .... "	2.25
Miniature Cream, or Phila, 12 " .... "	1.10
Hand Cheese, 8 doz..... "	1.40
" 4 " ..... "	.70
" 4 " Thuringer..... "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box ..... "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages .....per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " ..... "	2.75
Carlsbad Speck (Imported Bacon) ..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short .....per lb.	.24
" " long..... "	
" Mortadella, Dry .....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75..... .....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .21½; less.....	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less.....	.22
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less.....	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less.....	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23½; less.....	.24
" Salami (E), 50 and 100-lb. boxes, .21; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .20; less.....	.21
" Salami, G. A. P., 50 and 100-lb. boxes, .17; less.....	.18
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham..... "	.28
" Petit Delicatess Frankfurters, plain, per doz.....	.90
" Petit Delicatess Frankfurters, with Saner Kraut.....per doz.	.90
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck..... "	.18
Mettwurst, half-round ..... "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Blutwurst..... "	.18
" Pfefferwurst..... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.....	4.75
" (Derby Brand), quart glass jars per doz.....	5.75
" (Derby Brand), 10-oz. jars, per doz.....	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass..... "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

Cereal Trade-makers

Keep things stirring. It isn't hard. A very little serves to keep a business out of the rut.

Take our trade-makers for ***Ralston Health Food*** and ***Purina Whole Wheat Flour.*** They work several ways. They advertise these excellent products, they advertise your store, they excite interest and especially make the children your friends. Here is the list:—



Ralston Children's Checkers and Boards!

Ralston—Health Department—Children's Wagons!

Free Ralston Checkerboard Satchels! (Same as used at the World's Fair)

A Beautiful Checkerboard Window Display!

You can get any or all of these. See our representative for your section or write us direct.

RALSTON PURINA MILLS
ST. LOUIS, MO.

T. A. James & Co, General Distributers,
12-16 Chestnut Street, Philadelphia

An Experiment With Peas

The grocer who can get his customers to ask after certain canned goods *by brand* has laid the foundation for a canned goods business that will extend much more widely than he ever thought possible.



He can easily do it by selling brands that show distinctive quality, like the **Olney** brand. **Olney** canned goods are enough different from ordinary brands to stand out vividly from the mass. New York State is famous for its canned goods—**Olney** goods are the very finest packed, because they are canned in the heart of the growing district.

Taste peas canned an hour after picking, in comparison with peas packed after a day's journey, and you'll know why **Olney** canned goods are so incomparably delicious.

BURT-OLNEY CANNING CO.
ONEIDA, N. Y.

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	1.60
Lamb tongues, in glass	"	

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ⅛bbl.	5.50 60–75
" milkers, " ⅛ bbl.	6.50 75–85
" mixed, Standard, bbl. ⅛ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl. ⅛ bbl.	
Scotland Herring, mixed, large fulls, bbl. ⅛ bbl.	8.00
" milkers, large fulls, bbl. ⅛ bbl.	8.00
Marinirte Herring, Imported, about 40 in pail.	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail.	1.00
Norway Stockfish, dry per lb.	15
Matjes Herring per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1[1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

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RUSSIAN CAVIAR.

1-lb. Tins,	per doz	19.50	½ kilo Cans,		per dz.	19.50
½ "	"	10.50	¼ "		"	10.50
¼ "	"	5.50	⅛ "		"	5.50
⅛ "	"	2.75	1/16 "		"	2.75

GERMAN DILL PICKLES. Regular Size.

60 gal. cask—about 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkngeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.50
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Musbrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

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EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.25
Western	24
Storage	22–.23

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15½
New York, Full Cream, new, 1st's, 40-lb. bxs.	14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb		.27
Anchovies, in oil, ⅔ bottles		4.50
" " ⅓ "		3.25
Anchovy Paste, fancy, per doz		4.75
" plain, per doz		3.75
Boullion, Burnham, pints, 2 doz. in case		3.75
" " ½ pints, 2 doz. in case		2.00
Capers, Nonpariel, ¼ gallon kegs		1.50
" " Quart, glass	per doz.	7.00
" " bottled, ½ size	per doz.	2.35
" " " ½ "	"	1.90
" " " ¼ "	"	1.15
Canton Ginger, large pots, cases 6 jars, per case		4.65
" med. " " 12 " "		5.00
" small " " 24 " "		4.75
Cherries in Maraschino, in glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.		.90
" " 3 lb., 2 dz. case		2.20
Currie Powder, pints, per doz		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ¼'s		2.85
" ½'s		5.50
" ½'s		10.50
" 1's		20.00
French Peas, Extra Fins, per case		18.00
" Fins, per case		16.00
" Moyen's, per case		13.00
Kippered Herring, 6 doz. in case	per doz.	1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case		12.00
Huntley & Palmer's Petit Beurre Biscuit, lb		.19
" " Dinner Biscuits, per lb		.29
" " Breakfast Biscuits, per lb. (Packed 7 lbs. and 5 lbs. in a can.)		.32
Red Pepper, Ring, pints, per doz		1.25
" " ½ pints, per doz		.60
Salt, in 4-doz. stone jars		1.75
Morris' Extract of Beef, 4 oz., per doz		6.50
" " " 2 oz., "		3.55
Armour's Beef Extract, 2 oz., "		4.45
" " " 4 oz., "		8.20
Anker's Extract of Beef, 120 vials		4.00
" " " 4 oz. per doz.		4.00
" " " 8 oz. "		7.25
" " " 16 oz. "		13.50
Theodore Marquet Mushrooms:—		
First Choice		28.00
Choice, 100 tins per case		26.00
Extra, " "		
Hotel, " "		24.00

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Truffles, 1	per tin,	.30
" ½	"	.55
" ¼	"	1.15
" ½	"	2.25
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz		2.25
" Figs in Cordial, 1 doz., per doz		5.00
Bishop's Figs in Cordial, 1 doz., per doz		6.50
Crystallized Ginger, 1-lb. tins, per doz		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz		3.60
Victor Rose Water, per doz		2.25
" Peach Water, per doz		2.25
Pitted Olives, per doz		5.25

FLOUR.

	Per Bbl
King Midas	6.80
Gold Medal	6.45
Millbourne	6.25
On Top	6.70
Ceresota	6 40
Pillsbury's Best	6.45
Taylor's Fancy	5.50
Semper Idem	4.90
Pride of the West	5.25
Sunbeam	5.15
Quaker City	6.05

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	2.85
Franklin Pancake, 30 2s	3.50
Uncle Jerry's Pancake, 40 packages	2.50
Hecker's Buckwheat, 32 3s per case	4.10
Hecker's Buckwheat, 64 1½s per case	4.60
Hecker's Flapjack Flour, 24 packages	1.90
Hecker's Superlative, 32 packages	4.32
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz	per doz.	.95
Selser's, medium bottles, 2 doz	per doz.	1.35
Schimmel's, 10- oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.95



(One Account at a Time)
Patented March 20, 1906; October 29, 1907.
Other patents pending

DON'T TAKE OUR WORD FOR IT

The "Bennett" Users are "Delighted"

"Can Recommend It to Any Person"

ANDREW GALLAGHER, GROCER

VANDERGRIFT, PA., Aug. 23, '07.

THE BENNETT REGISTER CO., Lisbon, Ohio.

Gentlemen:—I bought one of your systems some six months ago and am more than pleased with it. I have been in business over 35 years and know your system is the greatest labor-saving system I ever saw. I do not see how I ever got along without it. I can recommend it to any person in business. Yours, ANDREW GALLAGHER.

Hundreds of Others praise "The Bennett"

Write for Catalogue to

The Bennett Register Co.

No. 2 Park Avenue LISBON, OHIO

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FARINACEOUS GOODS.

	Per Ba
Corn Meal—	
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2 00
" " table, 100 lbs	1.95
Western yellow, 100 lbs	1.60
Western white, granulated, 100 lbs	1.65
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.06
Marrows, Fancy N. Y. State, grain bags hush	2.30
Medium, Fancy N. Y. State, grain bags, bu.	2.32½
Pea, fancy, N. Y. State, grain bags, bushel	2.27½
Pea, fancy, Michigan, grain bags, bushel	2.35
Red Kidneys "	2.10
Peas—	
Green, per bushel	2 05
Scotch "	2.25
Split, yellow "	2.05
" green "	
Lentils—	
110-lb. bags, per lb.	.06¼
Less quantity "	.06¾
Shaker Corn—	
Fancy, barrels, per lb.	.06¼
Less quantity "	.06¾
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.65
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100 lb. bags	1.65
Western Grits, 100 lb. bags	1.65
Barley—	
OO	.07
No. 3, 100-lb. bags	4.00
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	7.75
" " kegs 100 lbs., per keg	4.00

Oaten Goods, in cases—	Per case
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	3.10

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H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.65
Quaker, 10 large size	2.20
Rolled Oats—	
Avena, per bbl., 180 lbs	6.85
Avena, per keg, 90 lbs	3.65
Standard, 180-lb. bbls	6.65
" 90-lb. bags	3.20
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04⅝
" " less quantity "	.05¼
" Pearl, 210 lbs "	.03⅞
" " less quantity "	.04⅛

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.65
Cook's Malto Rice, 36 2-lb. packages	4.20
Cerealine Flakes, 36 packages	2.70
Force Food, 36 packages	3 65
Mapl Flake, 36 "	3 70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Presto, 36 packages	3.35
Quaker Puffed Rice, 36 packages	2.70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.25
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

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HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated "	1.e7½
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c pkgs, per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	05½
" " square "	.06¼
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9[illegible]
Spice Drops, in baskets, 20 lbs	1.6[illegible]
" in boxes, 12 lbs	1.00
Small Lehkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

TALISMAN Codfish in Glass Jars

All **Talisman Codfish** is superfine; for particular people we have some in glass jars. In these we use smaller, younger codfish than we have in the three-pound boxes—the very tenderest codfish that swims.

Contains no preservative, but pure sea salt, and hermetically sealed by a vacuum process that keeps the fish moist and keeps out foreign odors.

These goods will stand up in any weather without spoiling. Nearest Swift branch or here.

SWIFT & COMPANY
Gloucester, Massachusetts

They Wouldn't Imitate It If It Wasn't So Good

The Ramly Cigarette is the finest 10c. Turkish cigarette ever made. It is so good other manufacturers try to make their goods **look like** the Ramly, but there the similarity ends.

If you want to get a run on cigarettes, get people to go out of their way to come to to you, put in the Ramly. Remember how it is spelled—R–A–M–L–Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

K

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY

REDLANDS - CALIFORNIA

WM. T. SHERRON, Agent
31 South Front Street

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1¼ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1	
" " " 1½	
" " " 2	
" " " 3	
" " " 4	
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1	
" " " 1½	
" " " 2	
" " " 3	
" " " 4	
" Butchers', without weights, No. 0	
" " " 1	
" " " 2	
" " " 3	

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6.50	1.45	1.21
Ex. Bloaters, xxx...	42.00	21.60	10.95	2.35	2.03
Ex. Bloaters, xx...	40.00	20.60	10.45	2.25	1.95
Fancy Shore, No. 1...	38.00	19.60	10.00	2.15	1 77
Med. Shore, No. 1 ...	27.00	14.10	7.25	1.60	1.33
Large Irish, No. 2...	24 00	12 60	6.50	1.45	1.21
Extra Irish, No. 2...	23.00	12.10	6.25	1.40	1.17
Medium Irish, No. 2..	22.50	11.85	6.08	1.38	1.15
Small Irish, No. 2...	22.00	11.60	6.00	1.35	1.13
Irish, No. 3...					
Large, No. 3 Herring.	20.00	10.60	5 50	1.25	1.05
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish...	6.00	3.60			
Salmon, Halifax ...					
Shad, No. 1, Mess...	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess...					
Haddock, Pickled ...					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case...	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.15
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.85
" " 100s... "	1 50

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.10½
Fancy N. Y. State, 48 1 lb	.10¾
Choice N. Y. State, 50-lb. boxes	.09½
Penn ¼s, 60-lb. bags	.07¼
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Standard Royals, 25 lbs	.19
Cherries—	
California, unpitted, Black, 25 lbs	.16
California, pitted, Black, 25 lbs	.25
Currants—	
Gold Medal, recleaned, 36 1s	.08⅜
Gold Medal, loose, 25 lbs	.08⅛
Private Growth, extra, cleaned, 36 lbs	.08
" cleaned, 30 lbs. bulk	.07¾
Peaches—	
Extra Fancy, pared, 25 lbs	.25
Extra Fancy Muirs, 25 lbs	.15
Extra Fancy Muirs, 50 lbs	.14¾
Fancy Muirs, 25 lbs	.14¼
Extra Choice Muirs, 50 lbs	.13½
Choice Muirs, 25 lbs	.13¼
Choice Yellows, 25 lbs	.12¼
Pears—	
Fancy California, Bartlett, 25 lb	.13½

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.09½	.03¼	.09	.08½
40- 50, 25 "	.08¾	.08¼	.08	.07½
40- 50, 50 "				
50- 60, 25 "	.08¼	.08	.07¼	.07
50- 60, 50 "	.08			.06¾
60- 70, 25 "	.08	.07¾	.07¼	
60- 70, 50 "	.07¾			
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.06½	.05¾		
90-100, 25 "		.05	.05¾	
90-100, 50 "		.05¾	.05¼	
100-120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.08¾
Raisins—	
Muscatels, 4 crown, 50 lb	.07¾
" 3 " 50 lb	.07½
" 2 " 50 lb	.07
Cal. Thompson Seedless, 50 lbs	.07¾
Cal. Cleaned Sultanas, 50 lbs	.08
Cal. Sultanas, 50 lbs	.07½
Cal. Seedless Muscatels, 50 lbs	.07
Roger's, Layer, Valencias, 28 lbs	.07¼
Llano, Layer, Valencias, 28 lbs	.07¼
Gilabert's, Layer, Valencias, 28 lbs	.07¼
Raisins, Seeded—	
Ensign, fancy, 36 1s	.09¼
G. & S. fancy, 36 1s	.09
Tiger, fancy, 36 1s	.09⅛
Admiral, fancy, 40 1s	.09⅞
Citron, fancy, boxes, 10 lbs	.17¼
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.13
Orange Peel, fancy, boxes, 10 lbs., net	.12

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size. ½ doz. 25-cent size in case...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " " 2 doz. 15-cent size, 1 lb... per doz. 1.35	2.47½
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

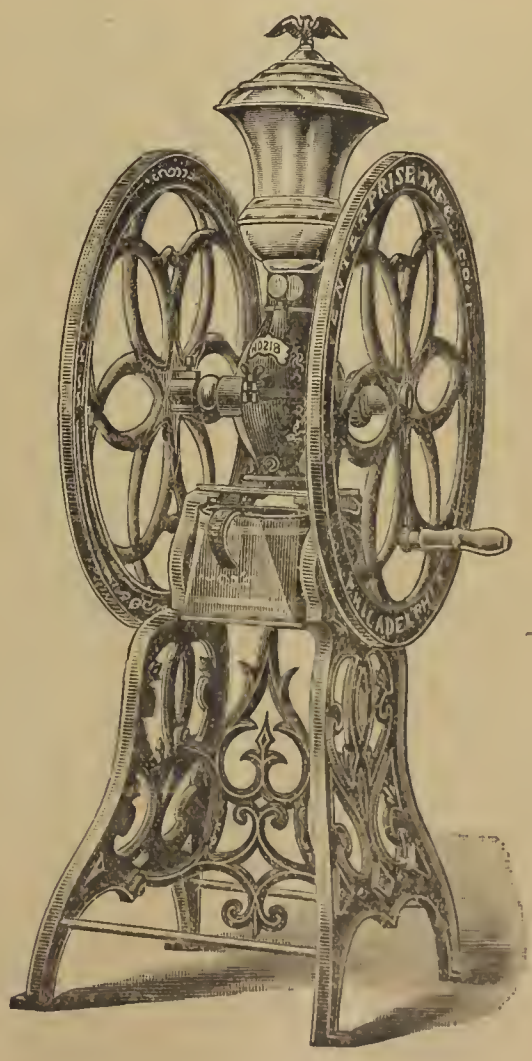
HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.67½
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

MARKED
"ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.



The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

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INK.

Arnold's, black, 3032.....per bottle	.48
Continental, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

Per case of 6 doz.

	No. 0.	No. 1.	No. 2.
Lamp Chimneys—			
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes .....5 doz.			2.75
Cold Blast.....4½ doz.			3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain.....per doz.		.75	.85
" " dec., 107, "		.90	2.00
	No. 0.	No. 1.	No. 2
Banner Burners.....	.45	.55	.75

No charge for packages.

Oil Cans—	
1-gallon, Glass.....per doz	2.25
1- " Galvanized..... "	2.10
5- " Lenox, Spout..... "	5.00
5- " " Spigot..... "	5.50
5- " Columbia..... "	7.00
5- " Banner..... "	8.00
5- " Climax, Pump..... "	10.00
5- " Home Rule, Pump..... "	12.00
Lanterns—	
No. 0, Standard.....per doz.	4.75
No. 0. Dash..... "	7.80
Cold Blast..... "	8.00

LIME.

Prepared, 2 doz. in case .....per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lb.	.05¼
" " 25 lb. boxes, ½ lb..... "	.06¼
Acme, 1 lb., sifting, 85-lb. boxes	.05½

LYE AND POTASH.

Banner, 4 doz.....per case	3.25
Babbitt's Potash, 4 doz..... "	3.30
Lewis'..... "	3.25
Red Seal, 2 doz..... "	1.87½
" 4 doz..... "	3.65
Popular, 4 doz..... "	1.45

MATCHES.

			Per gro
Swift & Courtney's, 200's, 1-gross case.....			2.75–2.90
"	400's, 1	"	3.50–3.70
"	500's, 1	"	3.75–4.00
Blue Hen,	200's, 2	"	1.50–1.60
"	500's, 2	"	4.00–4.25

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	Per Gross.
Vulcan Parlor, 65's.....	.41
" 100's, 5-gross in case.....	.90
" 500's.....	3.95
Vulcan Safety, 65s, No. 37.....	.55
" 65s, No. 2.....	.45
Columbia Safety, No. 2, 5-gross cases.....	.55
" No. 37, 5-gross cases.....	.50
" 100's, 5-gross cases.....	.90
" No. 15, gross cases.....	1.20
" No. 32, 5-gross cases.....	.55
Safety.....	.45
Mazeppa, Parlors, 500's.....	3.50–3.75
Searchlight, 500's.....	4.25–4.50
Press, 200's.....	1.80–1.90
" 500's.....	4.50–4.75
America, 200's.....	1.30–1.35
American Paraffine, 500's, ex. qual.....	4.15
Telegraph, blue head, 5-gross cases.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case.....	5.00
Red Skin, 500s, 1 gross to case.....	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case.....	4.50
Lenox, 400s, 1 gross to case.....	3.00
Red Cross, 200s, 1 gross to case.....	1.30
Blue Ribbon, 165s, 5 gross to case.....	1.00
Blue Ribbon, 165s, 1 gross to case.....	1.05
Astral, 150s, 5 gross to case.....	.85
Astral, 150s, 1 gross to case.....	.90
Planet, 100s, 3 gross to case.....	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior.....per lb.		.08¼
18, 37 and 68-lb. buckers, " ..... "		.09
10-lb. buckets, 6 in crate, " .....per crate		6.25
5-lb. " 6 " " ..... "		3.65
5-lb. glass jars, 6 in case, " .....per case		3.80
18, 37 and 68-lb. bcks., XXX, Superior..per lb.		.13
5-lb. gl. jars, 6 in case, XXX, " per case		4.40
Barrels and half barrels, Fairmount.....per lb.		.07¾
18, 37 and 68-lb. buckets, " ..... "		.08
Wm. J. Troth:—		
Barrels and half barrels, Famous.....per lb		.08¼
18, 37 and 60-lb. buckets, " ..... "		.09
10-lb. buckets, 6 in crate, " .....per crate		6.25
5-lb. " 6 " " ..... "		3.65
5-lb. glass jars, 6 in case, " .....per case		3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.		.13
5-lb. glass jars, 6 in case, XXX, " per case		4.40
Barrels and half barrels, Golden.....per lb.		.07¾
18, 37 and 60-lb. buckets, " ..... "		.08
Campbell's Mince Meat, 30-lb. palls..... "		.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.		.06
New Year, bbls and kegs and 30-lb. kits..per lb.		.05
Crescent, bbls., ½ bbls. and 30-lb. kits "		.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb.		.07½
" 18 and 37 lb. Kanakins..... "		.08
" 10-lb. Kkns, 6 to crate...per doz.		9.80
" 5-lb. " " " "		5.30
" 5-lb. Glass Jars, 6 to case "		6.25

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National, 30-lb. Kits, bbls., ½ bbls.....per lb.		.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "		.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars.....per case 6 jars	4.50	
No. 3, glass jars..... per case 6 jars	3.15	
Family—Seedless.		
No. 5, wooden pails.....per box 6 pails	3.75	
No. 10, wooden pails.....per box 6 pails	6.40	
No. 18, 37 and 68, wooden pails.....		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters.....per lb.		.08¾
Wooden Palls, 18, 37 and 68 lbs..... "		.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.....	2.00	
Cartons Condensed, (3 dozen in case,) per gross.....	11.00	
Keystone—		
Barrels, Halves, Quarters.....per lb.		.07¾
Wooden Palls, 18, 37 and 68 lbs..... "		.08¼
Wooden Kits, No. 20 and 35.....		.08

OILS.

Stove Gasoline .....per gal.	.18
Headlight, 150etest..... "	.12¼

OLIVES.

	Doz.
H. Kellogg & Sons, Agents:—	
Theodore Marquet, Mammoth, 64 oz.....	15.50
" Extra, 64 oz.....	13.50
" Mammoth, quarts.....	7.25
" Extra, quarts.....	6.75
" Extra, pints.....	4.50
" Mammoth, ½ pints.....	3.15
" Extra, ½ pints.....	3.00
Fourees, 19 oz., fluted bottle.....	4.75
De Lucques, 10 oz.....	2.40
Farcies.....	3.75
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
California, quart tins.....	3.50
California, pint tins.....	2.15
California, quart bottles.....	6.50
California, individuals.....	1.50

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " pts., 2 doz.....	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pts., 2 doz...	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz...	6.50
" " 12-oz. " 2½ doz...	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tins, 20 to case.....	2.20
" " 1-gal. tins, 10 to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 18 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ⅛ gal. cans, case.....	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

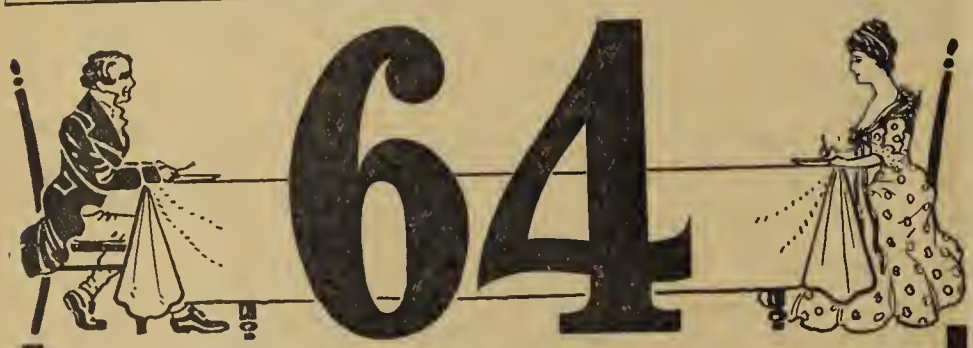
	Per case
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8.50
5 gallon tins, 2 tins to case.....	26.50
1 gallon tin, 4 tins to case.....	11.00
½ gallon tin, 8 tins to case.....	12.00
32 oz. tin, 25 tins to case.....	22.00

Trade discounts on quantity.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case....per case,		8.50
Pints, " 2 " " ..... "		9.00
½ Pints. " 2 " " ..... "		4.75
Oliver's Olive Oil—		
1 dozen large		6.00
2 dozen medium.....		6.75
2 dozen small		4.25
6 1-gallon tins.....per gal.		2.10
10 ½-gallon tins.....per gal.		2.20
20 ¼-gallon tins.....per gal.		2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz.....per doz.		.55
Stohrer's, No. 16, 2 doz.....per doz.		.95
Stohrer's, No. 32, 1 doz.....per doz.		1.85
Keystone, bottles, 2 doz.....per doz.		.95



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YEARS AGO

We Used NO Adulterants or Chemical Preservatives in Making

ATMORE'S MINCE MEAT

We Make it Just the Same To-day.
Remember "It IS Pure"

ATMORE & SON - Philadelphia

MW

We Do the Work You Get the Pay

Everybody knows **Ariosa Coffee.** You need do nothing but fill orders—*we have done the work.* We make it worth your while to fill orders by giving you almost any article of merchandise you may need, which you would otherwise be obliged to draw on your bank account for, in exchange for the vouchers you get with every case of **Ariosa** you sell, *so you get the pay.*

If you haven't a catalogue we will send you one.

Arbuckle Brothers - New York

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03⅜
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Extra Embossed, Qual., Yellow, Union, S.O.S.	Wolt Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
½	.53	.35		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91	1.65	1.07	1.21	1.55
6	1.73	1.03	1 95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69		3.11			2.89
14	3.37		3.97			3.75
16	3.87		4.41			4.01
20	4.39		4.79			4.55
25	4.83		5.41			5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

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Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18⅜
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

William Bros., 32 gal., 1500s	10.75
" " 16 " 800s	6.10
" " 16 " 600s	5.25
Barrels, 45 gal., 1200s	11.50
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal. per keg,	3.30
Sweet Pickles, 700s, 5 gal. "	3.60
Sweet Pickles, 1,000s, 5 gal. "	4.15
Sweet Pickles, 2,000s, 5 gal. "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz	.95
No. 8, Sweet Gherkins, 2 doz	.95
No. 8, Sour Mixed, 2 doz	.95
No. 8, Sour, assorted, 2 doz	.95
No. 8, Chow-Chow, 2 doz	.95
No. 8, Onions, 2 doz	.97½

Crosse & Blackwell's:—	
Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	⅛ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	⅛ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.	.16
" " " 40 grain, bbls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.09½
" 14–16 lbs	.09¼
" 10–12 lbs	.10
Picnics, 6–8 lbs	.09
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.15
" Tenders and Knucks	.16
" Flats	.13
" Air Dried, sets	.20
" " Tenders and Knucks	.21
Jersey Pork, Butt per bbl.	18.00
" Family "	19.50
Breakfast Bacon, rib in	.11
" boneless	.12½
S. P. Bellies, 14-15 lbs	.09½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.18
Beef Tongues, smoked, 5–6 lbs. per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.12
" " large	.12
" " medium	.12
" " small	.12
" Breakfast Bacon	.12
" " boneless	.14
Beef, air-dried, regular sets	.20
" " insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.20
Beef Tongues per doz.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb	.13
Premium brand Hams, 12 lb	.12¼
Premium brand Hams, 14 lb	.11½
Premium brand Hams, 16 lb	.11½
Premium brand Hams, 18 lb	.11½
Premium brand skinned Hams, 18–20 lb	.11
Premium brand boiled Hams, skinned, fatless	.22
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.16
Winchester brand skinned Hams, all aver	.10½
Winchester brand Picnics	.09¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	08¾	7¾
Plain Tubs, 50 and 60 lb. cans	08¾	8
10-lb. Tin Pails, 60 lbs	09¾	8⅞
5 " "	09⅞	8¼
3 " "	10	8⅜

John Bower & Co.—	
Pure Kettle Rendered, tierces	.09¾
" " tubs	.10
" " 3, 5 and 10-lb. cans.	.11
Swift & Co.—	
Premium brand, tierces	.10½
Silver Leaf brand, tierces	.09½
Jewel, compound, tierces	.07⅝
Cotosuet tierces	.07⅞

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.08 –.09
Common to fair, native	.06 –.07
Western Dressed Beef—	
Choice, native cattle	.08 –.09
Common to fair "	.06 –.07
City Dressed Veal—	
Prime	–.13
Good to choice	–.08
Dressed Hogs—	
Pigs	–.07½
Hogs, heavy	–.07½
" 180 lbs	–.07½
" 160 lbs	–.07½
" 140 lbs	–.07½
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.10
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00



Ham Confidence

There is a vast difference between merely "ham" and Swift's PREMIUM Ham.

The grocer who just keeps "ham," who buys no special brand, and buys from no particular packer, is just as certain to have a small and irregular ham trade as night is certain to follow day.

But the grocer who sells only Swift's PREMIUM ham, which is always the same and always fine, will have a ham trade that amounts to something. His trade won't care to experiment with other grocers; they're getting what they want and they're getting it all the time.

PREMIUM Hams are tender, delicious and—this is important—well advertised.

Swift & Company, U. S. A.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Be Proud of Your Olive Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.

103-107 HUDSON STREET, NEW YORK

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.12
" " western		.12

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.15 –.17
" Y. T., 15 to 17 lbs	.15 –.17
Old hens and toms	.15 –.16
Common to Good	.10 –.13
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.14 – 15
Heavy Roasters, 4 to 5 lbs	.14 –.16
Fair to good	.12 –.13
Old cocks	–.10
Western capons, fancy	.25 –.27
" " small	.22 –.24
Squabs—	Per doz.
Prime, large, ancy	4.00
Mixed	2.50–3.50
Dark	1.00–1.50

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.12 – 13
Largo Springers	.12 –.13
Fowls	.12 –.13
Roosters	.09 –.10
Ducks	.12 –.13

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ⅓ "	"	5.40
5-lb. " ⅛ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	5.60
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz. doz.	.90
Spring Garden, fancy, No. 3, 2 doz. doz.	.80
Compass, No. 3, cans, 2 doz.	.75

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 8 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ⅛ "	"	8.50
P. P. Sauce, 8 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding— Seedless:—		
Individual, per case of 8 doz.		8.00
1-lb. cans, " 1 "		8.85
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ⅓ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.80
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails per pail	1.15
Apple, 20-lb. crocks per lb.	.07¾
Apple, Schimmel's, 30-lb. pails per lb.	.06
Prune, 30-lb. pails per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Cantice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		o 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1 95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Batemsn Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	
Laudanum, 15c.-size per doz.,			1.20
Laudanum, 25c.-size per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.		2.40
" " " ½-lb., " "		2.60
" " " ¼-lb., " "		2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	.01¾

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Camphor, gum, 1-oz. blocks		1.00
" Flakes, 250 bbls		.02¼
" " less quantity		.02¾
" Tar Balls, bbls., 250 lbs.		.02½
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.01½
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.83
" " Lozenges, 5-lb. boxes,	"	.87
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.84
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	29½
" ¼-lb. packages	"	.34
" ½-lb. "	"	.33
" 1-lb. "	"	.32
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.07
" granulated, kegs, 100	"	.07
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Venetian Red	per lb.	.02
Whiting	"	.02
		1 oz. 8 oz.
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz.	per doz.	.80
Iron Glue, McCormick & Co's:—		
No. 5		.40
No. 10		.75
Tube V		.75
McCormick & Co., Bee Brand—		Per doz
Insect Powder		.80
Root Beer		.80
Talcum Powder		.80
Triangular Quinine		.80
Quinine Capsules		.75

THE ONLY WAY WE HAD A CHANCE

We have been endeavoring, through trade paper advertising, to induce you to ask for **Murdoch's Laundry and Corn Starch.** Many of you have done so, and are selling them regularly to-day.

We hazard the opinion that every grocer who is, is well satisfied that they are the cleanest and the best starches on the market.

They *have to be* the best, for that is absolutely the only ground on which they could sell. With the market dominated by one concern, what chance would an independent starch have unless it was better than its competitors?

So that there are two reasons why you ought to sell these starches. First—they are independent, Second—they are the best.

Oswego Maize Products Company, Oswego, New York



Eat a Couple Yourself

Why not consider **Hoffman House Pickles** as a popular priced pickle leader?

They are unusual in several respects. First, they are packed in tin, and second, they are cured by an entirely new method, which removes the acid bite but leaves all the spice.

These little pickles have sold wonderfully well everywhere they have gone. Eat a couple yourself and your enthusiasm will rise at once.

THE J. WELLER COMPANY, CINCINNATI, OHIO

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W. F. Young's Veterinary Remedies, wholesale prices— Per doz.

Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per dos.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts "	1.00
" gallons, each	.30
" ½ barrels "	3.50
" barrels "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 dos. 1-lb. packages and premiums, per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per dos.	.45
No. 2, Vanilla and Rose "	.90
No. 3, Lemon and assorted "	.85
No. 4, " " "	2.00
No. 4, Vanilla "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	.....	.....	.....	7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.	2.00
" " " " No. 2X, "	.80
" " " " No. X, "	.45
" Lemon, " " No. 25, "	1.75
" " " " No. 2X, "	.80
" " " " No. X, "	.45
Ingersoll's Flavoring Extracts:—	
High Grade Vanilla, per dos.	1.75
" Lemon "	1.75
Select Vanilla "	.85
" Lemon "	.85
" assorted "	.85
" small size "	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet, per dos.	1.15
Blair's " " "	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl.	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls.	.18
New Juice Cider, ½ bbls., 28 gals.	5.60
New Juice Cider, ¼ bbls., 14 gals.	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅝
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03½
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs.	2.65
" " 60 bags, 5 lbs., lim.	4.00
" " 28 " 14 " "	3.75
" " 30 " 10 " "	3.75
" " 115 " 2½ " "	4.00
Worcester, Irish Linen, bags, 250 lbs.	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3020-lb. bags, in bbls., per bbl.	3.00
" Pretzel, obls. contain 280 lbs.	2.40
" " sacks, 180 lbs.	1.55
" Cheese, bbls. contain 280 lbs.	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS
TABLE SALT
PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schimmel's, small, 2 doz., per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 150 lbs., per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sance:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES
Goldberg, Bowen & Co.
San Francisco, Cal.
H. Jevene Co.
Los Angeles, Cal.
Lutey Bros.
Butte, Mont.
Colorado Supply Co.
Pueblo, Col.
F. Dresser & Co.
Portland, Ore.
Hennessy Mercantile Co.
Butte, Mont.
Lion Grocery Co.
El Paso, Texas

J. A. FLESCH & SON
Architects and Designers
Of Store Fixtures for Modern Grocery Stores
1010 and 1012 Chicago Opera House Block
112 CLARK STREET CHICAGO
CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED
FLESCH'S PATENT COOLERS and COUNTERS
HENRY TROEMNER'S SCALES, BINS, CANS, etc.

REFERENCES
S. P. Nissen Co.
Oak Park, Ill.
Simpson, Crawford Co.
New York City
Henry Siegel Co.
Boston, Mass.
Greenough Bros. Co.
Spokane, Wash.
Chris Keller
Lancaster, Ohio
Louis Kunkel
San Antonio, Texas
John B. Watson
El Paso, Texas

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SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.10	Mustard, Yellow..	.06½
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes, "	.04½
Arm & Hammer bd., ¼'s, 36 lbs, per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ¼, ½, 36 lbs, "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 2 doz	2.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ¼-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Cliequot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz, per doz.	.72
Putz Liquid, large, 3 doz, per gross,	16.50
Putz Liquid, large, 3 doz, per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans, "	18.00
No 2, pint cans, "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans, "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs, per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3 90
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	100	3.50
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Kavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Napbtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Kavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.30
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs	150	4.70
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.50
Sunny Monday	100	4.00
White Clond	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	3.50
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¼
Cntaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75

(50 bars free and 25 Universal Conpons with each box)

Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes, per box		3.70
" 6 oz., 100 packages, "		3.65
" 8-oz. packs, "		3.70

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.50
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz., per doz.	.43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade	.32	.32	.34
White, Low Grade	.23	.23	.25
Cayenne, High Grade	.21	.21	.23
Cayenne, Low Grade	.16	.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ½ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ½ lb.	.40
¼ lb.	.75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St

PHILADELPHIA, PA.

Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

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Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.09½
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, large	.20
" Medium.	.15
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

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CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		.06½
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅝
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅜
Duryea's, Superior, 3-lb. cartons	.c6¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bnlk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅜
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs	04⅞
" 6-lb. boxes	.05⅜
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish. 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs	.c7¼
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ¼ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ½ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ½ gross		4.50
Per gross		9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¼
McAllister, 36 packs	"	.05⅝
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ¼ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06½
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into taps, 6 inches high		1.50
5¼ inches high		1.48
5 inches high		1.42
4¾ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

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Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb	"	.09
Best Jute Plow Line, 8 yds. to lb	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines. 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 101	.32
Fancy, No. 100	
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

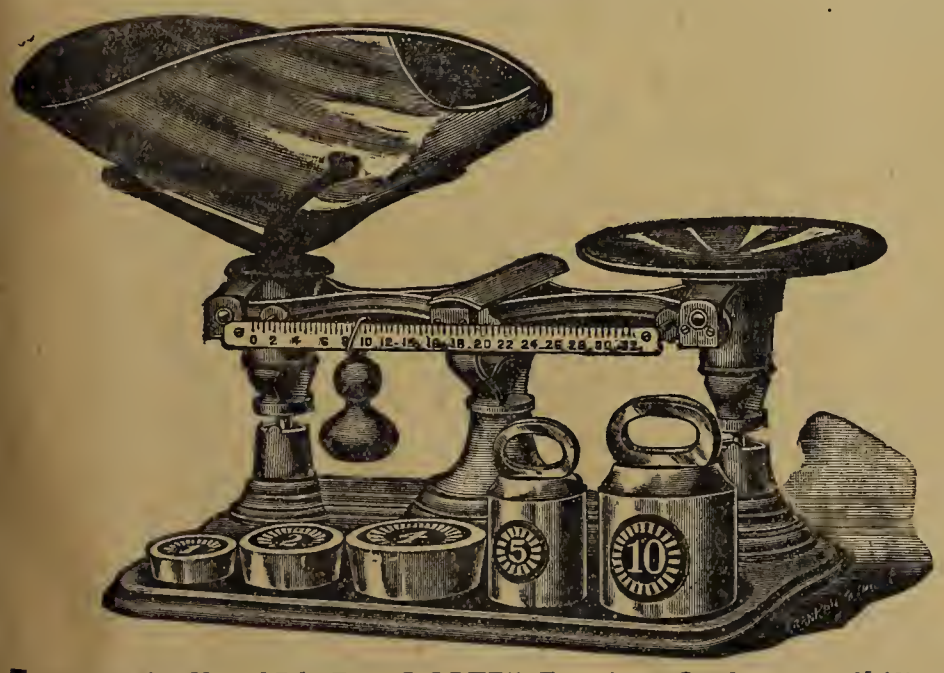
Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

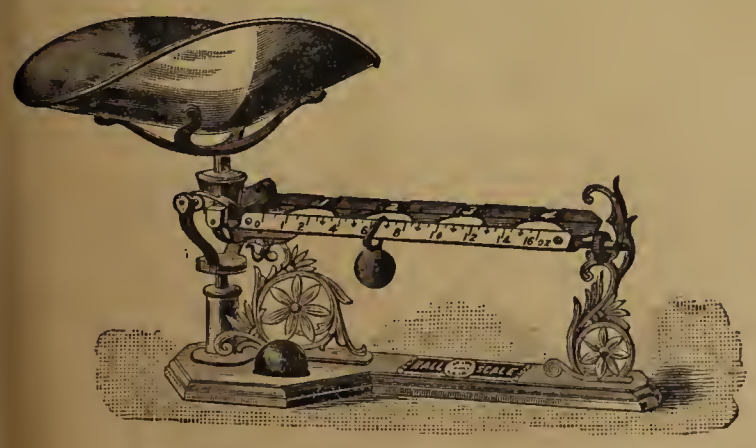
Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per doz.	.87½
Karo, 25 cent size, 1 doz.		2.25

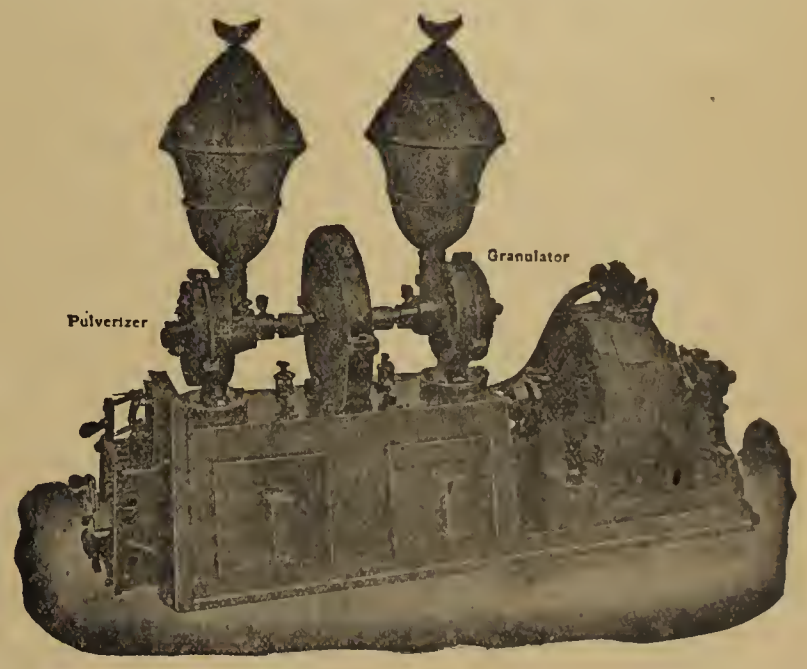


Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 1-32 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE
USED BY ALL LEADING GROCERS



TROEMNER'S

New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET — PHILADELPHIA, PA.

J. A. FLESCH & SON 112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals.	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Qnart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.60
Murdock	2.75
Celery City	3.00
125, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.15
Galvanized, 14 quart	2.50

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	
Picnic Plates, 8 inch	
Picnic Plates, 9 inch	

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
10, Rocker, curved end, wood handle	.95
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3⅓ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1⅓ doz. packages	per box,	.58
Yeast Foam, 1⅓ doz.	per box	.58

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.
1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases. 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-¼ gallons, per gallon	2.25

JOS. M. OLIVER & SONS
IMPORTERS 5 South Front St., Philadelphia

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen." "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

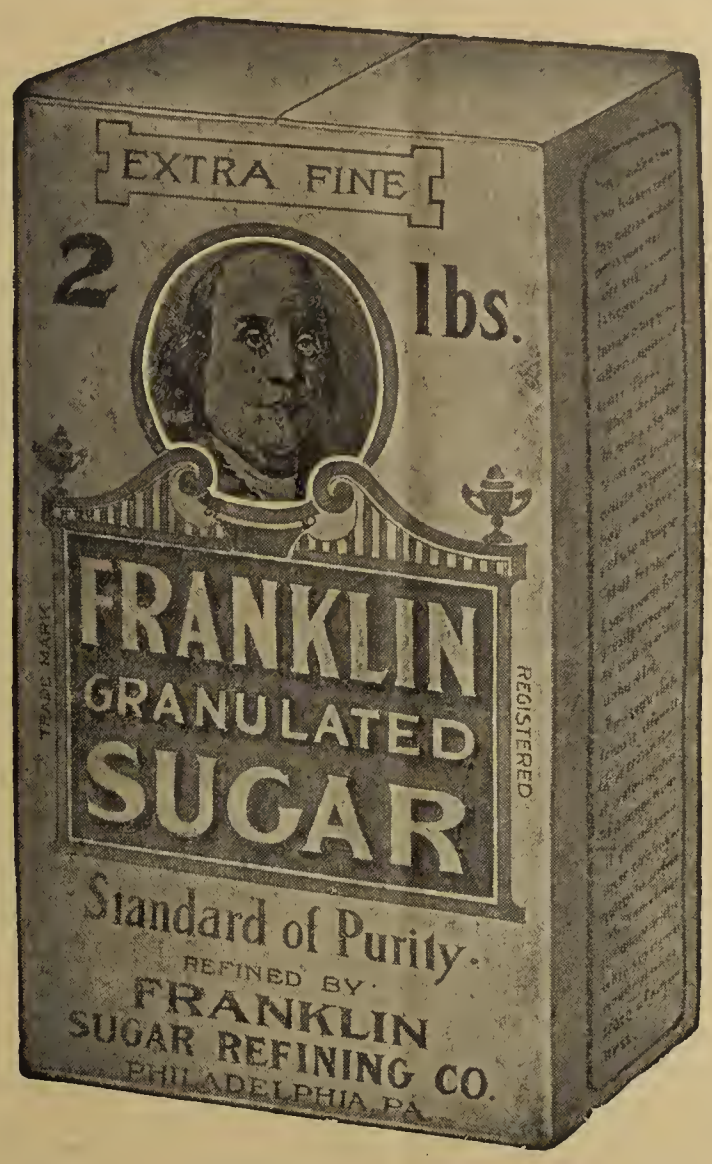
The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

Does the Department Store Take Some of Your Trade?

Do you know why you lose trade to the Department Stores? It's because when these stores are closed at night the windows are lighted and the light shows bargains in groceries. These offerings attract passers and the next day they come in and buy.

You can do the same thing—make your store advertise you while it is closed—light it well, show something in your windows that will attract attention and many of those who see it will come in the next day. One new customer will pay the cost for a week. Write us and we'll show you how to do it.

THE PHILADELPHIA ELECTRIC COMPANY
TENTH & CHESTNUT STS.



Less Work and More Money in 1908

If you could do less work and make more money in 1908 than you did in 1907, you'd consider you were having a Happy New Year, wouldn't you?

Very well, sell **Franklin Carton Sugar** instead of sugar in bulk, and you'll get exactly that result.

Less work by far than you ever had before in selling sugar, and more profit, because none of it will be stolen by "good measure." We do the weighing of **Franklin Carton Sugar** and your customers get what they pay for and no more.

Suppose you could introduce such a revolution in all your departments?

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

The Aroma Stays Where It's Put

Every 25-cent coffee is a competitor for our **Moco=Mo,** and we consequently look up 25-cent coffees whenever we find them. We want to keep posted.

There has never been one that could hold a candle to **Moco=Mo.** For several reasons it is the best 25-cent proposition on the market by far.

Its quality first. It is a strong, smooth, full-blooded blend that goes straight to the spot.

Second, its unique package. Packed hot in a sealed bag, then the bag in a sealed carton. The aroma simply *can't* escape until the consumer opens it up. Good talking point, eh?

The John H. Fitch Coffee Company

Importers, Roasters and Jobbers of High-grade Coffees

YOUNGSTOWN, OHIO

The firms advertising on these pages are all well-known; their products

"Every Little Bit Added to What You've Already Got Makes Just a Little Bit More"

Wrigley's Soap pays you better than any similar article on the market. By pushing it you will add a **great deal more** to your profit. *Universal Coupons* in each box.

THE WRIGLEY MANUFACTURING CO.

PHILADELPHIA, PA.

Lots of Your Customers Want This



It is the one thing to keep hardwood floors right. It has been specially prepared by experts to do the work right.

Tell your customers if they want to keep their floors in perfect condition permanently to use it instead of scrubbing them. It makes a finish so perfect that all that is necessary is to wipe up the floors with a damp cloth once a week.

Universal Coupons in every case for the grocers and some in each package for his customers.

E. B. MOORE & CO.

76 Wabash Avenue **Chicago, Illinois**

The result of 80 years' experience is

DIXON'S POWDERED Stove Polish

Joseph Dixon made the first stove polish in 1827, and a good stove polish it was too. The Dixon Company has been making good stove polish ever since.

The new Dixon Stove Polish is as good as 80 years' experience can make it. No adulteration, a generous size box, Universal Coupons—this means good business for you. Write our Stove Polish Department about it.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

FOOD



VALUE

Better Than Milk or Meat

¶ **Royal Peanut Butter** is one of the most healthful food products ever manufactured. We want you to tell this to your customers, and as a real incentive for you to do so we are going to give you the money we would otherwise use to tell consumers of its merit. Universal Coupons packed in every case from January 1, 1908. Remember, it is the best thing of its kind ever made. You make a splendid profit on it and the coupons are exchangeable for any article of merchandise you may need for your home or store.

Cleveland Health Food Co.

Cleveland, Ohio

are the best on the market and all bring you UNIVERSAL COUPONS

S-E-A F-O-A-M

Sell Sea Foam Baking Powder because it's the best leavener.
Every housekeeper who has tried it knows a little goes further.
All your customers will KEEP using it, once they start.

Failures in baking are impossible with Sea Foam.
Other baking powders mean—taking chances.
A big saving to your customers over trust powders.
Much better profit for you.

It's too good not to push. UNIVERSAL COUPONS in every case for the grocer.

Sea Foam Baking Powder Co., 1 and 2 Hudson St., New York

You Know What Our Name On These Goods Means

We are making Macaroni, Spaghetti, Noodles and Pastels. We are making them like we make our bread, so good that nothing can be better. So good that grocers can safely recommend them to their customers.

We are going to spend our advertising appropriation on the grocer, to make it worth his while to tell his customers about these goods and create a demand for them.

Every case will contain Universal Coupons, which the grocer can exchange for almost anything he needs instead of buying it.

The
Freihofer
VIENNA BAKING COMPANY
PHILADELPHIA, PA.



Guaranteed to comply with the National Pure Food Law
—AS ARE—
ALL FOOD PRODUCTS OF
J.W. BEARDSLEY'S SONS, New York



It's a Hard Job, but We've Done It

You know how hard it is to please all your customers with coffee. It is natural for you to find it harder than we do, because you have a lot of things to do and we do nothing else. Private Estate Coffee is the result of many years' experimenting to please the popular taste, and it does it so well that we don't know of a grocer who has induced a customer to try it who isn't still using it. This is one important reason for your making a leader of it, and another is that we share our profits with you by giving you Universal Coupons with every case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS **33-34 Fulton Street, New York**

Philadelphia Branch, 139 S. Front Street

Will You Let Us Try to Collect Your Bad Debts?

You can't get them—you know you can't—you've tried everything under Heaven.

If we fail too there's no harm done; but the chance is we won't fail. We've succeeded many another time when it was predicted that we'd fail.

We know the way to the dead beat's heart, for even the deadest of dead beats has one. Write us.

Union Mercantile Agency
314 Court Exchange Building
Bridgeport, Conn.

Why They Couldn't Get It Again



There is as much difference in bacon as there is in human character.

You've sold bacon that your customers went wild over. They asked for it again, but you couldn't give it to them because you had bought more in the meantime and it wasn't the same.

Sell **Star Sliced Bacon** and your customers will ask for it again, too, and this time you *can* give it to them, for **Star Bacon** never varies.

Always tender, young, delicious.

No waste in package goods.

ARMOUR AND COMPANY



You Don't Have to Break Eggs



You are paying for broken eggs right along. You don't have to. There is a way to handle them that saves the breakage. This method saves its cost many times in a year, and it is so handy and neat it saves a lot of time, and brings a lot of complimentary remarks from your customers. Write us and we will show you some figures that will surprise you.

Star Egg Carrier and Tray Mfg. Co., Rochester, N. Y.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, FEBRUARY 3, 1908. No. 5.

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Further Developments in the Local Conflict

State Now Taking a Hand. Heavy Calls from Retailers for Names of Members of the Wholesale Grocers' Association. Trade Withdrawn in Some Cases. Fight Breeds Sharp Competition Among Cereal Concerns. Retailers' Association Draws New Strength from Controversy.

The local conflict over the cutting off of the retail buying exchanges by the Toasted Corn Flakes Co. and the Natural Food Co. has reached the daily papers. Several of the latter have published more or less garbled accounts of the affair during the week, some of them falsely crediting Secretary Smedley, of the association, with attacking the chain stores at a largely attended meeting of the organization. Naturally nothing of the kind occurred, since the chain stores and the association have worked together since the fight opened.

No other manufacturer has made any move to cut off either the Retail Grocers' Association or the chain stores, and so far as can be learned, no other has any intention of doing so, so swift and heavy have the retailers' reprisals been against the two manufacturers who did attempt it.

The action of the two cereal concerns that cut off the retailers has greatly increased competition among the breakfast food concerns. As soon as the Toasted Corn Flake Co. cut off the association and the chain stores, E. C. Corn Flakes were at once adopted as a substitute, and the sale of that brand has in consequence been very largely increased. During the week H. P. Davies, general manager of the Malta-Vita Pure Food Co. of Battle Creek, Mich., visited Philadelphia in the interest of his concern's new corn flake. This also means greater inroads into the business of the Toasted Corn Flake Co.

There is also a substitute for Shredded Wheat Biscuit about to be introduced, which if it is a worthy substitute will weaken the Natural Food Co's position. Up to this time the concern has had practically a monopoly of the wheat biscuit business.

It has developed during the week that a retailers' co-operative buying organization of Jersey City, N. J., was also crossed off the jobbing list by one of the cereal companies above named. Believing its legal rights infringed, the New Jersey organization at once complained to Attorney-General Bonaparte, who has promised to look into the matter. There is absolutely no hope of relief there, however, as every dealer has a fundamental right to sell whom he likes.

The grocery interests of the State are beginning to take a decided interest in the fight. A list of the jobbers who belong to the Wholesale Grocers' Association has been placed in the hands of Secretary Howes, of the State Retail Merchants' Association, and notices sent to all members that they can have the list if desired. The calls for it are reported to have been very heavy. In some cases known to the writer up-the-State retailers have transferred their trade from jobbers who have supplied them for years to others not affiliated with the association.

During the week several other protests have been heard from members of the two jobbing organizations who though they did not sanction their attitude and do not sympathize with it now, are still being compelled to suffer for it.

There is one thing very plain—that whether the Retail Grocers' Association wins the fight or loses it, the controversy has greatly increased the importance and prosperity of the organization. Its meetings are attended each week by a great throng that overflows the room, it has received a perfectly unprecedented number of applications for membership, and its business has shown an increase of several thousand dollars per week. In addition to that, it is continuing to receive offers of support and aid from manufacturers all over the country, and in some cases concerns that have always refused to sell it, and who were not asked to sell it now, have come in voluntarily and offered goods.

From other sections comes the strongly backed rumor during the week that the Washburn-Crosby Co., of Minneapolis, Minn., had about decided to cut the jobber out entirely and sell the retail trade direct and alone.

The Kirkman soap people are also going direct to the retailer.

Dire Prospects for Brazil Coffee Corner.

Deputy American Consul Analyzes Situation and Shows that the Tremendous Surplus the Syndicate has Bought and Put Away May Break Through and Cause Great Disaster.

Special correspondence of "Grocery World."

Washington, D. C.,
Jan. 30, 1908.

Deputy Consul-General Joseph J. Slechta has written to the State Department from Rio de Janeiro that the effect of the Brazilian Government's attempt to corner the supply of Rio and Santos coffee in order to get a better price has produced a most remarkable and abnormal condition. His statement is so important that I reproduce the salient part of it:—

> The fact is that the price ruling during the first week in last December is the lowest of the past decade and the amount of new coffee entries must be viewed in the light of this feature of the market. Only once in recent years has the price slumped to to the point now reached and then only on two or three transactions at the time of a crisis in some juggling with the market. Every planter is hoping against hope that every crop except his own will be a small one, in order that the efforts of the "convenio" or syndicate may not have been in vain.
>
> It has been commonly supposed by everyone but the old buyers, and even by some of them, that the large purchases made by the syndicate during the time of the heavy entries last season kept the price at a higher point than could otherwise have been possible. Developments of the last month do not bear out this view of the situation. Some of the wise ones who held the workings of the syndicate in considerable awe are now weakening to the extent of acknowledging that the present quotations are indisputably lower than they could possibly have been had supply and demand been allowed to take their own course in the disposition of the 20,000,000 bag crop of Brazil. There is now every reason to believe that the price for the past six months would have been higher with a perfectly free market.
>
> With 8,000,000 bags of medium-grade coffee held over the heads of the dealers, and with decidedly uncertain elements entering into the calculations as to just how much coffee is ready to drop into the market from the plantations, the situation furnishes a basis for predictions on the part of the wisest no more certain than that another six months will bring about a situation no less anamalous than the present one and perhaps a great deal more precarious. Without relying at all upon the accuracy of even the best estimates and taking the lowest figures that conservative statisticians have dared to place on this year's crop, it can be readily seen that except for some unforeseen circumstances the gravity of the present crisis has nothing of a temporary character.
>
> Assuming that production for the rest of the world increases almost not at all, the average may be placed with safety at 17,000,000 bags for the world's production. It will be seen, therefore, that with the consumption of the world increasing about 500,000 bags yearly, not less than four years would be required to overtake production and wipe out the surplus of nearly 8,000,000 bags. That is to say, the world at its present rate of increase in the consumption of coffee will under the most unfavorable circumstances conceivable remain for the next four years absolutely independent of the holdings of the syndicate.
>
> With the added stimulus given to the planting of coffee in other countries by the continued withholding from the market of the syndicate purchases, four years will begin to bring in results which may prove exceedingly dangerous to Brazil. In much less time than this the coffee held will have begun to deteriorate and the syndicate will have come to a most disastrous end with the further result of having for five years caused havoc in the operations of the laws of supply and demand as affecting coffee.
>
> Lest it be said that there is no justification for the assumption that the average size of the crop during the next five or six years will not fall below 13,000,000 bags it is well to call attention to the general situation in coffee planting. The government of the State of Sao Paulo has placed very heavy taxes on the extension of coffee plantations and it is frequently said that this will curtail the size of future crops. The effect is almost certain to prove otherwise. Since the planter cannot extend his plantation, he is beginning to intensify cultivation, watch his trees more carefully and replace them at just the right time to secure the maximum results from a given area. Experts whose opinions are not affected by any personal interest whatever, are firm in the conviction that with favorable conditions Brazil may within the next six years produce one or even two crops as great as or greater than the enormous crop of last year.
>
> The situation is a unique one in many ways. With a "corner" of a quantity of nearly half the world's yearly consumption, probably no other of the world's great food commodities would be offered on the markets at a price lower than the normal, except for a very brief period. Certainly with any other of the great articles of commerce the ill effects of overproduction would be corrected by a corresponding drop in the price much more quickly than in the case of coffee. Perhaps even now it would be an actual saving of money to the backers of the coffee

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TRADEMARK REGISTRATION

syndicate, certainly to the planters and to everyone but the consumer, if this immense store of coffee were burned or thrown into the sea.

HOLT.

Alaska Salmon Combine's Good Year.

Henry F. Fortmann, president of the Alaska Packers' Association, made his report to stockholders for the season 1907 during the week. In part it states as follows: "The salmon markets of the world have been in a most satisfactory condition and although the cost of production of canned salmon has materially increased, the prices obtained during 1907 were such that the business has earned a substantial profit. In spite of the disturbance in financial conditions, the prices of canned salmon have been maintained and a good consumptive demand is reported from all markets." The gross profits for the year were $831,421, and net $609,646. The association packed 1,100,035 cases in 1907, as against 1,044,696 in 1906. The largest pack of Alaskan salmon on record was in 1903, when the production was 1,334,824 cases.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

YOUR CONVERSATION.

Let your conversation be business in business hours. Levity is very unbecoming in a store. Talking about the play or about the game or the election is decidedly out of place.

We're banded together to increase the business; our thoughts must be centred on it. Our interchange of ideas must be those that make for efficiency.

COMMISSIONS.

Commissions will be as follows the forthcoming week:—

½ cent a pound on all coffees.

5 cents a pound on all teas from 50 cents up.

3 cents a pound on all 37-cent tea.

½ cent a can on O-O ½s cocoa.

½ cent a can on O-O 12-cent peas.

1 cent on every six cakes O-O soap, 25 cents.

COFFEE CANVAS.

For two weeks we want you to find out from every one that leaves an order whether they use our coffee. Make no comments one way or another. We want names and addresses of those who do not. Don't make any serious business (to them) of it. Just find out in an off-hand way. Leave the names at the office every evening at quitting time.

MACARONI TIME.

Macaroni soup; macaroni and tomato sauce; macaroni and cheese; macaroni pudding. We're right in the macaroni season. Talk it. Tell how fresh and clean ours is. As good as the imported—no question about this. Cleaner, fresher, 50 per cent. Cheaper, 10 cents a package.

SELL JELLIES.

Plenty of women ready to buy jelly by the pound that wouldn't look at a glass. It's the poor man's butter; especially where there's a crowd of young ones. Move some of these 5-pound stone pots of Johnston's preserves. First thing you know fresh fruit will be here, and the preserves, too. We have forty crates in the cellar.

YOUR POWER

is wonderful. There is hardly any achievement that is out of our reach. Guard well your thoughts. Concentrate on the thing you aspire to. Prepare for success. Fit yourself every hour in the day to go higher up by doing the thing at your hand better than it was ever before done.

STATE HOUSE



CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

The New York Letter

Bright Food Show Prospects. Department Store Grocery Departments Deeply Cutting Prices. Foreign Rice Not Allowed to Enter Country Because Coated with Talc and Glucose. The Kirkman and Washburn-Crosby Attitude. Small News of the New York Trade.

Special correspondence of "Grocery World."

New York, Jan. 31, 1908.

Meetings are held almost daily by the committee which is preparing the way for the Pure Food Exposition of the New York Retail Grocers' Union, to open March 26th. Manager L. J. Callanan is especially gratified because in the last week he has received word from several firms who have never exhibited before under the society's auspices that they will do so this time. Park & Tilford, who have never before taken part in a food show, have reserved space, as have the Acker, Merrall & Condit Co., so that the two firms known for chains of high grade retail stores as well as for their wholesale business will both be represented. The list of firms and companies that are exclusively manufacturers and which will have space will be larger than at any prior exhibit in this city.

* * *

It is observed that in the cut-rate announcements of some department stores the grocery features are being emphasized quite strongly of late, and it is said that this is the result of a little overstocking here and there, the heavy stocks not being so desirable as cash in the view of the owners of the stores. This is the season of sales in all lines, but some who have been watching the advertisements say that the grocery "drives" of department stores are more pronounced than usual. "This is the year," remarked a retailer, "when the cut-rate dealers who try to undersell by making heavy purchases at the opening of the season see a little of the reverse side of the picture. The speculative dealer sometimes learns that there is such a thing as carrying a game too far, but the grocers who have bought carefully are not complaining. The regular trade has been of fair proportions since the turn in the year and some are busier than usual."

* * *

Reports have it that the present business conditions have cut down about 25 to 30 per cent. the consumption of cigars and cigarettes and that the American Tobacco Co. has curtailed production to that extent. It is further said that the company is making concessions in prices of 10 to 20 per cent. on popular brands.

At the company's offices, although nobody in authority would make any statement for publication, the reports were to some extent substantiated. Some changes of the kind indicated have occurred, although the percentage may not be quite accurate. Several independent manufacturers freely say that they have made material reductions in prices, partly because the domestic leaf tobacco costs less than it did a few weeks ago. Some predict that Havana leaf will also be cheaper.

* * *

The Government's Food Bureau has sent back to the consignors in the last week some shipments of two quite different kinds of articles and for quite different reasons. Champagne was sent back to Bordeaux because the bottles were labeled quarts, and really did not contain a full quart of wine in each. Rice was returned because it was coated with talc and glucose and the label mentioned only the glucose as the material in the coating. In these cases the importers desired to amend the labels in this city by adding slips instead of reshipping, but the authorities refused to consent to this.

* * *

One of the subjects of discussion among the jobbers this week was a reported intention of the Washburn-Crosby Co. to make a change in selling methods so as to deal more commonly with re-

WHAT **WHEN** **WHERE**

Good Groceries Low for CASH! At ALL Times! At B. & P.'s, Philadelphia, Pa.

Flowers of Sulphur, best quality U. S. P., sublimed, barrels about 155 lbs. each; single barrels	per lb.,	$0.02⅝
5 or 10-barrel lots	per lb.,	.02½
Extra Choice New Japan Rice, 100-lb. bags; single bag lots	per lb.,	.04½
5 or 10-bag lots	per lb.,	.04⅜
Extra Choice New Carolina Head Rice, 100-lb. bags	per lb.,	.05½
5 or 10-bag lots	per lb.,	.05⅜
These are both most decided values in good rices at low prices. We can particularly recommend them to the trade.		
Shaker Corn, barrels about 170 lbs	per lb.,	.06
Finest Quality New York State Light Buckwheat Flour, 125-lb. bags	pr 100 lbs.,	2.95
Oneida Brand Rolled Oats, finest quality barrels	per bbl.,	6.40
90-lb. bags (half barrel)	per bag,	3.00
Jockey Club Syrup, Mason jars, one doz. in case	per doz.,	.87½
Jockey Club Syrup, Mason Jars, 4 doz. in barrel	per doz.,	.85
(In barrels we guarantee against breakage in shipment.)		
Finest Quality Sugar-Cured Hams, 13 to 15 lb. average barrels	per lb.,	.08⅞
Fancy New Boneless Herring, 10-lb. boxes	per lb.,	.11½
PENINSULAR BRAND CONDENSED MILK, 4 doz	per case,	4.35
Carnation Brand Fancy New 30-40s Santa Clara Prunes, 25-lb. boxes	per lb.,	.08
Carnation Brand Fancy New 40-50s Santa Clara Prunes, 25-lb. boxes	per lb.,	.07½
Carnation Brand Fancy New 50-60s Santa Clara Prunes, 25-lb. boxes	per lb.,	.07
Westside Brand Fancy New 60-70s Santa Clara Prunes, 25-lb. boxes	per lb.,	.06½
(In 5 or 10-box lots one size or assorted, at ⅛ cent per pound less.)		
Tally-Ho Brand Extra Fancy California Muir Peaches, large bright meaty fruit, 25-lb. boxes	per lb.,	.13½
5 or 10-box lots	per lb.,	.13⅜
Centennial Brand Sifted Early June Peas, 2 doz.	per doz.,	1.10
Favorite Brand Indiana Standard Early June Peas, 2 doz.	per doz.,	.97½
Kent County Standard Early June Peas, 2 doz.	per doz.,	.87½
(In 5 or 10-case lots, either kind or assorted, at 2½ cents per dozen less.)		
Rosehill Brand Standard Cold-Packed Tomatoes, No. 3 size cans, 2 doz.	per doz.,	.85
5 or 10-case lots	per doz.,	.82½

We have a special drive this week on **FOGG & HIRES** brand extra fancy **JERSEY TOMATOES IN LARGE SIZE CANS, 5¼ inches** (formerly called 50 ounce), 2 dozen in case, at **$1.00 per dozen**. The cans are solidly packed with red, ripe fruit and are fully 15 to 25 cents per dozen less than you will find the same quality and same size cans quoted elsewhere. We especially recommend this as one of our best bargains of the week.

These Prices for This Week Only—February 3d to February 8th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

tailers. Jobbers are said to have caused some irritation on the part of the company because they have been trying to substitute other brands of flour when Gold Medal was desired.

The conditions are compared with those which led to similar action on the part of the manufacturers of Kirkman's soaps. In both instances the manufacturers will be cut off the lists of some of the jobbing houses, it is said, the jobbers claiming that the margins of profit on the articles are so small that the business is not important to them. However, the manufacturers are not complaining of the results of selling direct to the retailers, and the changes will give satisfaction to the greatest number.

The veiled threats to cut firms off the list and the actual cutting off the lists of jobbers do not indicate indifference, it is pointed out. On the contrary, this is the weapon of the jobbers to compel the manufacturers to sell through the middlemen alone.

* * *

Railroad companies have a plan in view to reduce the number of deliveries by lighters at the minimum rate to one for each carload. Until now the shipper could divide his carload into as many as five lots, to be delivered at as many piers or to as many boats in the harbor from the lighter. If the new plan goes through extra charges will be made for each additional stop made by the lighter for the purpose of delivering a part of a carload.

* * *

Brooklyn was gay Tuesday evening when the Retail Grocers' Association of that borough gave its annual ball. The festivities were elaborate as usual and only those who have attended similar affairs of this society can have an idea of the all-around sociability and genuine spirit of enjoyment that prevailed.

* * *

A movement is being started among the trade organizations in Brooklyn in which the grocers will take an active part. It is to get better and cheaper vegetables and fruit for the borough. The disadvantage is in the repeated handling of all Western products which after arriving at the Jersey City terminals are lightered to Brooklyn and then distributed. The aim of the movement is to expedite the lightering and distribution which lag, it is declared, so that the cost is increased and the edible qualities often depreciated by the time the food reaches the consumer. Old residents say that there was a time when Long Island itself could provide a large part of what Brooklyn needed in the way of farm products, but that time has passed and the Long Island contributions to the city's fruit and vegetable supplies are now only a drop in the bucket because of the enormous growth of the city. Of course nearly everything not grown on the island must be sent to the borough by way of Jersey City.

* * *

A new corporation in Brooklyn is that of H. Gottlieb & Sons, who filed their certificate this week and are to carry on a grocery business with an authorized capital of $30,000. The incorporators are H., S. N., J., L. J. Gottlieb.

FRED. A. MCGILL.

First Food Law Test Case.

Arguments on a demurrer to the information filed against Robert N. Harper, alleging violation of the Food and Drug law, were held last week before Judge Kimball in the United States Branch of the Police Court, Washington, D. C. The information is attacked on the ground of the constitutionality and validity of the act under which it was issued. The prosecution is represented by United States Attorney Baker and Assistant United States Attorney Proctor. This suit is the one which was filed some ten days ago against Robert N. Harper for the manufacture of the so-called "Cufohedake Brane Fude," which the Bureau of Chemistry found to be in violation of the Food and Drugs act owing to its being misbranded and, at the same time, containing dangerous drugs The case is regarded as of peculiar importance as the first test case under the Food and Drugs act, involving a significant phase of the labeling provisions of the law. It will call forth a judicial decision on the question, whether the terms of the law authorize the Department of Agriculture to pass upon the extent which certain remedies or drugs really operate as a "cure" for the diseases which they are represented to remedy.



WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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Not Ignorance but Guile.

The "National Tribune," of Washington, D. C., takes its place in the gallery of immortal ignoramuses this week through some remarks which it makes upon Pennsylvania scrapple. The subject was an article on "The Story of a Mail-Order Scrapple Business" which recently appeared in the "Grocery World." The "National Tribune," possibly in spite over the fact that one of the best things on earth it seems to have missed, sourly muses as follows:—

> The older States in this country have all their favorite dishes, the merits of which have been described and sung by their writers. New England has her unequaled pies and samp, with Vermont her maple syrup and buckwheat cakes. New York has her exceedingly palatable sausages and apple butter, which are a delight to the soul; Maryland has terrapin; Virginia her justly celebrated corn pone, beaten biscuit and chicken fixings; Louisiana her gumbo fillet; but who ever heard of Pennsylvania scrapple? In spite of this lack of celebrity in story and poem, the Pennsylvanians seem far more atttached to it than any of the rest are to the viands of which we hear so much. Every Pennsylvanian's eye has a brighter gleam when you speak of scrapple, and he seems to rejoice that you even know the word. Yet what is it? The matter is brought to public attention by the advertisements in the magazines of a man who offers to send scrapple to any part of the country east of Denver for $1 for a trial order. So dear to the memory of every Pennsylvanian is this toothsome dish that the man has built up an immense business, and his books on scrapple and advertisements are gustatory poems.

All that the world outside of Pennsylvania knows about it leaks out accidentally from his advertisements, in which he asserts that his product is "made of the choicest meat and the purest Indian meal and buckwheat flour." He says truly that seven-eighths of the inhabitants of the United States never tasted scrapple, in spite of his earnest endeavors to extend his business. Yet those who have once tasted it never forget it, and "high and low, rich and poor, all consider scrapple an indispensable adjunct to the daily menu."

He entitles his book "A Message of Chester County Cheer," and the price-list offers it at 20 cents a pound. He gives lists of customers all over the world, officers in the Army in Cuba, and the Philippines and residents in every considerable town and city in the country. All his testimonials are to the effect that the writers contracted the scrapple habit in their youth, and have never been able to break themselves of it, nor, indeed, have tried to do so. No matter where they have traveled and what foods have been set before them, their minds turn as involuntarily and as strongly to the strictly Pennsylvania food of their childhood as Samuel Wordworth's did to—

> "The old oaken bucket,
> The iron-bound bucket,
> The moss-covered bucket
> Which hung in the well."

All the same, as the advertiser says, seven out of eight of us are absolutely ignorant of this wonderful delicatessen, as the Germans would call it, and would like to have some one give us full information as to it.

There would perhaps be some excuse for an Alaskan being ignorant of Pennsylvania scrapple, but for a resident of the District of Columbia! Really, it is almost incredible! The "Grocery World," after due consideration, cannot bring itself to believe that the "National Tribune" writer really knows nothing of Pennsylvania scrapple. What he is probably endeavoring to do is to egg on some credulous Pennsylvanian into sending him a pound.

Splitting Hairs.

Sooner or later the courts will have to draw the line between statements which constitute only the usual roseate claims which every seller of merchandise has always been permitted by law to make for his goods, and actual misstatements involving a violation of law. This subject has been discussed before; in the present enforcement of food laws it is coming very prominently to the front.

In this issue the "Grocery World's" Washington correspondent tells of a hearing in a flour case held during the week. A whole car of flour had been confiscated in Ohio and prosecutions begun or threatened against the manufacturer. The charge was that the flour was sold as a spring wheat flour, while it really contained 15 per cent. of grain not spring wheat! Details are not at hand, but it is understood that the 15 per cent. was winter wheat.

Now, admittedly a miller who puts 15 per cent. of winter wheat in his flour tells an untruth and makes a false representation when he sends that flour out as a spring wheat flour. But where the public interest is not sacrificed it is legal to exaggerate so far for one's goods that it amounts practically to a harmless falsehood, and any attempt to rule otherwise would be to make a revolution. Is the public interest sacrificed in the flour case? Surely not, when not one consumer out of a thousand knows the difference between spring wheat and winter wheat, and never buys flour from that standpoint. No, there was a falsehood, but it did no practical harm, it injured no one's welfare. The flour was healthy, wholesome, pure. There was no claim that the use of 15 per cent. of other wheat made it any poorer. As a matter of fact even if it had made it better, the technical offense would still be made out.

If such offenses are real violations of law, every dealer of food in the United States is probably guilty. The "Grocery World" is not defending falsehood under any circumstances, but it has been legal so long to tell certain kinds of falsehoods that it is too late to stop.

The Breakfast Food Campaign.

From all appearances, the campaign of the Pennsylvania Dairy and Food Department against various breakfast foods on the charge of misbranding will give the public but slight benefit. The charge in all was the making upon the label of nutritive claims which an analysis of the food did not substantiate. It was fine spun and technical, and while having an undoubted foundation of truth, it still, in most of the cases brought, scarcely warranted penal prosecution.

Take one case for illustration. Upon the label of the brand in question the statement was made that the starch in the grain was made soluble, thus making the food particularly valuable to dyspeptics, and that the food was rich in nitrogen, thus making it a particularly good muscle builder.

A Suggestion—What's Thought of It?

HAGERSTOWN, MD., January 27, 1908.

THE GROCERY WORLD PUB. CO.,
PHILADELPHIA, PA.

Dear Sirs:—Several days ago I renewed my subscription to the "Grocery World." I had intended to discontinue, being too busy and neglecting reading it. But owing to the good service it had rendered me in past years, I had not the heart to do so. Therefore, after renewing, I decided I must read it, time or no time. It was then I discovered what I had been missing. You should have seen me going over back numbers. I tell you, my fellow-grocermen, you can not afford to do without the "Grocery World," any more than you can do without a bank account.

Whilst the paper is better than it used to be and has broadened and branched out, yet there should be a department added entitled the "Forum," or the "Grocer's Opinion of Public or National Questions." For example, I would like to know whether it is wiser or better to permit the Trusts or Capitalists to pursue their former methods, making lots of money, employing thousands of workmen, paying an increase of wages, facilitating development of all the resources of our great country, maintaining financial stability; or, on the other hand, to agitate, persecute, prosecute, malign, investigate, threaten Capital, thus keeping everything in turmoil, uncertainty, continuing the present chaotic state of our country?

Mr. Editor, what do you think of it?

Very truly yours for light and truth,

ERNEST W. MILLER.

After analysis of this cereal the department charged that the starch was not *all* made soluble, and that while nitrogen was present, it was not *richly* present. Now, if these charges are true, there is sufficient liability present to ground an action, and yet let us examine the equities of the matter. Let us admit for the argument's sake that both of the manufacturer's claims are unfounded—that the starch in this product is not made soluble, and that it is not rich in nitrogen. If these claims are untrue they admittedly should not have been made, but has anybody been deceived by them? In this case, as in most cases, the nutritive claims were printed in minute type in an inconspicuous place. It is almost certain that not one buyer of the cereal out of the thousands who use it ever saw the claims or would have bought the brand on the strength of them if he had seen them. The public has grown callous as to manufacturers' claims of virtue, and only where the medicinal element comes strongly into the case are they still influenced. Products like Postum Cereal and Grape-Nuts, for instance, both semi-medicinal, should unquestionably be held much more closely to the strict letter of their claims than an ordinary breakfast food, which in almost every case is bought and used on flavor only.

A Song that is Inapropos.

Secretary John A. Green, of the National Retail Grocers' Association, sings a happy song of satisfaction in his correspondence this week over the fact, as he expresses it, that "It is very satisfactory to note, at the present time, the conditions existing between the retailers and wholesalers of the United States."

Secretary Green chants a beautiful word picture of the wholesaler and the retailer lying down in peace together. "True," he says, indifferently, "buying exchanges have sprung up in different parts of the country." He adds that in most instances this has been brought about by a spirit of unfairness by both, but very often by the wholesaler disregarding the rights of the retailer.

The opinion of the National Secretary is scarcely convincing to those familiar with the fact that the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware, abetted by the National Wholesale Grocers' Association, is at present engaged in the most cold-bloodedly selfish attack upon the interests of organized retailers ever conceived in this country. The jobbers have set out to enforce the principle that no retailer or set of retailers can buy of a manufacturer, but must in every case pay the second middleman's profit, even though that middleman's normal purchasing power is one-tenth that of the retailer or set of retailers. In other words, the retailer must for all time be saddled with the jobber's keep, not because in many cases the jobber is of any use, but because his name being "jobber" he should monopolize the right to buy of the manufacturer!

Secretary Green also says that the jobber has recognized the retailer's exclusive right to the retail field and has nobly withdrawn therefrom. Read the following from a letter sent the "Grocery World" during the week by a large retailer of Atlanta, Ga.:—

> You are, no doubt, more or less familiar with the conditions existing in the South, and know that for at least the past few years a very earnest effort has been made to have the retailers and wholesalers work in harmony, to have the wholesaler desist from his policy of selling direct to the consumer at the same price that he supplies the retailer, and also to have the wholesaler supply the retailer at the same price that he sells the cut-price chain stores or department houses. The efforts made to accomplish these results have been anything but satisfactory, although a large number of the jobbers have made an earnest effort to make the plan mutually beneficial. I am inclined to believe that these parties have now come to the parting of the roads, and that quite a number of the leading retail grocers of Atlanta will join together in buying their supplies direct.

All of which would seem to show that Mr. Green's little song is out of tune.

AMONG THE TRADE.

Messrs. V. L. Cavanna & Co., raisin seeders, have received notice from the United States Consolidated Raisin Seeders' Co., of California, claiming that the Philadelphia house is infringing upon a patented raisin seeding machine.

Florida grapefruit is still in active demand at $3 to $6 per crate.

Stock Reducing Help

You will find it in our February catalogue – both the goods and the Plans—as it can be found nowhere else.

There is, for one example, a Special $2.25 Sale in which is included such leaders as will assure the success of YOUR 25 cent sale.

And in a 25 cent sale right now are such trade-creating. stock-clearing possibilities as few merchants can afford to overlook.

Hosts of other trade-compelling leaders are on the yellow pages of our February catalogue. And on nearly every regular merchandise page are other prices that mean more profit—for YOU.

Then on the green pages are Plans in plenty for making February a profitably busy month in any store.

Right now could you make better use of the time required than to KNOW thoroughly all the possibilities for you in our February catalogue?

That book is No. D652 and yours for the asking. Shall we send it—to YOU?

Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO
ST. LOUIS MINNEAPOLIS
Sample Houses: BALTIMORE, DALLAS

The Court's Opinion on the Michigan Sausage Case

Does Not Decide Flatly Against Cereals in Sausage, but Strongly Intimates That that Will be Its Decision. Partial Text of the Decision.

The "Grocery World" has obtained a copy of the court's decision in the Michigan sausage case, which was at first reported to be a flat ruling that cereals could not be used in the manufacture of sausage. A careful reading of the decision shows that the court did not definitely decide against cereals in sausage, but intimated so strongly that that was its attitude that the decision can almost be regarded as made. For instance, the court says: "My opinion is that the incorporation of cereals with meat with a designation of the product so manufactured as sausage would be a clear violation of these provisions." The case is important because it is a judicial construction of language which is embodied verbatim in the Pennsylvania State law, the Federal law, and the food law of almost all other States.

From the copy in its possession, the "Grocery World" reproduces the following portion of the opinion:—

The real controversy between the parties to this case arises over the construction of certain provisions of the so-called "Pure Food Law" of this State. The claim of the Dairy and Food Commissioner of this State is that the use of cereals in the preparation and manufacture of sausages is a violation of that law. Proceeding upon that determination he has notified dealers in meat products in this State that they must not sell sausages containing cereals and that if they do so they will render themselves liable to criminal prosecution. It appears also that criminal proceedings for such alleged violation of the law have been instituted by direction of the Food Commissioner, and that persons have been convicted as a result thereof.

It is admitted by complainants that they manufacture and sell sausages in this State, which contain from one to ten per cent. of cereals but it is contended by them that this is not in violation of the "Pure Food Law."

The Commissioner bases his contention upon certain provisions in the amended act of 1895, section three (3) providing that an article shall be deemed to be adulterated when,

First—If any substance shall have been mixed with it so as to lower or depreciate or injuriously affect the quality, strength or purity.

Second—If any inferior or cheaper substance or substances have been substituted wholly or in part for it.

My opinion is that the incorporation of cereals with meat with a designation of the product so manufactured as sausage would be a clear violation of these provisions. It is practically conceded that a cereal is an inferior or cheaper substance than the meat which forms the basis of sausage.

The complainants, however, contend that these provisions are inoperative so far as sausages are concerned, and that sausages are embraced and protected by a proviso attached to the section referred to.

This proviso reads as follows: "That the provisions of this act shall not apply to mixtures or compounds recognized as ordinary articles or ingredients of articles of food, if each and every package sold or offered for sale bear the name and address of the manufacturer and be distinctly labeled under its own distinctive name, and in a manner so as to plainly and correctly show that it is a mixture or compound, and is not in violation with definition fourth and seventh of this section."

The complainants contend that sausage is a "mixture or compound recognized as an ordinary article of food," and therefore the pure food law does not apply to the manufacture and sale of sausages.

The Bill of Complaint alleges that the complainant manufactures and sells at least fifty different kinds of sausages and that they contain from one to ten per cent. of cereals. The main question, therefore, for consideration is whether these sausages containing from one to ten per cent. of cereals are a mixture or a compound recognized as an ordinary article of food within the meaning and intent of the legislative act.

No authorities are cited upon this proposition and I have been unable to find any. The question I regard as somewhat perplexing in the absence of any evidence or authorities upon the point. Standard dictionaries define sausage as an article of food, consisting of meat, especially pork, finely chopped and highly seasoned. I have examined two and they practically agree in meaning although they may differ somewhat in phraseology. Undoubtedly this was formerly the commonly accepted meaning of the word "sausage."

So manufactured, sausage has been a very favorite food with many people and the material addition of foreign substances, cereal or otherwise, would tend largely to destroy those very features which made it agreeable to public taste.

If the definition of the dictionaries and that formerly assigned by the common understanding of the people be given to the word, any material addition of cereals in the manufacture of sausage would destroy its distinctive character as a meat product. The word in this sense does not mean a compound of various meat and vegetable products, but one which consists practically in whole of meat with sufficient spices or foreign ingredients to flavor it.

It is claimed, however, by complainants that the word "sausage" does not mean what it meant twenty years ago: that the meaning of the word has undergone a change; that the use of cereals in the manufacture of sausages has been in vogue for many years: that this usage existed at the time of the passage of the pure food law and that such fact must have been in the contemplation of the legislative mind when the law was enacted.

I do not think that I can assume from anything that appears before me that these facts are true. They have an important bearing on the case if proved, but they must be established by proof.

My present opinion is that cereals may so far be incorporated with meat in the manufacture of sausage as to destroy its distinctive character as sausage and thereby lower, depreciate and injuriously affect its quality, strength and purity. I shall not decide at present that no cereals can be lawfully added to meat in the manufacture of sausage.

I shall assume for the purpose of the present motion that cereals may be lawfully added to meat in the manufacture of sausage. That proposition must be subject to the condition already named, that cereals may be so far used as to constitute a violation of the law.

National President Counsels Retailers to Get Busy.

Says Dealers Will Never Get Anywhere as Long as they Let the Grafters Do It All. Secretary Green Emphasizes Amicability of Relations between Jobbers and Retailers.

Special correspondence of "Grocery World."

Cleveland, Ohio, Jan. 30, 1908.

President C. J. Kramer, of the National Association, makes the following suggestions to retailers everywhere:—

My attention has been called to the various schemes being devised by the large mail order houses toward the passage of the parcels post bill, and it is surprising how ignorant some people are on this measure. Every movement towards its passage is a detriment toward your home and your own State. You can never expect advancement or improvement until you wake up and get interested on public matters. Don't let the grafter and boodler control everything, for its seems as if the country were in their grasp. Be a booster and work for your home town. Show your people that you can sell goods as cheap as any other concern. You can do it, and if you will only let the people know it with a little printers' ink you will have broken the ice.

* * *

It is very satisfactory to note, at the present time, the conditions existing between the retailers and wholesalers of the United States.

The retail grocer, through his organization, has become a factor in the mercantile world which might be truly said was little dreamed of a few years ago.

The wholesale grocers have come to recognize his position, and welcome him, through his organization, to a conference where matters of mutual interest might be discussed. It is not an uncommon thing to have the officers of the retail grocers' association of any State invited to a gathering of wholesale men, and but recently a number of wholesale men in one of the cities gave a banquet to the retailers, the sole purpose of which was to bring each into closer communion and to talk over matters of mutual interest, believing that by a co-operation of these interests, and an open discussion by all, the results would materially benefit both.

The wholesaler at the present time is willing to leave the entire retail field to the retailer, while the retailer has come to look upon the wholesaler as his source of supply.

True, buying exchanges have sprung up in different parts of the country, but in most instances this has been brought about by a spirit of unfairness by both, but very often by the wholesaler disregarding the rights of the retailer.

It is conceded that this position is not to the best interest of all concerned; that where each is taken into the confidence of the other better trade conditions exist than where a spirit of antagonism or a spirit of distrust is continually in the minds of either party.

Everything has been done by the national officers to bring about a spirit of friendship between both that should cement us into a fellowship, whereby each will respect the position of the other, and through this position the trade, which is to a very alarming extent slipping away from both, might be kept in the natural channel of distribution.

JOHN A. GREEN,
National Secretary.

Absorbine Increased Colt's Value Fifty Dollars.

Mr. Joseph Crooker, Kingman, Me., writes under date of November 26, 1907: "I got my local dealer to send to you for a bottle of Absorbine and used it with great results. I had a colt that had a bunch on the hock joint and your Absorbine cured it so there is not a blemish to be seen on her now. My colt will sell for $50.00 more to-day than she would before I used Absorbine."

Now is the time to get your stock in proper condition for the season's work or for sale. A lame, blemished horse can be made sound and smooth with Absorbine, without laying up the horse. No blister, no hair gone.

Look over your stock to-day so that when the horse buyers are searching your country you will have good, sound stock, and get a price accordingly. Absorbine cures lameness, kills pain, removes Bog Spavins, Thoroughpins, Splints, Wind Puffs, Shoe Boils, Enlarged Glands, and similar bunches in a mild pleasant manner. $2.00 per bottle at all druggists or express prepaid upon receipt of price. W. F. Young, P. D. F., 9 Monmouth St., Springfield, Mass.

THE GROCERY MARKETS

Tea.

The tea market is fairly active, though not yet what the large traders would like to see it. Low grade Foochows, Formosas and Congous advanced ½ cent during the week and the market is firm. It is confidently prophesied that later in the season low grades will advance from 1 to 2 cents further. The stock is short in all. As a matter of fact, low grade China, Japan and Formosa teas must rule higher from now on than they have ruled at any time before, as the producing cost in all the countries named has considerably advanced. The demand for tea is fair, and conditions are unchanged except for the three advances stated.

Coffee.

The market for Rio and Santos options has been rather weak during the week, owing to lack of support by the bull interests and a slight increase in the receipts at primal points. Spot coffee is about the same. Roasters are still buying from hand to mouth, on account of financial conditions, but there is a steady movement into consumption, as is always expected at this season. There is no disposition whatever to anticipate trade wants. Mild coffees are steady and unchanged. Java and Mocha are unchanged and in moderate demand.

Sugar.

There has been no change in the sugar market during the week. Raws have remained about stationary, and the situation remains firm, but sales have been made for future delivery at a slight decline. The refiners are still pinched for raw sugar. The consumptive demand for refined sugar, which is unchanged in price, is fair for the season.

Syrup and Molasses.

Glucose rules at unchanged prices. Compound syrup is unchanged in price and in fair demand. The cold, if it continues, will boom it a little. Sugar syrup is moderately wanted at unchanged prices. Molasses is unchanged, and as to high grades, firm. The demand is fair.

Fish.

Both Norway and Irish mackerel have advanced during the week, the average upward movement being about $1 per barrel. Irish mackerel are scarce, on account of the partial failure of the winter catch. Norway 1s and 2s are scarcer than 3s and 4s, but no grade is abundant, and the situation is strong. Cod, hake and haddock are unchanged and in fair demand, which ought to become good if the cold weather continues. Domestic sardines are unchanged as yet and in light demand. Imported sardines are still scarce and firm, with the exception of the Norwegian, which are being largely used as a substitute for the French. Salmon is quiet, steady and unchanged.

Canned Goods.

Some tomatoes are selling, but the demand is not large. It is still possible to buy stock at 80 cents delivered in Philadelphia. Only a small business has been done in future tomatoes as yet. There have been large offers slightly below the price asked, 80 cents, but they have been uniformly rejected up to the present time. Corn is dull and unchanged. Some New York packers have named prices for future delivery, some asking the same as last year, others 2½ cents higher. The latter are not believed to be very strong for their advance, however. Peas are unchanged, the demand being fair on spot and good for futures. Prices are unchanged. Peaches are unchanged, scarce, high and dull. Apples are unchanged and not very firm. The small line of Maryland canned goods is unchanged and dull. California canned goods are unchanged in price and quiet in first hands.

Dried Fruits.

Prunes are selling in a small way at prices that show no change for the week. Peaches and apricots are still dull, on account of too high prices. Currants are quiet at ruling prices. Raisins are very dull, prices showing no change for the week. Apples are unchanged on a basis much below that ruling a few weeks ago. Dates, figs and citron are all unchanged.

Beans and Peas.

Pea beans are unchanged on a basis of $2.20, and marrows $2.15. The demand is very fair. California limas are unchanged and in fair demand. As reported last week, the J. K. Armsby Co. has marketed a very large quantity of lima beans that met some damage

Get Our No. 4

A copy of our Catalogue No. 4 will help you to decide a lot of questions.

It is called "Grocers' Tinware," and contains photographic descriptions of everything in the line of tinware that a grocer can possibly use. A price-list comes separate. Having them both saves a lot of correspondence.

First write us for the catalogue and then order from your jobber. Always remember to specify

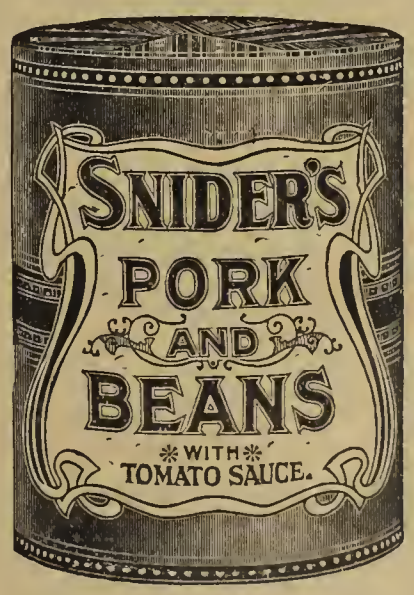
"American" Goods

They are as good as the name always.

American Can Company

NEW YORK CHICAGO SAN FRANCISCO

Words and Their Meaning



Pork and Beans are simply words, they don't mean anything in particular—except a variety of goods packed under this title of an equal variety of quality and character.

Snider's Pork *and* Beans mean much—this name on a can means that your trade will keep coming to you for more. They are put up with one idea—to be so unusually good that nothing else will take their place. This is the reason that grocers everywhere are not asked for Pork and Beans any more, but **Snider's Pork *and* Beans.** You will get a good understanding of the reason if you will serve a can on your own table.

The T. A. Snider Preserve Co.

Cincinnati, Ohio

We Will Show You How to Get a First-Class CASH REGISTER Without Its Costing You a Cent

We have an especially fine cigar for the money, which we believe grocers can build up a good trade on. We are so sure of repeat orders, we will give every dealer a first-class Cash Register with his first order of these cigars. If you want one write quick—the offer won't last long, as almost everybody who sees it is getting in line.



FAVORITE CIGAR COMPANY, Detroit, Mich.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

Put in a stock of the

NEW FIVE-POUND PACKAGES

DEPENDABLE

MILLBOURNE

FLOUR

and watch how quickly it goes. And remember always that the quality is better than ever. All jobbers.

MILLBOURNE MILLS
Philadelphia

SHANE BROS. & WILSON Proprietors 308 BOURSE

from the rains and have been cleaned and kiln-dried. They are selling at a fraction below the market. Green and Scotch peas are both higher, the former being worth $2.20 and the latter $2.50. This price greatly curtails the demand. Yellow split peas are unchanged on a basis of $6.50 and green splits on a basis of $3. The demand is fair.

Butter.

The butter market has advanced 1 cent during the past week, owing to short supply of fancy stock. Other grades have moved up proportionately, and both tub and print butter are firm at the advance. There is a good consumptive demand for all grades and the market will probably remain in its present healthy condition for some time.

Eggs.

The egg market is firm at an advance of 2 cents per dozen. The recent storm, coupled by the extreme cold weather everywhere, has shortened the supply, and future prices depend wholly on the weather. The stock of storage eggs is very nearly cleaned up and is selling from 3 to 4 cents per dozen below fresh eggs.

Cheese.

There is a noticeable increase in the consumptive demand for cheese. Stocks are gradually decreasing, and the market is in a healthy condition, being firm on a basis of unchanged prices. There is not likely to be any change in prices for a few days at least in any grade.

Provisions.

The demand for all smoked meats is about normal. The market is steady and unchanged. Pure lard is firm and unchanged, while jobbers have not yet advanced the price on compound lard. Manufacturers have done so on account of the advance in the price of cottonseed oil. The jobbers will probably follow shortly. The consumptive demand is only moderate. Barrel pork, canned meats and dried beef are slow and unchanged.

Produce.

Yellow globe onions, 75 to 78 cents per bushel; York State, 70 to 73 cents; white, $1.50 per bushel crate; Spanish, $1 per crate, demand fair; Pennsylvania potatoes, 78 to 80 cents per bushel; York State, 73 to 75 cents per bushel, demand fair; sweet potatoes, primes, $1 to $1.15 per basket; culls, 50 to 60 cents per basket, demand fair to good; yellow turnips, 25 to 30 cents per basket; white, 25 to 30 cents per basket, demand fair; Danish cabbage, $8 to $10 per ton, $2 to $3 per 100, demand fair; carrots, 40 to 45 cents per basket, demand fair; horseradish, Western, $5 to $5.50 per barrel; domestic, $3.50 to $4.50 per barrel, demand fair; oyster plants, $3 per 100, demand fair to good; parsnips, $1.25 to $1.50 per 100, demand poor; watercress, $1.50 to $2.50 per 100 bunches, demand fair to good; beets, $1.50 to $1.75 per barrel, demand poor; Pennsylvania celery, 5 to 15 cents per bunch, demand fair.

Green Fruit.

Apples, Bellflower, $3.50 to $4.50; Spy, $3 to $4.50; Spitz, $4 to $4.50; Greenings, $2.50 to $4; Hulbersons, $2.75 to $3.25; Baldwins, $2 to $3.50; Kings, $3.50 to $4.50, demand fair; California oranges, $2.25 to $2.50 per box; Florida oranges, $1.75 to $2.25 per box, demand poor; grapefruit, $2.50 to $6 per box, demand poor; pineapples, $3 to $4 per box, demand poor; lemons, $3 to $3.50 per box, demand poor; bananas, jumbo, $1.75 to $2.25; firsts, $1.25 to $1.75; 8-hands, $1 to $1.75; 7-hands, 75 to 90 cents; 6-hands, 50 to 65 cents, demand poor.

Nuts.

Almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed nuts, 11 cents per pound, demand poor; peanuts, choice, green, 4 cents per pound; fancy, 5 cents per pound; jumbo, 6¼ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Nothing of a specially interesting character developed in this market during the week. Cove oysters was the leader in point of activity, the attraction being the low prices reached recently because of the cheap prices for the raw stock, on account of the remarkably mild season, which was more like April than January all week up to Friday, when we got

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).



"Skipper" Sardines.

THEY'LL SUIT YOU TO A TEA

MR. GROCER:—Is not an assured minimum profit of 25% worthy of your co-operation?

The following is on our invoices, price lists and order forms.

YOUR PROFITS ARE GUARANTEED

CONDITIONS OF SALE

"SKIPPER" SARDINES are sold with the understanding that the ¼'s and ½'s in Oil will not be sold at retail for less than 15c. and 30c. per Tin, respectively, nor the ¼'s and ½'s in Tomato Sauce for less than 18c. and 35c. per Tin, respectively; and when sold at wholesale, that our limited selling prices be maintained.

"SKIPPER" SARDINES are sold with the understanding that the purchase money will be cheerfully refunded to any purchaser if the Sardines do not give entire satisfaction.

As you must sell sardines, why not sell the best—the kind that will bring and hold trade for you? **"Skipper" Sardines** will do this.

The special features **"Skipper" Sardines** possess are—

Delicate and delicious flavor,
Superb quality of pure Olive Oil,
Nourishing properties,
Ease of digestion.

NOTE.—Our new booklet entitled "History of the 'Skipper'" is yours free on receipt of your name and address on a postal. It contains the "Skipper" history, the *true history of the sardine*, and some choice sardine recipes. You and your wife will appreciate it.

ANGUS WATSON & CO., Canned Fish Specialists
1011 CHESTNUT ST., PHILADELPHIA, PA.
Branch of ANGUS WATSON & CO., Newcastle-upon-Tyne, England

our first taste of real wintry weather, the temperature dropping from 57 to 18 degrees inside of twenty hours, with a snowstorm and high wind prevailing. If freezing weather continues three or four days the oyster market will stiffen up at once. When the fall packing season opened in October the price of standard 5-ounce oysters was $1 and 10-ounce oysters were $2 per dozen, and the other grades in proportion, while to-day they can be bought at 80 cents and $1.60 per dozen. A reaction may come on short notice.

The tomato market is unchanged as to prices and the week was quiet to dull. The constant buying of them in small quantities, single car lots and less, brought the total sales in December and January fully up to the average, if not in excess, of those months, and they were widely scattered. The jobbers are beginning to take an interest in "future" tomatoes at the present prices, as a starter at least, and we received this week our first orders for them. We anticipate an increasing demand from now on for future tomatoes as well as for future sweet potatoes, the selling of the latter article having started for the coming season's delivery.

In the general lines of fruits and vegetables the demand during the week was a repetition of the small orders for assorted lots, and the outlook has not changed either way materially.

THOS. J. MEEHAN & CO.
Baltimore, Md.

—

No. 2.

There is some business doing on tomatoes and some indications of a larger business than we have had for some time. The business all along has been "hand to mouth." Buyers have been taking hold as they need the goods and paying the prevailing market price at the time they want to buy.

There have, however, during the past few days been offers slightly under the market price for round blocks of tomatoes, and though no business resulted it looks like an encouraging feature.

The demand for futures is light; in fact there is no business of any consequence being done and it looks as though a great many packers will stay out of the market until later on.

Oysters.—Packing is going on here, though not in a very satisfactory manner. While the raw stock has been fairly plentiful and at moderate prices, yet packers are being handicapped in packing by the difficulty in getting sufficient labor. The Baltimore packers are working, for these reasons, far below their capacity.

Small Fruits.—A glance at our quotations in comparison with our quotations of several months ago will show that the market is on a very much lower basis. Stocks here are light and the comparatively low prices are being made by packers merely to clean out some of these lines.

THOS. G. CRANWELL & CO.
Baltimore, Md.

—

Coffee.

The financial stringency and action of the banking interests appear to have lulled the coffee trade of the world into a state of cataleptic somnolency, or it would wake up to the unusual and startling statistics of the article. We will take a few of these under consideration. The deliveries in the United States and Europe from July 1, 1907, to January 1, 1908, were 8,942,940 bags, indicating an annual consumption of about 18,000,000 bags, which shows the normal yearly increase in the consumption of the world of about 500,000 bags. The increase in deliveries for the six months mentioned being 235,211 bags above the previous year is a fair indication of this yearly increase in consumption.

The receipts at Brazilian ports from July 1, 1907, until January 1, 1908, were only 7,374,000 bags, or 4,745,000 bags less than for the same time 1906-07, and about 400,000 bags less than in 1905-06. As the 1905-06 crop turned out to be 10,227,000 bags, the receipts thus far this crop year indicate a total Brazilian crop of about 10,000,000 bags. Adding this to the mild coffee receipts at the consuming ports, of which 4,500,000 bags is probably rather an over than an under estimate, we have 14,500,000 bags to supply the world from July 1, 1907, to July 1, 1908, and as the consumption as shown above will be in the neighborhood of 18,000,000 bags, this makes a shortage of 3,500,000 bags by July 1, 1908, which amount will have to be taken from the present visible supply of the world.

The visible supply of the world during the month of December, 1907, decreased 152,574 bags, while in December, 1906, it increased 569,096 bags, making a difference of 721,670 bags.

The visible supply of the world July 1, 1907, was 16,399,954 bags. Add the Brazilian crop 1907-08, 10,000,000 bags. Add mild crop 1907-08, 4,500,000 bags, gives us a total of 30,889,954 bags for consumption up to July 1, 1908, but about 8,000,000 bags of these are held by the Brazilian Government under the valorization plan, and are entirely out of the market at anything like present prices, considering that the Brazilian Government has made satisfactory financial arrangement to carry this coffee for a considerable time, leaving us an available supply of only 22,889,954 bags. Out of this we must take the year's consumption of 18,000,000 bags, leaving the available visible supply of the world on July 1, 1908, as 4,899,954 bags, or in round numbers, say 5,000,000 bags.

Now it it self-evident to the veriest tyro in the coffee trade that the available visible supply of the world cannot be reduced to 5,000,000 bags without a violent advance in price from present basis, but undoubtedly long before the world's visible supply should reach 5,000,000 bags the coffee trade would be clamoring for a portion of the coffee held under the valorization plan, and perfectly willing to pay them what is now said as their minimum price of 8½ cents for Coffee Exchange Standard No. 7 with the better grades on the same basis.

But much more startling are the probabilities of the crop of 1908-09. The best authorities estimate the size of the crop at about the same as the present one, or say 10,000,000 bags. Adding

this to the probable maximum receipts of mild coffees at consuming countries, say 4,500,000 bags, makes 14,500,000 bags of new coffee available for consumption from July 1, 1908, to July 1, 1909. Adding to this the probable available visible supply on July 1, 1908, say 5,000,000 bags, and the 8,000,000 bags held under the valorization plan, we have a total of 27,500,000 bags as the total visible supply for the year July 1, 1908, to July 1, 1909.

Now, if the owners of the valorization coffee decide to hold their coffee, and can make the proper financial arrangements to do so, we shall have to deduct this unavailable amount, 8,000,000 bags, which would leave us only 19,500,000 bags available for consumption during the crop year 1908-09. Adding the normal yearly increase of 500,000 bags to the present rate of the world's consumption, we should have 18,500,000 bags consumed during the crop year of 1908-09. This would reduce the available visible supply of the world on July 1, 1909, to 1,000,000 bags, but of course long before that figure was reached the coffee world would be clamoring for the valorization coffee at any price that the holders wish to sell it, but if the Brazilian Government should refuse to sell there would be a wilder scramble and a more lurid upward whirl on the Coffee Exchanges of the world than we have ever seen. It is, however, not conceivable that the Brazilian Government should pursue any such policy, as a disastrous corner in coffee was not the purpose of valorization, but it would let the coffee world have its holdings at probably a reasonable advance and profit over what the goods cost, including carrying charges, which would be a basis very much higher than the present price of coffee.

From a consideration of the above you will see that the Brazilian Government has the power to execute the most disastrous corner on coffee that the world has ever seen.

Taking the above facts into consideration, nothing but the present financial stringency could account for the apathy of the coffee world and the present ridiculously low price in the face of such features.

THOMAS ROBERTS & Co.
Philadelphia, Pa.

—

Imported Fish Products.

We are pleased to be able to report a further improvement in the business situation.

Herrings.—There is a better demand and prices are looking up.

Mackerel.—Irish mackerel are decidedly scarce and prices have advanced about $1 per barrel since last week.

Norway Mackerel.—There is a better demand and good inquiry. Prices for all grades have been advanced from $1 to $2 per barrel last week, and some sales have been made. The large buyers are not disposed as yet to grant these advances, but as the exceptionally small stocks of Norway mackerel are held in very few and the strongest hands possible, it is reasonable to suppose that buyers will gradually come to know that if they want stocks they will have to pay for them or go without.

We believe that the present stocks of mackerel are the smallest in many years and the least bit of demand will put prices higher. Some of the buyers who believe as we do, that business will soon improve materially, are taking advantage of the present situation and are putting in their stocks.

Imported Oil Sardines.—French are almost unobtainable, excepting a few boneless and a few very fancy quarters.

Portuguese Sardines.—Very few shipments are coming forward, and they are all taken up before arrival.

Sprats.—Catch seems to be a failure and prices have been advanced from 10 to 20 cents per case since last week.

All in all, the situation looks very much brighter, and as soon as confidence is fully restored we shall see good business again.

STROHMEYER & ARPE CO.
New York, N. Y.

—

Spices.

We can report a very active market. Prices are steady to firmer, with little actual change in values. The future on spices seems uncertain. The tendency, no doubt, is toward higher values.

Pepper.—London is higher on futures. Pepper we consider is on a safe basis at this time. Our market at this writing is the lowest on record. Crops are reported about normal.

Cayennes.—Demand is better; stocks appear limited.

Cloves.—unusually low and should sell at higher values. The future is problematical. Advances may occur or we may see a further decline in values.

Pimento (Allspice).—Practically unchanged during the week. There is a fair demand and we do not look for lower values.

Nutmegs.—Practically a little change during the week. Nutmegs are very safe at present market value and you will do well to buy in a large way.

Cassias.—Quite steady and demand is better. There appears to have been some larger arrivals recently.

Ginger.—In fair demand at steady prices.

Seeds.—Caraway seed made a sensational advance during last week. There has been a reaction in the last day or two and 10 to 10½ cents is the market price. Poppy and coriander are steady, but practically unchanged.

Rubbed sage and sweet herbs of all kinds are still selling in a most satisfactory way.

MCCORMICK & Co., INC.
Baltimore, Md.

MARKET NOTES.

Florida oranges are very dull and the price shows no advance over last week. The market ranges from $2 to $3.50, a special size (126) bringing the latter price. The receipts are very light, but the demand is not sufficient to clean up even the small supply.

—

Florida tangerines range at $4 to $5 per box, and are in excellent demand. The quality is good.

—

Florida beans range from $2 to $3, and the demand is good, though the average quality is poor.

—

Florida strawberries are still low, ranging from 35 to 50 cents per quart. The quality is good and the demand light.

—

Florida tomatoes are still scarce and poor. Hothouse fruit ranges from 22½ to 25 cents per pound and are in fair demand.

—

Hothouse radishes range from $2.50 to $3.50 per 100 bunches. The demand is slow.

—

Hothouse cucumbers range from $1 to $1.20 per dozen. The demand is fair.

—

Michigan rhubarb is even a little lower this week. The range is 50 to 60 cents per dozen. The quality is good, but the demand is slow.

—

New Bermuda potatoes range from $1 to $1.25 per basket. The demand has not yet become active.

Short Champagne Quarts Held Up.

The latest chapter in the warfare against foreign false labels was the detention of a large number of importations of wine, consisting of champagnes, sauternes, etc., consigned to over a score of importers. This time the pure food experts of the department made the discovery that a "quart" of champagne does not contain a quart at all. Hence the marking on each case, "One Dozen Quarts," is, they claim, a palpable misbranding and an attempt to mislead the public, and the experts therefore issued orders that the offending cases, with their contents, be shipped back to Bordeaux, there to have the word "quarts" planed off and the word "bottles" substituted.

Baltimore City Packed a Lot of Tomatoes In 1907.

Canned Goods Exchange Official Report Shows a Production of Several Hundred Thousand Cases More Last Season Than in 1906 or 1905. Present Stocks Low.

The Baltimore Canned Goods Exchange has sent the "Grocery World" a copy of a statement just issued covering the tomatoes packed in the city of Baltimore during the season of 1907. Comparison is made with the packs of 1906 and 1905, that of 1907 being shown far in excess of either. The statement in full follows:—

The statistics of tomatoes packed in the city of Baltimore during the season of 1907 have been compiled and the result is given below.

For purposes of comparison the pack of 1905 and 1906 is also given:

	1907.	1906.	1905.
2s	1,091,062	569,121	531,690
3s	721,378	603,660	555,173
10s	6,351	7,485	6,456
Special Sizes .	39,022	57,905	15,504
Total ...	1,857,813	1,238,171	1,108,823
Above equals size No. 3..	1,498,360	1,023,253	935,897

The number of cases on hand are not given, as several packers failed to make returns on this important subject. It is well known, however, that the total stock of tomatoes on hand is exceedingly small, as evidenced by the empty condition of our public warehouses, one of which would easily hold all the canned goods now contained in all the warehouses, as stated recently by one of the most prominent warehousemen in Baltimore.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Valatie, N. Y., January 20, 1908.
Editor Science of Advertising.

Dear Sir:—We should greatly appreciate your criticism of the inclosed ad. through the columns of the "Grocery World."

The circular sent is a reprint from a newspaper ad. which was a half-page in size. Yours truly,

JAMES M. REYNOLDS.

The circular inclosed was a large affair, being a reproduction of a half-page newspaper advertisement.

* * *

This is good advertising and I haven't the slightest doubt that it got results. The head might have been improved and shortened somewhat. For example, I have rewritten it as follows:—

Third Annual Cut-Price Grocery Sale.

Here is another of those unequaled yearly opportunities to buy pure foods at much below the original cost. Why do we do it? Because business is always dull around this time—we want to boom it.

Every word we say in the advertisements of this sale we guarantee to be true; every representation made of goods we absolutely warrant.

We can't afford to charge any of these goods. Prices are cash when delivered.

I have said everything that Reynolds & Son have said, and said it I think as well as they have, but my matter would take only about half their space. Or if the saving of space were not an object, the fact that I used less matter would allow much larger and more conspicuous type to be used. It is not necessary to be so lavish with display type, even in the heading of so large an advertisement.

* * *

The body of this advertisement is good. So far as my judgment goes, it is just about as good as it could be. I say again that I feel confident that this advertisement brought good results.

The Big "BOOM-BUSINESS" . . SALE . .

OUR THIRD ANNUAL CUT PRICE SALE OF GOOD GROCERIES

A most remarkable chance to get groceries of highest quality at money saving prices.

Everybody knows full well the advantage of attending these sales. We always carry out our printed promises--Every word of our advertising is based upon truth. We have made special preparations for this sale, but our special prices are made so low that we urge everybody to come early ere our stock of any item is exhausted.

These Prices Are Spot Cash! Spot Cash Only!
That means Cash when the Goods are delivered to you.

"Sweet Clover" Condensed Milk
Everybody knows this one. Regular price 12c can.
10c can.

"Varick" brand Smoked Beef
Large 25c size jar, A. No. 1 quality, a big bargain.
16c jar.

Cocoanut
Best quality, shredded—fresh and pure. Regular price 15c.
12c lb.

Sauer's Extracts
Very finest quality; absolutely pure. Regular 10c size, all flavors.
7 1-2c bot.

Light Salt Pork
Van Deusen's finest Lean Tip Pork. Regular price 13c lb.
11c lb.

Rising Sun Stove Polish
The new style. Absolutely dust proof. Fully Guaranteed. Regular price 5c cake.
3 1-2c cake.

Wiggle Stick Bluing
Easiest bluing to use ever made. Regular 5c stick.
3c each

New Orleans Molasses
Very finest quality; light color, fine flavor and a splendid baker. Regular 50c gal.
43c gal.

Seeded Raisins
Best quality, new goods. Full weight packages. Regular 13c lb.
10 1-2c lb.

Black Pepper
Absolutely pure and highest strength. Regular, 20c lb.
13c lb.

Saleratus
The famous "Success" brand, A-1 quality. Full weight pounds. Regular 5c lb.
3c lb.

Japan Tea
Our regular 45c quality, and the finest in this section, without aby question
39c lb.

Cleveland's Baking Powder
You all know "Cleveland's." Full pound cans, regular 40c lb.
35c lb.

Bluing
Large quart bottles, best quality liquid bluing, regular price 10c
6 1-2c bot.

Lemons
Fancy, juicy California stock. Regular price 20c doz.
14c doz.

"Yankee" Matches
A well known parlor match, of good quality. Regular 15c pkg.
11c pkg.

"Zest"
Large 25c pkg. "ready-to-eat" breakfast food. Premium with every package.
18c pkg.

Cocoa
The genuine Walter Baker's the finest in the world, full ½ lb. cans; regular 25c.
21c box.

Silver Dust Washing Powder.
Large ¾ lb. pkg. A. No. 1 quality, cake of soap free with each pkg. Regular price 15c.
12c pkg.

Bottle Pickles
William's Bro's. Sweet, Sour, Sweet Mix, or Chow Chow. Some stores ask 12c bot.
3 for 25c.

Elastic Starch
Regular 10c size pkg's.
8c each.

We Pay the Freight On all orders of $5.00 or over--not including Flour and Sugar--to any point on the B. & A. R. R., N. Y. C. & H. R. R. R. or A. & H. R. R.---Mail orders accompanied by cash will receive personal attention of a member of our firm and will be shipped promptly.

In order to prevent dealers from taking advantage of these prices, we reserve the right to limit quantities.

REYNOLDS & SON,

The Valatie Grocers

Wiley Now Condemns Benzoate of Soda.

But Not Officially. Reiterates His Views as to Preservatives and Bleaches Before House Committee on Agriculture. Says Fruit can be Dried and Bleached With Salt Solution.

Special correspondence of "Grocery World."

Washington, D. C.,
Jan. 30, 1908.

Dr. H. W. Wiley reiterated his views on the use of benzoate of soda, borax, sulphur dioxide, sulphate of copper, before the House Committee on Agriculture last week. Prior to that time he had never officially condemned benzoate of soda, but in the hearing referred to he included that drug with the others in his condemnation.

Dr. Wiley said the expulsion from the body of the drugs mentioned is performed almost entirely by the kidneys, and that he is satisfied the term of American life would be lengthened if the use of such drugs in foods were wholly discontinued. He said he was convinced that kidney disease, so prevalent among Americans, is partly the result of constant introduction into the system, by means of food, of such preservative substances as benzoate of soda.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

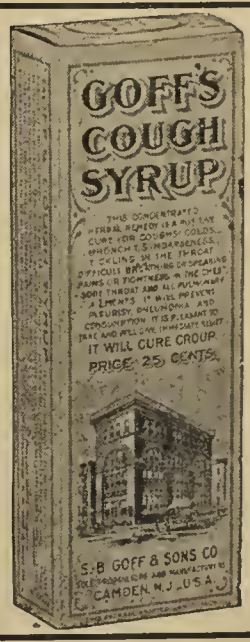
We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.



THE GROCER who gets his customers to try

Goff's Cough Syrup

will make permanent demand. Write for prposition and special advertising methods.

S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

SHOW THESE ONCE!

Anker's
Bouillon Capsules



If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

$20.00 *A DAY TO SALESMEN SURE.* No bonds. Best side line. Samples in coat pocket. For general and Dry Goods Stores. Live salesmen act quickly. Give past and present lines handled. Dept. B

Boston Piano and Music Co.
Willard F. Main, Mgr. Iowa City, Iowa

LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

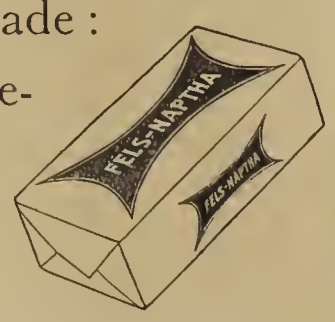
JACOB C SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Do You
handle a Cough Remedy that is guaranteed to sell and cure—one that satisfies your customers, gives you large profits, and sells without any effort on your part?
If not, let us give you our proposition—a plan that is both novel and effective. It means money to you and brings new customers and holds the old ones. We do not ask you to pay one cent until you have sold the goods. Write to-day and learn about
German Fir
Dilliard Remedy Company
EAST BANGOR, PA.



ARE YOU IN THE SWIM?
There are millions and millions of gas mantles used every year. Our brands are among the very best. We furnish you this beautiful mantle cabinet, Free of Charge, to place in your store if you purchase from us one hundred of our mantles, assorted.
The cabinet holds just 100 mantles.
Write at once for prices.
R. E. TONGUE & BROS.
Lamp Chimneys and Gas Mantles
Allegheny Ave., Amber and Collins Sts.
PHILADELPHIA, PA.
Branch—NEWARK, N. J.

Bed-rock causes
of merchandise successes are, after all, simple. Perhaps the greatest is to seek the woman's interests!
The testimony of countless grocers, as to soaps (what woman isn't interested in soap?) shows that **Fels-Naptha** is foremost in pleasing women and helping trade: Hint enough for wide-awake grocers to keep it well stocked.



Discussing sulphur dioxide and its injurious effects, Dr. Wiley told the committee of a discovery just made by him that salt solution is a perfect substitute for sulphur in the whitening and drying of fruit. He exhibited samples of apples dried experimentally by the bureau. The sulphured fruit was not so white or tender as the salt-cured.

HOLT.

Written for the "Grocery World."

Sees a Crafty Plan in "Woman's Home Companion" Articles

Pennsylvania Grocer Expresses Strong Belief that They are Inspired by Publishers to Induce Larger Advertising of Package Goods. Selects Sample Sentences to Substantiate Statement That the Magazine's Intention is to Make Housewife Dissatisfied with Everything But Advertised Package Goods.

To me the articles in the "Woman's Home Companion" and "Ladies' Home Journal" on the "Dirty Grocery Store" have never had but one meaning. All the editorials you have printed and all the comments published are amusing because of their utter lack of insight into the true meaning of the said articles.

Go back, if you please, to about two years ago and examine the files of the popular magazines. Commencing at about that time a page of the advertising section of each of this class of magazines was given to instructing the housewife to buy only the advertised articles. These pages intimated that any merchant who tried to sell any article that was not advertised was dishonest, and that all unadvertised goods were not fit to buy.

Some of the statements made by the publishers in these ads. were outrageous and carried in their ridiculous wording the conviction to any who read them that the publisher was going a step too far. The fact that these magazines began printing these ads. in the same month, and all belonged to the Publishers' Association, was pretty good evidence that the association was at the back of it. The object of the publishers being, of course, to secure more advertising.

At the present time, I believe no magazine is devoting advertising space to this purpose. Instead these articles in the magazines for women on the "Dirty Grocery Store" are appearing. It is possible, nay, probable, that the Publishers' Association is paying for the articles being printed.

This has been my conviction since the first article appeared. This conviction is strengthened by the recent article on the package goods. The article in question says the clean grocer handles the package goods when he can, "whose label stands for something, * * * * from the manufacturer who has spent millions to make that label with his name upon it mean something * *." Also, the clean grocer "will not substitute an inferior brand for a standard brand just to lift a dishonestly earned penny from your pocket to his."

I do not care to enter the discussion as to weights of package goods. Every grocer knows what the package goods are. I only want to call attention to the manner of the wording of the article to show the sincerity (or insincerity) of the writer. He mentions rice, stating the package actually held better weight than the bulk pound he bought. But when he bought 10 cents' worth of crackers in bulk and a 10-cent package of crackers he counted the crackers. Why did he not make his comparison by means of the scales as with the rice?

In closing, let me state my honest conviction to be, that the articles now being published in the women's magazines are simply a part of a plan worked out by certain publishers to prejudice the housewives against any and all unadvertised goods, and in that manner increase their advertising patronage.

F. H. HENDRYX.

Bradford, Pa., Jan. 28, 1908.



Spokane, Wash.

Representative merchants of 56 towns and cities in the Spokane country attended the third annual convention of the Inland Empire Retail Dealers' Association in the Moorish room at the Hotel Spokane, January 15th and 16th, when F. E. Goodall, president of the Spokane Chamber of Commerce, and head of the Whitehouse Dry Goods Co., welcomed the delegates, and in behalf of Mayor C. Herbert Moore presented them the golden keys and freedom of the city. M. E. Hay, of Wilbur, Wash., presided, and after a fitting response by B. S. Deffenbaugh, of Sandpoint, Idaho, who also congratulated the people of Spokane on their enterprise and progress, the president's annual report was read, as were also reports by C. E. Meyers, of Davenport, Wash., treasurer, and Philip Carbary, of Spokane, secretary.

Mr. Goodall spoke at the afternoon session upon "The Actual Cost of Your Goods." The address was to have been given by J. M. Comstock, president of the Spokane Dry Goods Co., but he was out of the city. L. S. Tyler, secretary of the South Dakota Retail Merchants' Association, gave an address on the manner in which the South Dakota merchants fight the catalogue houses. The subject of his address was "Montgomery Ward & Co. versus South Dakota Retail Merchants' Association," and J. J. Higgins, of Seattle, secretary of the Washington State Grocers' Association, spoke at length on "Mutual Interests."

Cleveland, O.

The Sunday-closing movement, led by the Cleveland (Ohio) Retail Grocers' Association, is advancing in Cleveland at a rate which surprises its best friends. There is no question that the effort of the grocers and meat dealers to cause entire cessation of Sunday trading has popular support. Labor unions and religious societies warmly support them and the minority who insist upon doing business for seven days of the week appear to be gaining no ground. There are indications that many of the minority who consider themselves obliged by competitive circumstances to sell goods on Sunday are more or less secretly in sympathy with the effort to secure Sunday rest.

Massachusetts.

To keep its members free from trouble with the food law, the Massachusetts Retail Grocers' and Provision Dealers' Association has issued the following letter:—

To members of the Massachusetts Retail Grocers' and Provision Dealers' Association:—

Fellow Members:—Do you know that in retailing cider you must label the package, whether bottle, pail, pitcher or measure of any kind, or in whatever vessel it is delivered to the customer, with the nature and amount of the preservative it contains, the same as is on the barrel as you bought it? Not conforming with this law has cost some grocers $25 each recently.

Of course, you must know that beans and cranberries must be sold by dry measure and yet grocers are constantly being caught on this charge, several the past week paying $10 each in fines.

These cases and fines are costly, in money, time, reputation and annoyance. Don't lay yourself liable.

Do you know that retailers are liable for selling lard in short-weight packages without the net weight being distinctly marked on the package? This association is to put a bill in the present Legislature obliging packers to so mark their product, and thus protect the retailer. Will you use your influence with your Representative and Senator in favor of this bill?

Do you know that molasses retailed in jug, bottle, or other package must be labeled with the name of the manufacturer and the place where it was made? Is it possible for a retailer to comply with this law? This association will try to have this law repealed at this session. Will you back us up in the effort?

Have you as a grocer any grievance to present to this association for consideration? Can we help you in any way? Remember this is your association. Write us for any information on food laws or anything else, and we will do what we can to set you right.

Let us hear from you.

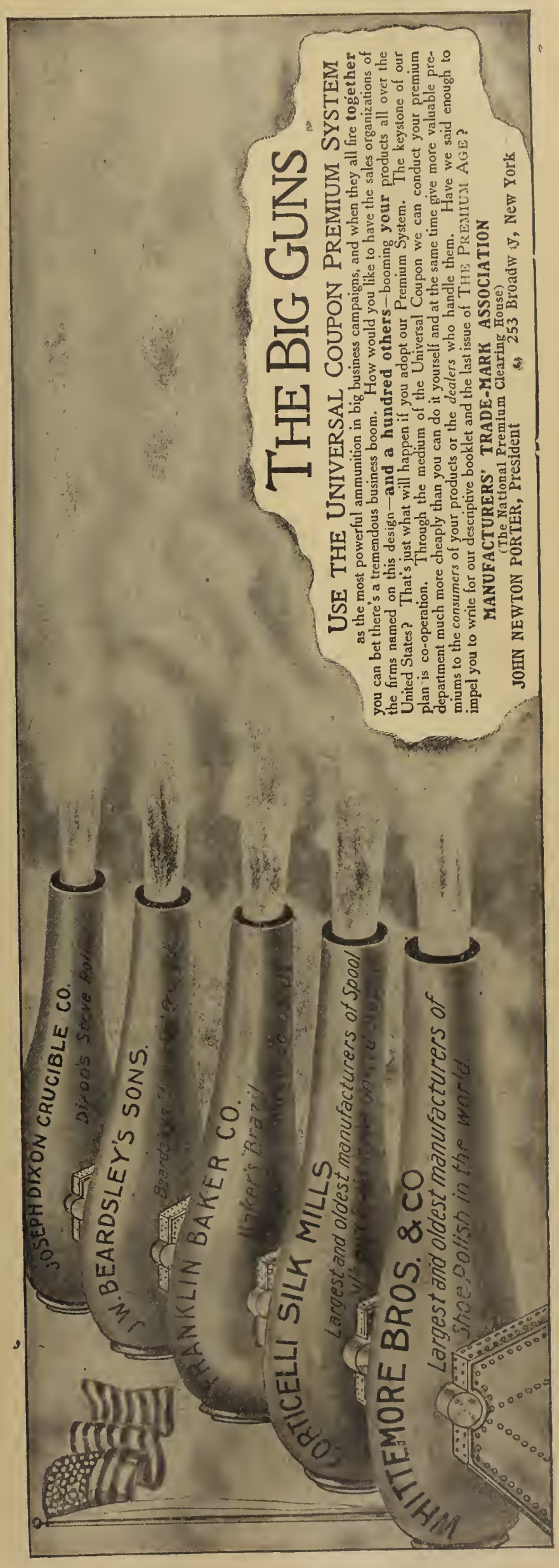
Sincerely yours,

A. T. FAUNCE,
Secretary.

Cider Season Dullest For Years.

Very Little Business has been Done as Compared with Former Years. High Prices, Distrust of Preservatives and Prohibition Movement Responsible.

The season which is just about ending has been a most disastrous one for the cider business. All large dealers report an exceedingly small demand both in Philadelphia and New York. In



Philadelphia several of the large chain stores, which formerly sold cider very largely, have not handled it at all this year.

One reason for the falling off in the demand for cider has been the high price which has prevailed this year. Another reason is the distrust which many consumers have come to have toward it, on account of the diatribes which have been published against the use of preservatives. Practically all the cider on the market has been preserved with a small quantity of benzoate of soda for years.

Another reason why the cider trade has fallen down this year is said to be the growth of the prohibition movement. Especially has this been the case in the South, where the prohibition movement has been very strong. Cider forms the foundation of many drinks sold throughout the South, such as orange cider, pear cider and so on. All of it is fermented and all against the prohibition laws.

By reason of the lack of demand, the market has gone all to pieces, and at the present time is decidedly in the buyer's favor. This might have helped in the beginning, but it is too late now.

Hundreds of merchants have used Forbes' Coupon Books continuously for many years. They would not have thus used them if the books had not proved an advantage. You need all the advantages possible. If you don't thoroughly understand our proposition, look it up. Send for our booklet which explains our system. (See advertisement.)



The Wolves of Business.

If you met a wolf you'd kill it, if you could, wouldn't you?

All right, that's exactly what we all ought to have the right to do with the wolves in business.

For there's a hen of a lot of 'em around.

They're despicable creatures and they ought to die.

Here's one example:—

There are two concerns moving among the wholesale grocery trade at this minute asking for orders for a certain line of canned goods. Both sell exactly the same thing, except that the labels are different. No two houses could come more directly into competition than these two do.

One of these two houses has had more success than the other, and the latter one is sore in consequence. Let me tell you what he does. He goes about among the jobbing houses, always trying to get there before his competitor if he can. That end of it is all right, of course. If he can get the order then he does it. But if the buyer says he'll wait till the other man comes along and see how they gee on prices, this fellow works this game:—

"Of course I don't know what prices ——'ll quote you," he tells the buyer, "but I'll go 2½ cents a dozen below anything he quotes, whatever it is."

Now, is that competition? No, the man's a wolf; he ought to be choked to death! What chance has a decent house against that?

This fellow belongs to a class of business men—a small class, thank God!—that say "if I can't get the business I'm going to fix it so the other fellow won't make anything out of it."

As a matter of fact, this particular man, I happen to know, said that very thing in about those words in conversation with this competitor one day.

A man like that is a hog and a wolf and several other mean things too numerous to mention. He has no legitimate place in business, and he ought not to be allowed to corrupt the rest of us with the slime of his presence.

This is no personal grudge. He never hurt me any. Such things get me up in the air on general principles.

Here's another wolf:—

This one is a large Philadelphia retail dealer, not in groceries, but in a line close to groceries. He's a very rich man.

This man is a very large buyer and he is noted for such tricks as this:—

He'll buy a great big lot of stuff from a first hands man—the goods are perishable—and will go carefully over it and make every deduction he can. At the end of the month, when he pays his bill, he'll make another deduction of sometimes as high as $15 or $18, on the ground that "he found some more bad stuff." Asked to point out where it was, "well, it was there, and I ain't going to pay for it, that's all." Ten chances to one the stuff's all sold and the first hands man can't demand to see it.

These lying claims come right along with nearly every big bill this creature buys and they're always allowed. Allowed by men who know they're false, who know the fellow's simply picking their pockets. Why?

Simply because the man's a big buyer!

One of them told me about it only the other day. The fellow had just made that sort of a claim from him.

"Good Heavens, man!" I said, "what d'ye let him do it for? He's a thief! He's robbing you! Make him prove his claims before you allow 'em, why don't you?"

"Well," was the answer, "if I did we'd lose his trade, and I'd hate to do that."

What an awful lot of indignities competition makes us stand for!

I'm afraid I'd make a mighty poor business man if I was in business for myself. In a case like that, no matter how good a customer such a fellow was, I'd kick him out like any other thief! He'd have to prove every claim he made before he got 'em allowed by me.

That is, I *think* that's the way I'd do. If I got in it, and had something at stake, I might stand more than anybody else. But I'd say what I thought about him. It



Slices Everything from 6-pound Knuckles to half-ounce Ends.

IF YOU SLICE DRIED BEEF

you need Johnson's "EVERSHARP" slicing machine. Because it slices dried beef to perfection, and moist freshly cured beef in full-size wafer slices, thin, smooth and delicious, will attract more new trade than any article you can offer.

IF YOU DON'T SLICE DRIED BEEF

you certainly need Johnson's "EVERSHARP" slicer, because you are losing the prestige and profit of the most salable and profitable specialty in the whole line of eatables.

This machine was invented by an experienced retail grocer to correct the faults, remove the defects and improve the shortcomings of all other machines.

It will slice five pounds of dried beef in five minutes, every slice perfect, the full size of the meat, transparently thin, smooth and shining. It will cut the tough sinewy ends in perfect slices. It will slice up every little end. It will save enough time and labor, prevent enough waste, draw enough new trade, and increase the sales of sliced meat, sufficient to pay for itself in a very short time.

Send for a sample of sandwich sliced beef and see the magnet that draws the trade.

A. W. JOHNSON, New Brunswick, N. J.

The Important Things to Think About on the Breakfast Food Question

Malta-Vita Wheat Flakes and Malta-Vita Corn Flakes

First—Are better quality than anything of the kind you are now selling. We *prove* this before you buy.

Second—You make a bigger profit on them than any breakfast food you are now selling. We prove this before you buy.

Third—We are working *with* the *retailer* because we know him to be the best salesman we can employ. On this account, instead of spending our advertising appropriation this year talking to consumers, we are spending it for Universal Coupons to give the dealer to make it worth his while to talk to consumers about Malta-Vita for us.

We will exchange all old stock on hand for new without cost to the dealer. The new goods will not only be fresh and beautifully packed, but will contain the extra discount in the shape of Universal Coupons.

MALTA-VITA PURE FOOD CO.
BATTLE CREEK, MICH.

E. E. HARDING, Phila. Rep.

They Look Alike But Aren't

At first glance all starches look alike, both Laundry and Corn Starches. There is really a heap of difference, though it takes use to bring it out. In other words, if you sell a poor Starch your customer will find it out before you will.

Take our word for it, no Starch has ever been quite so fine and good as **Murdoch's Laundry and Corn Starch.** With manufacturing improvements of our own, and a genius for the most painstaking care, we are producing goods we are proud of.

Does it commend itself to you that we are independent of any Trust?

Oswego Maize Products Company
Oswego, New York

Hear Us Boast a Little

Really we think you retail grocers ought to be rather close both to **Ralston Health Food** and **Purina Whole Wheat Flour.**



See what we're doing for you?

We're making superfine products which the most careful dealer can freely sell. We're advertising these products to your customers in the magazines at our expense, and we're providing advertising plans which you yourself can use. These:—

Ralston Children's Checkers and Board
Ralston Children's Wagon
Ralston Checkerboard Satchels
Checkerboard Window Display

When a manufacturer makes a good product and then half sells it by good advertising, isn't he entitled to the retailer's loyalty? More than that, is there any better business for you than selling such goods?

RALSTON PURINA MILLS
ST. LOUIS, MO.

T. A. JAMES & CO., General Distributers, 12-16 Chestnut St., Phila.

might be after he'd gone, but I'd say it all right. I despise an open thief a whole lot less than I despise the under-cover thief—the man who steals from his seller because he knows his trade's so valuable that the victim won't kick.

THE STROLLER.

MAGAZINE NOTES.

The Twentieth-Century Jew.

Ezra Brudno, a Hebrew writer of some distinction, contributes an article on "The Twentieth-Century Jew" to the February "Lippincott's" which should be of extraordinary interest not only to his own race but to Gentiles as well. Mr. Brudno calls attention to the tendency of the modern Jew to abandon the old orthodox rites and customs. "The view of the modern Jew is different from that of his fathers," he says. "While the Jew of the past regarded everything as subordinate to his faith, and it was with the eyes of his faith that he looked upon the world, the twentieth-century Jew views life as a man first, and as a Jew last. His desires, ambitions, and hopes are of the nation of which he is a part, not of his race, not of his creed. It is the natural pride of his blood that sometimes makes him strive for recognition as a member of his race, but only as a means of removing the world's prejudice, not with the hope of retaining his Jewish identity." It is quite likely that many of the author's race will take issue with him on some of the ideas and views he expresses, but there is no doubt that he has drawn a masterly picture of Jewish racial characteristics and idiosyncrasies.

Serious Jobbing Campaign Against Quaker Oats Co.

Two Large Associations of Wholesalers Issue Official Statements Attacking Its Goods as a Business Proposition. Charge from Baltimore of Selling Retailers Direct. Impairment of Business Considered Certain if Tide is Not Checked.

When the Quaker Oats Co. denies that there is any serious disaffection against it among the wholesale grocery interests of the country it is singularly misled if it really believes what it says. There is a most decided campaign on against the company by wholesale grocers' associations in various sections, and it cannot fail to noticeably impair the concern's business if not checked.

Some days ago the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware issued practically to every jobber in the three States the following letter:—

Philadelphia, January 18, 1908.

To Members:—

Are you interested in profits? The following is a comparison of the margin shown on two (2) standard brands of rolled oats:—

Quaker (car lots), jobbing cost, $3.00; jobbers' profit, single case, 35 cents; jobbers' profit, 5-case lots, 30 cents.

Mother's (car lots), jobbing cost, $3.05½; jobbers' profit, single case, 44½ cents; jobbers' profit, 5-case lots, 34½ cents.

Quaker (L. C. L.), jobbing cost, $3.10; jobbers' profit, single case, 25 cents; jobbers' profit, 5 case lots, 20 cents.

Mother's (L. C. L.), jobbing cost, $3.15; jobbers' profit, single case, 35 cents; jobbers' profit, 5-case lots, 25 cents.

Scrutinize these figures closely. They mean dollars and cents to you, and post your salesmen as to which brand they are to push in serving your best interest, and incidentally, in furthering their own.

In connection with profits, and the most profitable of the new schedules above shown, the writer would appreciate an acknowledgment of this letter from you, advising as to which of these schedules is the more satisfactory, and stating whether or not it is your desire, should this be possible, to prevail upon the manufacturer whose brand is not netting the jobber the profit which the latter deserves, to adjust the same to a more satisfactory basis, and if possible, in line with that of the manufacturer whose schedule has apparently been devised on a more liberal and satisfactory basis so far as the jobber is concerned.

Both of these brands sell to-day to the consumer at 12 cents per package. There can be no reason why, provided the jobbers will take a firm stand, their profits on these goods cannot be placed on a more satisfactory basis.

Yours truly,
A. M. GRAVES,
Secretary and General Manager.

About the same time the Baltimore Wholesale Grocers' Association issued a similar letter. The Baltimore letter went further than that issued in Philadelphia, however, in that it charged the Quaker Oats Co. with selling retailers in the Baltimore territory at jobbing prices.

It is understood that several other jobbing associations in various sections of the country have also issued letters to their members along the same line. The results which the work is having may be estimated from the fact that 80 per cent. of the wholesalers in Pennsylvania, New Jersey and Delaware answered that organization's letter, all denouncing, in more or less strong lan-

FOOD FOR THOUGHT

As Well as the Table

If the Exton Cracker wasn't perfect it would not stay on the market 60 years. That it is growing in popularity after 60 years shows how good it really is. The best thing about it is that those who use it find better things to say about it than we can think of.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers stamped

A. EXTON & COMPANY
Trenton, New Jersey

Can be obtained from all Philadelphia Wholesale grocers, or Reeves, Parvin & Co., Distributing Agts., 116 S. Delaware Ave., Phila.



Two Chances To Go Wrong

You have two chances to go wrong when you buy syrup in the ordinary way:—

1. Your own inability to tell whether the syrup is what it purports to be.
2. The similar inability of your jobber, if you buy from one.

Judging syrup is an expert's business.

There are no chances to go wrong when you buy **Karo,** whether you buy through a jobber or not. **Karo** is a corn syrup made by us and sealed under conditions that never vary. Neither you nor the jobber needs to judge something you know little or nothing about. *We* do the judging, we stand behind every tin.

All jobbers. 10, 25 and 50 cent tins.

Corn Products Manufacturing Co., Davenport, Iowa

guage, the goods of the Quaker Oats Co. as a business proposition.

There seems to be some reason for expecting that if the Quaker Oats Co. does not succeed in stemming the tide against it, that it may shortly be compelled to do the greater part of its business with retailers direct. Some people profess to believe that it would prefer to do that anyway.

Railroad Will Try to Collect Storage Charges.

Pennsylvania Railroad to bring Several Suits in Pittsburg Against Produce Receivers Who Have Let Their Stuff Remain. Company has Already One Suit Under New Law.

Special correspondence of "Grocery World."

Pittsburg, Pa., Jan. 30, 1908.

There are some interesting lawsuits about to be started here by the Pennsylvania Railroad against certain receivers of produce. The object in all is to collect storage for goods not taken promptly upon arrival. These suits are really based on the opinion of the court in the case of the Pennsylvania Railroad against the M. O. Coggins Co. The suit is a test of the Wilbert anti-storage law. This law, passed last winter, prohibited the railroads of the State making any charge except the regular demurrage charge of $1 a day for cars held on track more than 24 hours.

The suit was an amicable one arranged between the M. O. Coggins Co. and the Pennsylvania Railroad, and the decision of the lower court was against the Coggins Co., which means that the storage must be paid. The Pennsylvania Railroad does not enforce such a rule against grain dealers or grocers or any other receivers here save the produce merchants, nor does it ask storage charges of the produce dealers in any other city in the State. The local courts have decided that the charge is legal and now the railroad company is making an effort to collect.

R. B. U.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued August 27, 1907:—

864,169. Apparatus for opening oysters. Jacob Jacobsen, East Chicago, Ill.

864,264. Machine for peeling vegetables. Henry Robinson, Brooklyn, N. Y.

864,298. Process of making soft peanut candy. L. J. Green and Henry Heyn, Marshall, Texas.

864,378. Jar opener. E. F. Ives, Wallingford, Conn.

864,550. Ice cream spoon. D. H. Mosteller, Chicago, Ill., assignor to the Mosteller Manufacturing Co., same place.

864,631. Ice cream freezer can. T. J. Fegley, Philadelphia, Pa., assignor to North Bros. Manufacturing Co., same place.

864,632. Ice cream freezer. T. J. Fegley, Philadelphia, Pa., assignor to North Bros. Manufacturing Co., same place.

864,685. Pipping machine. N. B. Post, St. Louis, Mo., assignor to Rueckheim Bros. & Eckstein, Chicago, Ill.

864,729. Meat holder. Louis Garm, Redcliff, Col.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For soap. The Procter & Gamble Co., Ivorydale, Ohio, and Kansas City, Kan. A panel surrounded by representations of four-leaf clovers and containing a representation of the moon and stars, with the words "Lenox Soap, Procter & Gamble, Cincinnati."

For soap. A. & F. Pears, Ltd., London, England. The words "He won't be happy till he gets it!" and a representation of a nude baby crawling out of a bathtub and reaching for a piece of soap.

For breakfast wheat. Pacific Milling Co., San Francisco, Cal. The word "Favorite" above a disk.

For candies. Adams Argood Chocolate Co., Philadelphia, Pa. The word "Molasnut."

For washing crystals. The Magi Washing Crystals Co., Rutherford, N. J. A representation of a fairy standing on the edge of a washtub and shaking the contents of a box thereinto, the word "Magi" at the top of the picture, and the words "Queen of the Wash" below the same.

For Roquefort cheese. L. Rigal, Roquefort, France. An eight-pointed star containing a representation of a dairymaid and a churn and inclosed within a heavy black circle, which is surrounded by an eight-pointed star and the words "Roquefort Surchoix" upon a background consisting of representations of the name "Louis Rigal" arranged in radial lines.

For canned fruits and vegetables. Warfield Pratt Howell Co., Sioux City, Des Moines and Cedar Rapids, Iowa. The word "Dandelion."

For sugar. Rockwood Bros. Co., Chicago, Ill. The word "Non-Kaking."

For flavoring extracts. The R. Hardesty Manufacturing Co., Denver, Col. The word "Hardesty's."

For flour. Whaley Mill and Elevator Co., Gainesville, Texas. A representation of an elk's head and the words "Royal Elk."

For middlings and red-dog. The Wells Flour Milling Co., Wells, Minn. The word "Feedwell."

For soaps and washing powders. Fischer Bros., Seattle, Wash. The word "Max-i-mum."

For a cereal food. J. P. Thomas, New York, N. Y. The word "Stafovlife."

For teas and coffees. J. B. Brown & Co., New York, N. Y. The word "Carnival."

For teas. J. B. Brown & Co., New York, N. Y. The words "Fox" and "House of Parliament."

For cracked corn or corn-chops. Gulfport Grocery Co., Gulfport, Miss. The word "Yel" within a circle.

For canned fruits and vegetables. The Burt-Olney Canning Co., Oneida and Albion, N. Y. The words "American Club."

For cereal breakfast foods. A. M. Pereyra, San Francisco, Cal. The word "Pinole" and a representation of a pack-mule and its attendant in Mexican costume.



Nothing Artificial Here

La Toscana Virgin Olive Oil is unique in several respects. One is the fact that its wonderful clearness is not produced artificially or by any chemical. Its pure limpidity and brilliant color are due solely to the perfection of the olives from which it is pressed and to the expertness of the pressing.

No purer, finer olive oil is produced in any of the oil-producing states of Europe than **La Toscana.**

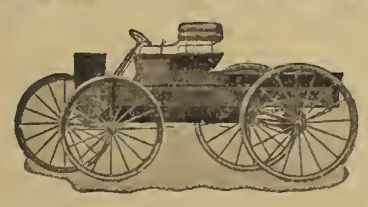
J. L. NEFF & CO.
Sole American Agents
BROOKLYN, N. Y.

Vita's Chance Has Come

Vita Norwegian Sardines are the tastiest, most delicious sardines imported. They always have been, but they have never had the sale they ought to have, because French sardines got in first.

This year French sardines are almost out of the market, and the chance for Norwegian sardines has come. Give the **Vita** brand just a little push and you'll have a sale for it that will stay with you, even after the French sardine comes back.

F. H. Phillips & Co.
444-446 Greenwich St., New York



This Beats a Delivery Wagon

The *Lindsley Car* will save you $1,000 over the cost of horse-drawn vehicles, figuring two teams. Fourteen horse-power, tires of solid rubber and hence almost indestructible. Capacity, 1,500 pounds; will climb 30 per cent. grades with 1,000 pounds load. No complicated parts, easy and cheap to operate (runs 30 miles on a gallon of gasoline).

Every car sold has the buyer's firm name painted on it gratuitously. Send for catalogue.

J.V. LINDSLEY & COMPANY
Suite 1112 Monadnock Building
CHICAGO

Goods Called "Waldorf"



Only a foolish manufacturer would apply a name like "**Waldorf**" to anything but fancy goods, as the high standard it implies would react on him badly.

The name just fits the **Lemon *and* Vanilla Extract** we pack under it. They are perfection in extracts, as nobody can possibly make any better. We use only the finest materials and the strongest.

$1.25 per dozen. Easily sell at 25 cents.

Hetfield Extract and Mfg. Co.
370 Greenwich Street, New York



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

To Buy a Refrigerator.

Mifflinburg, Pa., Jan. 26, 1908.
Editor "Grocery World."

Dear Sir:—Will you kindly inform me where to buy a grocers' refrigerator. If I could get a good second-hand one it would suit me all right. I want one about 5 feet wide; height, from 5 to 8 feet.

Yours truly,
E. J. GUTELIUS.

Standard Refrigerator Co., 2545 Germantown avenue, Philadelphia. Pa.

* * *

A Retail Dry Goods Paper.

Munson Station, Pa.,
Jan. 21, 1908.
Editor "Grocery World."

Dear Sir:—Kindly give me the name and address of a paper published in the interest of retail dealers in dry goods and notions. Something as beneficial in the dry goods department as the "Grocery World" is in the grocery department.

Yours truly,
INQUIRER.

"Dry Goods' Man and General Merchant," St. Louis, Mo.; "Fabrics, Fancy Goods and Notions," New York, N. Y.; "Dry Goods Reporter," Chicago, Ill.

* * *

To Sell Potatoes.

Middletown, Pa., Jan. 25, 1908.
Editor "Grocery World."

Dear Sir:—Inclosed please find check for $3, payment for the "Grocery World" for one year and premium "1,000 Ways to Attract Trade."

As I have an overstock of first-class Pennsylvania potatoes which I would like to dispose of to an advantage, will you please give me the address of some good reliable man or firm who buys potatoes so I can write to them at once or get them to write to me, giving price.

Thanking you very much in advance, I remain,

Yours truly,
J. A. KAIN.
1357 Ann street,
Middletown, Pa.

Robt. McCaulley, Jr., 156 Dock street; Chas. B. Justice, 127 Dock street; W. Sharp & Co., 142 Dock street, all of Philadelphia.

* * *

Book on Window Dressing.

Weston, W. Va., Jan. 20, 1908.
Editor "Grocery World."

Dear Sir:—Can you advise us where we can get a good book on window dressing? We will be greatly obliged.

Yours truly,
PROUDFOOT BROS.

Write to Forbes & Co., Chicago, Ill.

Figure This Out.

Manufacturers who have adopted premium schemes to create a demand for their products, have always given the premiums to consumers. Where manufacturers have offered an incentive to grocers to push their goods, the incentive has always been small. It had to be small, because no individual manufacturer could afford to give a grocer from his individual profits anything more important than a silk hat, an umbrella, etc. But when twenty or more prominent manufacturers, whose products are sold by grocers everywhere, set aside a part of their advertising appropriations to put into a fund to buy something substantial for the merchant, that something represents an article of sufficient value to make it worth the grocer's while to take a real interest in pushing the goods of the manufacturers who take this means of showing their appreciation of the grocer's services. That the importance of this matter may be plain to you, figure out the following: The Knickerbocker Chocolate Co., New York, gives you a quantity of Universal coupons with their Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoa. No better goods ever came into this market. Add these coupons to the ones you get with the products of the following firms and you will find you can save enough coupons in three months to entitle you to a first-class set of harness, a platform scale or a roll-top desk. In six months you can save enough to get a good runabout, in a year a good piano:

The American Preserve Co., Philadelphia; Wrigley Manufacturing Co., Philadelphia; Franklin Baker Co., Philadelphia; the Porcela Co., Philadelphia; McCanna & Fraser Co., Philadelphia; John Scott & Co., Philadelphia; Weber & Loesch, Philadelphia; Wm. Dreydoppel's Sons, Philadelphia; J. W. Beardsley's Sons, New York; Dixon Crucible Co., Jersey City; Sea Foam Baking Powder Co., New York; Flodon Manufacturing Co., Boston, Mass.; Potter & Wrightington, Boston, Mass.

Within a month a number of other big local houses will join this enterprise. Don't you think this matter is important enough for you to push the goods of these firms? Don't you think the manufacturers who have been been first to recognize the grocer's right of consideration should have the grocer's hearty co-operation?

Florida eggplants range from $2 to $2.50 per crate. The demand is poor.

PATENTS

obtained on inventions and designs. Trademarks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.



No Matter How Jaded

Tabasco Sauce has its enormous sale because other sauces do not satisfy jaded palates.

Moss' Green Heart Tabasco Sauce satisfies everybody. It is made in the parish of New Iberia, Louisiana, of the famous Tabasco pepper, that has no counterpart anywhere in this country. It will sell to a constantly widening clientele and if you are wise you will see that you have some in stock.

NEW IBERIA EXTRACT OF TABASCO PEPPER CO.
NEW IBERIA, LA.

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

This Is So Good It Must Go By Mail

Here's a new coffee proposition for you.

Our **Sterling Coffee,** in tins, is a fancy blend, retailing at 35 cents. It costs you 25 cents. If you will send us a small order for your high-grade bulk coffee, we will make it interesting for you with **Sterling Coffee** in a way which we prefer to explain by mail. **Sterling Coffee** is an expert blend which cannot be surpassed.

This house was established in 1796, and is therefore the oldest coffee house in the United States. Could we have lasted so long if we hadn't shown people a square deal?

SHAPLEIGH COFFEE CO.
64 Long Wharf BOSTON, MASS.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

How We Increased Our Butter Sales 500 Per Cent.

First we found a good creamery butter that could be depended upon. Next we contracted with the Creamery Company by the year, we furnishing the wrappers. The wrappers have a blue ribbon printed across one end with our name and the creamery's name. These do not cost much when buying in large quantities.

We handle several grades of butter, each with a different colored ribbon on the wrapper. But we only push the sale of "Blue Ribbon."

We next had souvenir postals printed and sent out to all of our customers. (These postals were like the pictures in window No. 2.)

Before using this scheme we were selling about 50 pounds of butter a week, while now we average over 300 pounds a week.

Here are descriptions of two of several window displays we used:

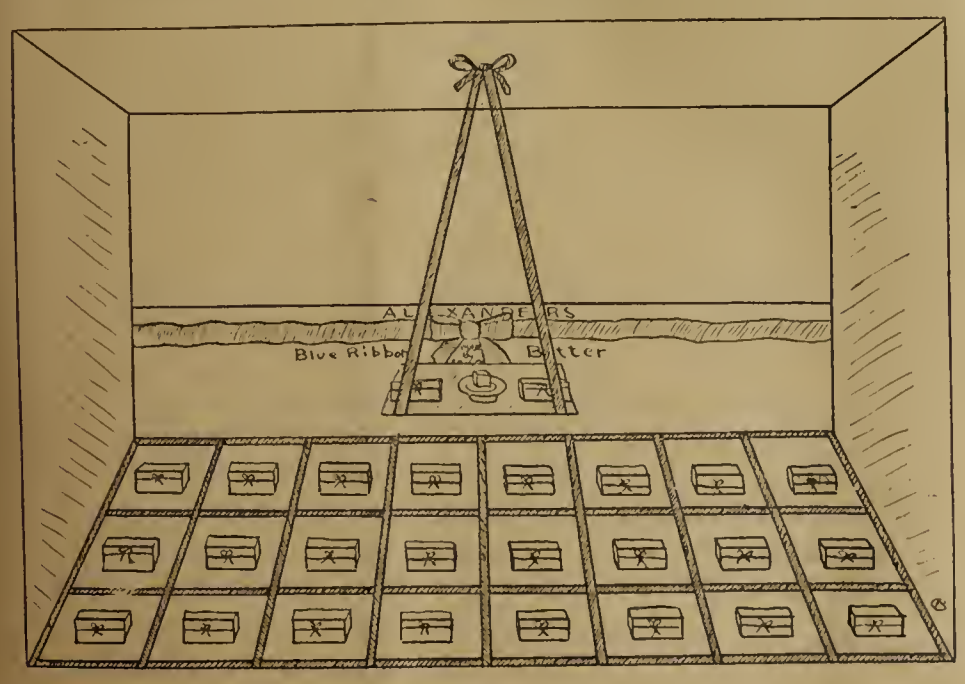
WINDOW NO. 1.

The floor was covered with white paper; on this were laid out squares (12 inches) with 1-inch strips of blue crepe tissue paper. Within each square was placed a pound of butter.

We did not use butter, but used blocks of wood cut from a yellow pine scantling the width and depth of a pound of butter. When these were wrapped with butter paper you could not tell them from butter.

For a background we used 30-inch paper tacked on a frame the length of the window. On this was made an imitation of the label on the butter. The letters were of course painted on, but the ribbon was made of blue crepe tissue paper, glued on in spots.





In the centre of the window was a 5 x 30-inch glass shelf suspended from the ceiling by stovepipe wire. In front of these wires were stretched tissue ribbons. On this shelf were placed a few pounds of butter (imitation) and in the centre was a silver butter dish on which was a half pound of real butter.

WINDOW NO. 2.

The picture in this window was 18 x 22 inches (without frame) and was an enlargement of our souvenir postals. On the frame were blue and frosted electric lights. The picture was set up on sticks (nailed on the back) so that the picture was in the centre of the window glass and about 30 inches back. From the four corners of the picture frame were nailed wood strips to the corners of the window frame.

Next were tacked blue tissue ribbon from the window frame to the picture frame. This was covered on all four sides with wrapping paper tacked on the wood strips, running from the picture frame to the window, making an immense frame to the picture.

E. W. ALEXANDER.

Oxford, Pa.

Local Associations Elect New New Officers.

Grocers' Organizations in Various Sections of the State Select New Leaders for the Current Year. Secretary Wanted at Mauch Chunk.

Special correspondence of "Grocery World."

Erie, Pa., Jan. 31, 1908.

At the monthly meeting of the Lykens Retail Merchants' Association the following officers were elected: President, Charles A. Hoff; vice-president, Jacob A. Bogar; secretary, Jacob M. Miller; treasurer, J. I. Delaney.

The Merchants' Protective Association of Pittston and vicinity has enrolled another free bridge movement, and a petition has been prepared providing for an application to be made to the court for the erection of a county bridge across the Susquehanna River between Pittston and West Pittston free for public travel. The court has been petitioned to appoint viewers. The annual election of officers resulted in the selection of the following: President, Edward T. Messick; first vice-president, Wm. Giles; second vice-president, Philip Rozelle; secretary, D. M. Evans; treasurer, A. E. Case.

The meeting of the Harrisburg Merchants' Association last week was the largest that has been held for some time. The following officers were elected for the ensuing year: President, Otto J. Buxbaum; first vice-president, Wm. F. Paul; second vice-president, Wm. F. Burgoon; secretary, R. F. Cook; treasurer, P. G. Diener.

The Northeast Business Men's Exchange held its regular meeting in G. A. R. Hall January 20th. Results of the election of officers were as follows: President, R. B. Southwick; vice-presidents, J. F. Gill, A. P. Cushman, L. B. Yale, Mr. Evans; secretary, E. J. Evans; treasurer, J. F. Lewis.

At a recent meeting of the Bradford Retail Grocers' Association the following officers were elected for the ensuing year; President, A. E. Case; vice-presidents, W. H. Leyman, Joseph Ball, P. H. McConnell, F. L. Smith; secretary, George L. Dobie; treasurer, C. E. Boyle; board of directors, F. H. Hendryz, A. E. Pease, N. Hermes and O. F. Spencer.

The Bradford Business Men's Association has elected the follow-

The "Ladies' Home Companion" is finding fault with dirty grocers, and they are making the grocers' customers "sit up and take notice." You can't have dirty goods and bins like these at the same time.



10-foot Counters, $47.50
12-foot Counters, $57.00

F. O. B. PHILADELPHIA

These counters are equipped with Patented Tilting Bins, with display fronts, made of selected golden oak, highly polished.

MILLER & ENGLAND

If you want one or more, order them quickly for we won't make this price long.

7012-14-16-18 Woodland Ave.
PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.



They Thought We'd Fail

Lots of people said we'd fail when we started to pack **Hoffman House Pickles** in tins.

As a matter of fact, we've succeeded better than even we expected. There are special reasons why tin makes a better pickle package than glass. And then **Hoffman House Pickles** are entirely different from other pickles. They are tenderer, daintier, more likable in every way. Special ways of manufacture account for that.

See what you can do for these.

The J. Weller Co.
Cincinnati, Ohio

ing officers: president, John T. Calhoun, first vice-president, J. Kreinsen; second vice-president, D. C. Greenewald; third vice-president, John J. Fox; fourth vice-president, L. L. Ball; secretary, George L. Dobie; treasurer, George A. Bodine.

The associations of Mauch Chunk, Lansford and Tamaqua united about three months ago and are desirous of engaging a person to act as secretary for the three associations. To the right man they are willing to pay a salary of $75 per month, with percentages on all collections. This is a good opening for a secretary of the right kind. He must be a good man, experienced, who can collect bills. All persons interested are invited to correspond with Wm. F. Loew, Tamaqua. before Wednesday evening, March 4, 1908, when all applications will be considered by the committee of the combined associations.

The Business Men's Association of Tamaqua has elected the following officers: President, J. E. Stermer; vice-president, W. A. Peters; secretary, Wm. F. Loew; treasurer, George Kintzel.

The Merchants' Union Protective Association of Bradford, Wyoming, Susquehanna and Sullivan Counties held its annual meeting and banquet at Wysalusing recently and elected the following officers for the ensuing year: C. H. Bosworth, president; D. T. Evans, first vice-president; T. J. McNamara, second vice-president; M. W. Bliss, third vice-president; E. P. Henwood, secretary; J. N. Christian, treasurer; H. L. Holcombe, P. A. Smith and Fisher Welles, directors.

The Business Men's Association of Homestead elected the following officers at their meeting on January 16th: President, P. C. Wagner; vice-president, Clarence Botsford; treasurer, J. A. O'Leary; secretary, D. J. Crawford, in place of O. T. Hill, who declined to continue.

The Erie Business Men's Exchange elects its officers by a mail ballot. The Committee on Elections met January 17th to tabulate the ballot, which resulted as follows: President, C. Bloeser; first vice-president, W. E. Hayes; second vice-president, Hon. F. J. Detzel; third vice-president, Henry Kessler; fourth vice-president, A. S. Pinney; secretary, A. M. Howes; treasurer, P. Harlan. Delegates to New Castle in August, 1908: W. E. Hayes, Henry Kessler, Hon. F. J. Detzel, P. Harlan, A. S. Pinney, C. Flickinger.

A. M. Howes.
State Secretary.

New Guarantee Bill Mostly Hot Air.

Contains No Penalty Clause. Applies only to Labels Printed After its Passage, Which in Itself Would Make it Unenforceable. Believed to be Intended only as a Bluff.

Special correspondence of "Grocery World."

Washington, D. C.,
Jan.

In a recent issue of this correspondence it was reported that Congressman Mann, at the behest of the Department of Agriculture, had introduced a bill forbidding the use of the words "Guaranteed Under the Food and Drug Act, June 30, 1906." This bill has developed some stir, and it has been emphasized that if it involved the destruction of all the millions of labels already printed with those words on them it would work a great injustice to the trade.

It developed during the week from a reading of a copy of the bill, that it simply provides that the phraseology objected to should not appear on any labels printed after its passage. This in itself shows what is generally conceded here, that the bill referred to is not seriously intended by the department to have much weight. Manifestly it would be impossible to follow up every label found bearing the above language in order to see whether it was printed before the law passed or not.

Another significant point is that the bill contains no mention of any penalty. Altogether, there is much reason to believe that the Mann bill is put forth simply as a bluff, intended to coerce manufacturers to cease using a phrase which they are considered as having a perfect right to use, but which for some reason is objectionable to the department. A well-known attorney who visited the department during the week expressed the opinion that the law would be unconstitutional if passed.

Holt.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Nutmegs.

The genuine round nutmeg sold in the best shops is the kernel of the fruit of the tree known as Myristica moschata, or nutmeg tree. Some botanists call it Myristica fragrans.

It is a native of the Moluccas, and is grown extensively in Hainan, also in the Islands of Banda, East Indies, and in Africa. Nutmeg culture is also becoming a source of much profit in several of the West Indian Islands, especially in Grenada.

In size and foliage the trees resemble pear trees. They do not come into bearing till nine or ten years old. The fertile trees continue to produce fruit seventy or eighty years, and on an average each tree will yield ten pounds of nutmegs, with about one pound of mace, every year; but when highly manured it is said they will produce ten times that amount. It takes nine months for the fruit to come to maturity.

The process of curing the nutmegs for the market is as follows: The ripe fruit containing the nutmeg is nearly a spherical droop, not unlike a round pear or common walnut, and of golden yellow color without and white within. These are gathered up from under the trees every day, except Sunday. The outer or fleshy part of the fruit is rather tough, something like candied lemon, and is in fact often preserved and used as a sweetmeat; but it readily splits in two like a pea, and inside this outer fruit is found a thin but very hard shiny brown shell, tightly wrapped in a bright red network or ligament known as mace. It is inside this shell that the ordinary nutmeg of commerce is found. The mace is peeled off and pressed flat between heavy blocks of wood, where it is left for two or three days, then put into a case and left till it acquires the proper color. The nutmegs, with the shells on, are next put into receptaces with fine mesh bottoms, so that the air can pass around them, and here they are left for three weeks or a month—in fact until the kernel, or nutmeg, begins to shake inside the shell. They are then exposed to the sun for a couple of hours a day for two or three days, and after this they are carefully cracked. Great caution is necessary here, for if the outside shell is struck too hard it makes a black spot on the nutmeg, which affects the value considerably. When cracked the thin shell flies off in pieces, and the nuts are sorted according to size.

Nutmegs being very liable to the attacks of maggots and a species of beetle, which materially injure their odor and taste, all the nuts are at once dipped three or four times, by basketfuls, into a strong lime-like pickle, thick as treacle, composed of calcined shells and salt water. Preserved in this coating and then dried in heaps, they are ready for packing in cases or ordinary flour barrels for shipment.

This liming undoubtedly injures their flavor somewhat, and brown unlimed nutmegs are best; but they are very liable to damage from the insects referred to, and even after they have been treated as described. The best way of keeping them for a length of time is in dry lime.

Of the various kinds usually met with those known as "Penang" are the most esteemed. Next to these rank the Dutch, or Batavian kind, and after these the Singapore nutmegs. In the



New York State Canned Goods

Have you ever sold New York State peas? Maryland packs *some* good peas and so do certain other districts, but none equals in delicious, tender succulence the young pea of New York State. Get hold of a good brand, and you'll have a business in it in almost no time.

Olney canned goods are packed right among the growing things; they carry their fresh flavor into the can with them. The peas of this line are incomparable! Such canned goods make a grocer's reputation.

The **Olney** brand—keep that in mind.

BURT-OLNEY CANNING CO.

ONEIDA, N. Y.

Warmed Palates For Years



There's a great deal in grinding mustard. He who thinks that one ground mustard is necessarily as good as another doesn't know mustard.

Stickney & Poor's Ground Mustard has imparted a grateful and appetizing warmth to people's palates for more years than most of us have lived. There are other good mustards, but **Stickney & Poor's** is just a little smoother, just a little more pungent, just a little more delicately flavored than any other.

Stickney & Poor Spice Co.

BOSTON, MASS.

FOUNDED 1815

Dutch, or Batavian, the exterior exhibits a number of white furrows with brown projections, arising from the liming process adopted.

The female, or round nuts, are the best; they should be large, fresh, moist, heavy, of good smell, and yield oil readily when pricked and not be worm-eaten or corky.

If a quantity of nutmegs be found infested by insects they may be easily got rid of by exposing the nutmegs on sieves to the fumes of burning sulphur, in a close chamber or other suitable vessel.

—

Okra or Okro.

The unripe fruit or pods of Hibiscus esculentus, known as Bendi-Kai in Southern India, as Gombo in the French Colonies. It is called Okra in the Northern and Gumbo in the Southern States of America. The plant is a native of the West Indies, but is now cultivated throughout the tropics, Southern States of America, and around the Mediterranean. The edible portion is a tapering 5—10 angled loculicidal capsule, 4 to 10 inches long, A favorite dish is made from these young and tender pods, stewed and seasoned with salt and pepper, and served with melted butter.

Hearing over Confiscated Flour.

Miller Permitted to Give His Side in Case in Which Flour is Alleged to Have Been Misbranded.

Special correspondence of "Grocery World."

Washington, D. C.,

Jan. 30, 1908.

A hearing was had here on Tuesday last by Secretary of Agriculture Wilson and the Federal Food Board, in the case of a carload of flour which was recently seized in Ohio, on the charge of being misbranded. The hearing was held in private and decision was reserved.

The flour in question was marked as having been milled from a certain grade of spring wheat, but appeared upon analysis, so it is alleged, to contain an admixture of about 15 per cent. of some other grade of wheat and this, it was claimed, constituted a misbranding under the pure food law.

HOLT.

Two-Minute Sermons for the Retail Grocer

XXVII.—Give Competitors a Square Deal.

Our criminal law says every man is considered innocent until proved guilty.

If the laws of our country look upon every man arrested for a crime in this light, is it any more than fair that you give your competitor at least as good a deal?

The chances are that your competitor will not even demand the criminal's right to be proved guilty, but will prove his innocence of whatever charge you have to bring against him.

If every dealer would consider his competitor to be a good square sort of a fellow, until proved otherwise, and would talk things over with him, he would in nearly every instance find him ready to co-operate in every way to build up their joint community, and especially their own business.

Customers are always telling a merchant something about a competitor which proves about nine times out of ten to not be true. They feel safe in doing this because they know these merchants do not hunt each other up and explain matters. If merchants would but realize that they must work together for the good of the community, and thus add to the prosperity of all in that community, instead of each following a tearing-down policy, and trying to add to his own list of customers by taking away from the other fellow, there could be a feeling of good fellowship created which would make each one feel at liberty to call the other up over the telephone and tell him the latest story started about him, so it could at once be nailed to the cross, and the lying customer spotted out, instead of creating another bunch of hard feelings among competitors for the purpose of making trade wars in which the "lying customer" could benefit to the extent of five or ten cents, or possibly a whole quarter.

F. A. P.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—One Electric Coffee Mill, direct current, 220 volts. Must be in good condition. Ed. M. Miller, Lebanon, Pa. 6

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—A magnificent set of Grocery fixtures not yet set up, made for a merchant who cannot use them, will be sold at a great sacrifice. These fixtures are unusually handsome, particularly well-made and are all ready for setting up—an opportunity for some merchant to rejuvenate his store for a much smaller sum of money than the same class of goods could be bought under other circumstances. For further particulars address Miller & England, 70th and Woodland Ave., Philadelphia, Pa. 5

FOR SALE—A first class general store located about 10 miles from Philadelphia, in a prosperous farming section and having good trolley and train facilities. Amount of business runs from $35,000 to $40,000 yearly. This is a good paying store, as can be proven by the books. Will sell for a lump sum or at inventory. Best of reasons for selling. L. P. H., Grocery World. 5

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will no cost you a penny. J. B. McCullough, 111[t] S. Broad Street, Philadelphia. 3

FOR SALE.—In the Slate Belt. Stock and fixtures of a general store. Stock $5,000. Frame store, building 30 x 76, heated by steam. Brick house with 8 rooms, good barn and other out-buildings, large yard and 10 lots. Best of reasons for selling. Sales $12,000 to $18,000. Address X Grocery World. 5

FOR SALE—Controlling interest (carrying good salary) in a good Department Store Co., incorporated. Business started in 1894 incorporated in 1907. A fine opening for a young man, present owner wishes to retire. Address D. S. Co., Grocery World. 5

FOR SALE—General Merchandise, one of the best stands in Northern Pennsylvania, established 50 years. Stock $2,500. No old stock. Sales $20,000 No competition worth mentioning. Postoffice in same building. Pays over $300. Will rent or sell buildings. Failing health cause for selling. Call or address, P. M , Grocery World. 5

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at involce prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at Inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,000. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 322.—In Wissahickon, Philadelphia. Store 16x25 feet. Does $500 weekly, all cash. Stock $1,000. Nets actual 14 per cent. profit. Low fixed charges. Sickness cause of selling. Price inventory. No team, but business could be greatly increased by using one.

No. 323.—In a good section of South Philadelphia, store 18x30. Does $300 weekly, all cash. Does large tea and coffee business, which increases net profits on whole business to 15 per cent. Stock carried $500. Push cart delivery. Fixed charges low. Owner cannot get reliable manager. Price inventory. Good little dwelling connected.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 327.—On outskirts of Philadelphia grocery, ice cream and confectionery. Only store of kind in place. Store 20x35 feet. Does $350 to $400, two-thirds cash. Good house connected. Second story used for ice cream and restaurant. Stock $600 to $700. Net profits 10 per cent. Fixed charges low and business profitable, but owner cannot attend personally and cannot get satisfactory manager. Price inventory.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent.

This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 331.—In North Philadelphia, good neighborhood. Size of store 20x50 feet. Yearly business $30,000, balance weekly and monthly. Stock $1,500; clear net profits 10 per cent. Uses one team, hiring the horse. Good dwelling connected. Owner's wife ill and must take her to California. Price inventory. This store has been established 40 years.

No. 332.—In West Philadelphia. Size 20x30. Does $350 weekly, two-thirds cash. Stock $500 to $600. Nets 15 per cent. above everything. Dwelling connected. Team if wanted. Owner has not sufficient time owing to other business. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 337.—In Germantown, on main business street. Store 30x40 feet. Does $600 weekly, half cash, balance mostly weekly. No dwelling. Stock $1,500. Uses two teams. Net profits 10 per cent. Owner going on farm, and will sell at inventory. Some of the fixtures belong to the real estate and are rented with it. Easy terms to good buyer. This store has been established for 15 years.

No. 340.—In West Philadelphia. Groceries, meats and provisions. Size 24x60 feet. Does $45,000 yearly. Three-fourths cash. Stock carried, $2,500. Uses two teams. Actual net profit, 12 per cent. Reason for selling, ill-health. Established 21 years. Price inventory. Fixtures will run about $1,500. Amount required, around $3,800. No dwelling.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No 342—In North Philadelphia. Groceries. Size 16x25 feet. Does $100 weekly, nearly all cash. Stock $600. No team. Business now profitable. Owner wants to leave city. Price, around $600 to $700. Dwelling.

No. 344.—In West Philadelphia. Groceries, meats and provisions. Size 15x27 feet. Does $500 to $600 per week. All cash. Stock only $500, as business handles large amount of meats. Clean net profit 10 per cent. Best reasons for selling. Price inventory. Will need about $1,400, but can be reduced by not taking cash register. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

AN UNUSUAL BUSINESS

We offer now a wonderfully profitable business in meats, poultry, butter and eggs. Located near Philadelphia. Does $1800 weekly, 65 per cent. cash. Average stock is only $1000 as it is turned very rapidly. Uses two teams. Nets clean profits of 12½ per cent. Real estate if wanted. Owner started this business thirty-three years ago and wants to retire. Does some small manufacturing, such as sausage and has fully equipped plant. Price complete, which is simply inventory, is about $7000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONLY STORE IN THE PLACE.

We offer the only grocery store in a high-grade Philadelphia Suburb. Under restrictions no other store can be built there. The owner has another business to which he wishes to devote his entire time, and will sell the place at inventory, asking nothing for good will, though the business is unusually valuable. Store 16x50 feet, with two storerooms, does $33,000 yearly, all gilt-edged. Stock about $2,000; uses three teams. Dwelling connected. Actual net profits 8 per cent. The business is open to the very deepest investigation. Teams and fixtures will inventory around $1000 to $1200, and the stock around $2000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WILL EXCHANGE FOR TRUCK FARM

Grocery located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory, Owner will sell for cash or exchange for good city property or truck farm within 15 miles of Philadelphia. The store will run about $3,500; if property exchanged is worth more will pay the difference in cash.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

MISCELLANEOUS.

AN EXPERT HUSTLING TRAVELLER who will make a two months' journey across Canada from coast to coast, beginning of February, calling on the produce, meat and provision trades, wants to represent one more concern. Terms $10.00 weekly contribution to expenses and good commission. Address Mr. Morton, 121 Church Street, Toronto, Canada. 5

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

FOR RENT.

FOR RENT—Large General Store (owned by the undersigned estate) in Quarryville, Lancaster County. Pa. This Borough has a population of about 800. Is the terminus of two steam railroads, a trolley line and two new state turnpikes. It is the only town of any considerable size in the ten lower townships of Lancaster County, and commands a large proportion of their patronage. It has two banks, and does more business in a week than most towns of its size in a month. In fact, during the year of 1907, it is carefully estimated to have exceeded $800,000, not including the money paid out in the borough for tobacco which will amount to about $150,000 yearly. The borough has, besides this store, one large general store, carrying every line, and one smaller general store, one small grocery and a large hardware store. This store has enjoyed a large patronage for half a century. The location is the best in the borough, and in the midst of the town's business activity, within 200 feet of the depot of the Lancaster & Quarryville Railroad, the Lancaster, Oxford & Southern Railroad, the freight station and the terminus of the trolley line. The building is large, well-lighted, and is undergoing repairs; it has a fine cellar. It will be rented on good terms. The opportunity for an energetic man to establish a fine business in one of the best towns of its size is here afforded. A renter will not be handicapped with a stock of old goods, as the building is entirely empty and ready for immediate occupancy. For any further information address George W. Hensel's Estate, Quarryville, Lancaster Co., Pa. tf

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL



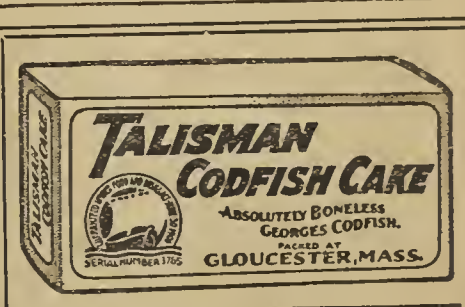
A BAD HITTER

His Bunches and Bruises can be removed quickly without stopping work with

ABSORBINE

This remedy cures Lameness, kills Pain, removes any Soft Bunch without blistering or removing the hair, and pleasant to use. $2.00 per bottle, delivered, or at dealers. Absorbine, Jr., for mankind, $1.00 bottle. Allays inflammation rapidly. Cures strains.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.



CODFISH CAKE PACKAGES

Talisman Brand, made of the same medium sized tender Georges Codfish that goes into **Talisman** glass jars. A practical labor-saving package that has sold everywhere we introduced it.

Wrapped in waxed paper and in a heavy, handsomely lithographed varnished wrapper. We put them in a hinged-cover display box which helps to make a handsome display.

Take the word of experience—**Talisman Codfish Cake** will sell to your trade. Us direct, or nearest Swift branch.

SWIFT & COMPANY
Gloucester, Massachusetts

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on prices ruling Monday, February 3d. Terms, net 10 days. First orders must be accompanied by references.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag	$3.25 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.25
Fancy Brights, 150-176 size, per box	2.25
Fancy Brights, 200-216 size, per box	2.00
Fancy Brights, 250 size, per box	2.00

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	2.75
Fancy quality, 126 to box	2.50
Fancy quality, 150-176 to box	2.50
Fancy quality, 200-216 to box	2.50
Fancy quality, 250-288 to box	2.35
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.40
Extra choice, 150-176 to box	2.50
Extra choice, 200-216 to box	2.40
Extra choice, 200-250 to box	2.35

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.25 to $3.50
Fancy quality, 360 to box	3.50
Fancy quality, extra large, 270 to box	3.25
Choice quality, 240 and 270 to box	2.75 to 3.00
Choice quality, 300 to box	3.00
Choice quality, 360 to box	3.25

MESSINA LEMONS.

Fancy Messina, 360 size, per box	$3.00
Choice Messina, 300 size, per box	3.00
Choice Messina, 360 size, per box	3.75

ALMERIA GRAPES.

Fine quality, kegs, 61 lbs.	4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good quality, kegs, 62 lbs.	3.50
Good quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds	.08

NEW CROP TURKEY FIGS.

Extra fancy quality, 10 to 12-pound boxes, per pound	.10
Extra fancy quality, 4-crown, 10 to 12-pound boxes, per pound	.09
Extra fancy quality, 3-crown, 10 to 12-pound boxes, per pound	.08
Fancy quality glove boxes weighing about 14 ounces, per box	.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$5.00 to $6.00
Choice Prime, per barrel	
Fancy Medium, per barrel	4.00
Choice Medium, per barrel	2.00 to 2.50

CRANBERRIES.

Cape Cod, fancy, large	$8.00
Cape Cod, Early Black, per bbl.	6.50
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.25
Fancy Jersey, medium dark	2.00

Do You Know How They Got Rich?

A great many Italians who have started little fruit stands on corners have gotten rich. Do you know how they have done it? They made it a point, small as they were when they commenced, to buy the finest fruit in the market, because they knew the people would buy it regardless of price.

There isn't a grocer in the land who can't make his fruit and vegetables his best paying department. All that is necessary is to get the right goods, at the right prices, at the right place. Anybody who is posted will tell you that the place to go is

R. A. DAETWYLER & CO., NEW MARKET and CALLOWHILL STS. PHILADELPHIA

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.95
Standard Shoepeg, 2 lb., 2 doz	.90
Standard, 2 lb., 2 doz	.80
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1 45
Belle Brand, 2 doz	1.00
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	1.00
Gallons	
String Beans—	
2 lb., 2 doz	.85
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.10
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz	2.95
Fair Quality, 3s	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	6.00
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1 25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	10½
Evaporated, 1 lb. packages, 4 doz	.11
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.13
Best, 25 lbs	.15
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	.08½
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb ....per doz.	
New Prunes—	
30- 40, 25 lbs	.09
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.08
60- 70, 25 lbs	.07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06¼
100-120, 50 lbs	.04½
Raisins—	
3 Crown, 50 lbs	.08¾
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ....per box	1.85
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	.10
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.03¾
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.23
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2 25
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¼
Imported Lima Beans, about 90 lbs. to sack	.06¼
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.42
Kingsland, N. O	.33
Julian F. Bradshaw's Molasses, No. 44	.29
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.35
Hires' Silver, 4 doz	4.65
Square, 4 doz	3.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.60
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	2.75
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	100	4.00
Ark	100	2.20
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.55
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.50
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dbtcn Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen	per case, 2.90
Quarts, 2 dozen	per case, 2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen	per case, 1.95
Tins, 2½-lb., 2 dozen	per case, 2.30
Tins, 8-lb., 2 dozen	per case, 2.50
Tins, 5-lb., 1 dozen	per case, 2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	38.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 450	22.00
Norway, count 400@450	24.00
Norway, count 300@350	27.50
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
	Per lb.
Codfish—	
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.19
Bloaters, Cromarty, 100s	1.50

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Conchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16¼
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12¼

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleacned	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.25@.35
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

	Per doz.
Asparagus—	
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2½s	3.20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2.40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2.75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb.
Seeded Raisins—	
Fancy, 1-lb. cartons	.11
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	
2½-in., 12 lbs	.10¼
2¼-in., 12 lbs	.09½
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.10½
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¼
Natural, choice	.07¾
Citron—	
According to quality	.19@.22
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05½
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.15
30x40, choice	.10½
40x50, choice	.08¾
50x60, choice	.07¾
60x70, choice	.07¼
70x80, choice	.06¾
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in cartons—	
Fancy 40x 50	.11½
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs	.10½
Choice, 1-lb. cartons	.12½
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.15½
Extra Choice Muir	.14½
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.26
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40 @.46
Valencia, 28 lbs	.33 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 180 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10 @.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ½s, accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Butter	7
Eggs	27
Dressed Turkeys	45
Dressed Squabs	45

DECLINES.

	Column.
Dried Peaches	35

ADDITIONS.

Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	22
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	59
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	59
Tapioca	31
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge, XXXX	5.15
" Powdered	5.15
" Crown A	5.35
" Crystal A	5.00
" Coarse Granulated	5.25
Eagle Tablets	6.30
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.25
Powdered	5.10
Extra Fine Granulated	5. 0
Coarse Granulated	5.10
Granulated	5.00
Fine Granulated	5.00
" in 50-lb. bags packed 2 in 100-lb. bag	5.05
" in 25-lb. bags packed 4 in 100-lb. bag	5.05
" in 10-lb. bags packed 10 in 100-lb. bag	5.15
" in 5-lb. bags packed in bbls	5.20
" in 5-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. bags packed in bbls	5.30
" in 2-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. cartons in cases	5.20
" in 2-lb. paper packages in cases	5.20
Confectioners' A	4.80
1—Keystone A	4.75
2—American A	4.70
3—Centennial A	4.65
4—California A	4.60
5—Franklin B	4.55
6—Keystone B	4.50
7—American B	4.45
8—Centennial B	4.40
9—California B	4.35
10—Franklin Extra C	4.30
11—Keystone Extra C	4.25
12—American Extra C	4.20
13—Centennial Extra C	4.15
14—California Extra C	4.15
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	17 @ 38
CEYLON—Common to Fine	17 @ 40
ENGLISH BREAKFAST—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea ..... .50

Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas 40

Per lb.

Tetley's Tea—

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins, per lb.

India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50

Sun-Flower, 10c. sample size, 36 in carton, all three grades ..... per doz. .90

Per lb.

Caricol Blend, Martindale & Co.:—

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels	per lb. net	.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20
¼ lb. silver bags	" "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz. per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass. 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purity Brand 5 " ½ " "	6.00
" 1 " 1 " "	1.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Brown's, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, frictlon polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08½
" Choice	@.08
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracalbo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ⅛ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.10½
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracalbo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Arlosa	15¼	15 35/60
Lion	13⅜	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins	.26
Salndo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quexal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35

Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05⅞
" English Gronnd, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB. bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.50
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	34
" First, "	.33
" Second, "	.32
" Third, "	.29
" Imitation, 30-60 lbs	.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	35
Ladles, 30-60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 80-50-lb. bxs.	.39
B. B., E. D. brands, 80-50-lb. boxes	38
J. J., C. V., Gilt Edge, Gold Medal, 80-50-lb. boxes	.37
Sheaf ("400") Elgin, 80-50-lb. boxes	.36
Sheaf	.30-.35
B. S. Gilt Edge, cartons	40
Gurnse, pounds or half pounds	.37
Belle Spring	.34

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅞
" 16's, "	.11⅞
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	09¼
Peerless " " "	.10¼
Bright Light, " " per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.20
Mason's, quarts, per gross	4.45
Mason's, half-gallons, per gross	6.20

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Jelly Tumblers—	
Barrels, 22 doz., per doz.	.16½

(No charge for barrels.)

Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.70
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	.45
" medium, 1 doz. cartons, "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage, "	.25
" Thyme, "	.25
" Savory, "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz., per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz., per doz.	.90
¼-lb. square cans, 2 doz. "	.80

CANNED GOODS

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1 25
Frying, Good Luck Brand	1.15
DuBois' Frying	1.12½
Jersey King, No. 3, Standard Jersey	1.00
Blue Hen Chickens, No. 3	.95
Silver Lake, fancy, Jersey	1.10
Alta, No. 2	.70
Plantation, No. 10, 1 doz	2.85
Bull Dog, No. 2	.67½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1 05
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Mikado, Penna., fancy	1.00

What's in a Name? Lots!

Take "Caricol," for instance—when applied to "Tea" it stands for a blend of which tons have been sold, because it has the peculiar faculty of pleasing almost everybody—and last, but not least, you can make 160 per cent. profit on it, and satisfy your customers that the price isn't too high.

Thomas Martindale & Co., Philadelphia, Pa.



PEANUTS—FIVE A BAG

Everywhere you go you hear that cry. Don't you think you should have some of the trade that the peddler has? If you knew that with an

Acme Peanut Roaster

you could clear 300 per cent., would you not put one in when you learn that any boy can run it, and that there's nothing to get out of order, and that it will pay for itself in one month's time? We think you will, and we will be pleased to furnish further particulars and prices on request.

ATSATT BROS.
24 Pearl St., Mattapoisett, Mass

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY



What's the Difference?

The answer—"the bottom is as good as the top." You know what this means in Evaporated Apples. It means that your customers will **keep buying** that kind, and **we** know **you** will keep buying that kind to supply your customers. **APELPI** on a package of evaporated apples is a positive guarantee that the fruit is the finest that can be had, and its preparation can't be excelled.

BOWN BROTHERS
Despatch, New York
H. COWAN & SON Distributers
28 So. Front Street Philadelphia, Pa.

—9—

Boyer's, 2s	.82½
Acorn, 3s	1.05
Acorn, No. 2	.77½
Safe, No. 2	.60
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	1.05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.47½
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.52½
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.65
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.92½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.85
Shoe Peg, Osborn's	.75
Mark, crushed	.72½
Rex, No. 2, Fancy Whole Grain	.70
Vanity, No. 2, Whole Grain	.67½
Royal Exchange, Whole Grain	.65

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Peas—	
French, very fine, 100 cans	14.50
French, fine, 100 cans	12.00
French, medium, 100 cans	11 00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	1.02½
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.57½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.00
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	4.00
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.55
Silver Lake, No. 10, 1 doz	2.35
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.40
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2 65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2 30
Thistle, No 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½

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Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1 90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	3.40
Keystone, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries	
Loggies, No. 2	1 50
Loggies, No. 10	6.85
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	2.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.30
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.55
Pride of Rochester, fancy, preserved, No 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.90
Defence, No. 2	2.10
Pineapple—	
Phonograph, sliced, No. 2	1.05
Acorn, grated, No. 2	2 00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Orange Grove, E. & C., No. 2	1.50
Singapore Chunks, No. 1½, 4 doz	1.10
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.05
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singaporo Pineapple, extra preserved.	
Tan Chop Hln, ⅜-lb. chunks per doz.	.80
" 1 " " "	.87½
" 1⅛ " " "	1.17½
" 1¼ " sliced "	1.35
" 1½ " grated "	1.35
" 2½ " whole "	1.85
Packed in their own juice :—	
1⅛-lb. chunks, extra heavy syrup...per doz.	1.40
1¼ " sliced "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 12½
Star, No. 1, 4 doz	1 05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2 20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2 50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 2, 2 doz	2.45
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	1.02½
Boyer's, No. 2, 2 doz	1.90
M. & B., No. 1, 2 doz	.95
Stewart's, No. 2, 2 doz	1.95
Stewart's, No. 1, 2 doz	.95
Victory, No. 1, 2 doz	.97½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	82½
Salmon—	
Gibralter, Sockeye, No. 1, tall	1 90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat	2.15
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

It Made No Difference to Us

No gelatine sold in this country was less affected by the Federal Food Law than **Chalmers'.**

Our brands complied with the legal standard even before there was one. How could they help it? They were simply unsophisticated gelatine, made of pure unadulterated calves' stock and spring water. There was nothing to change about them, nothing to alter in any way.

We take a just pride in the fact that while the Federal Food Law caused some manufacturers to completely transform their business, it made no more difference to us than if it had never been passed.

Two styles—granulated and shredded.

James Chalmers' Sons

Williamsville, N. Y.

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17 00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	17.00
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ⅛s, boneless	17.50
¼s, Aurora, smoked	8.00
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.40
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Booth's, 50 cans	
¼s, Continental, key, 48 cans	2.50
¼s, Blancbville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.30
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No. 14, ⅛ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ¼, 2 doz	1.45
Glass, No. 1, 2 doz	2.45
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.82½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.75

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.67½
Beechnut Bacon, No. ½, glass jars	1.60
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.20
Kingan's, No. 2, 1 doz	2.20

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ⅛ doz	5.00
Schimmel's, assorted 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Taploca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08¾
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09¾
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.90
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate	per jug .85



WHERE the GLASS JAR COMES IN

The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.

Which Wins?

Consider these two grocers—

One is told he can make an unusual profit on a new Laundry Soap, through some free deal or other, and he buys the Soap and starts in to make it, 'though there's no demand.

By working like a slave he induces ten people in a week to buy it.

The other sticks to ***Babbitt's Best Soap,*** which has been standard for years, and for which there *is* a demand. Without any work at all he sells fifty cakes a week at a profit a trifle less than that promised on the new brand, 'though perfectly fair and satisfactory.

Which wins?

Made by

B. T. BABBITT
NEW YORK

—17—

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.32
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs.	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.33
" ¼-lb. " "	.34
Premium Chocolate, ½s, 12 lbs	.31
" ¼s, 12 lbs	.31½
Best Sweet Chocolate, ¼s	.20
Best Sweet Chocolate, 1-5s	.20
Hershey's—	
Milk, ½s, 6 lb., per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb.	.43
" " ¼s, 6 lb.	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb.	.45
Queen, 4 to lb.	.42
Sweet Vanilla, 4 to lb.	.28
" 8 to lb.	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 dos. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.37
" ½-lb. tins, 6-lb. boxes, per lb.	.36
Wilbur's Chocolate—	
Premium, ½s, 12-lb., per lb.	.30
Sweet Clover, ½s, 6-lb., per box.	1.65

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30
Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ¼-lb. size, per lb.	.40
" " ½-lb. " "	.41
" Baking Chocolate, ½-lb size	.27
" " " ¼-lb. "	.29
" Milk Chocolate, 6-lb. box, per box	1.65
" Vanilla, Sweet, 6-lb. " "	1.65
Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Chocolate:—	
No. 61—½ lb. slse, croquettes, per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets "	.48
No. 64—¼ lb. " " " "	.48
No. 93—½ lb. " " " "	.48
No. 66—⅛ lb. " " " "	.50
No. 67—1/16 lb. " " " "	.50
No. 68—1/32 lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	
" Premium, ½s, 12 lb. "	
" " ½s, 12 lb. "	
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags, per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz.	6.25
Eagle, 2 doz.	3.15
Challenge, 4 doz.	4.20
Defiance, 4 doz.	4.30
Magnolia, 4 doz.	4.80
Rose, 4 doz.	4.60
Dime, 4 doz.	3.90
Winner, 4 doz.	4.60
Baby, 1 doz., glass	1.90
Red Cross	4.50
Peninsular	4.60
Dr. Hand's, 2 dos.	3.10
Leader	4.30
Banner, 4 doz.	4.50
Star, 4 dos.	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz.	3 60
Peerless, 5c. size, 4 doz.	2.10
Yacht, family	3 50
St. Charles, family size, 4 dos.	3 75
St. Charles, hotel size, 2 dos.	3.95
Silver Cow, 5c. size, 6 dos.	3.25
Pet, 10-c. size, 4 doz., per case	3.45
Pet, 5-c. size, 6 doz., per case	3.00
Van Camps, 6 dos., small	2.90
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

Per case.



Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

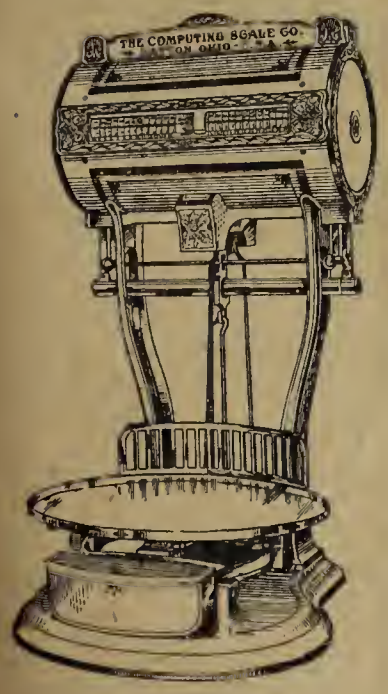
(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

Our Scales Stand the Test



The new low platform No. 140 DAYTON Scale

The State of Massachusetts recently passed a new Law defining the duties of the Sealer of Weights and Measures, in connection with the computing devices used on computing scales.

Our modern up-to-date computing scales meet every requirement of the law and test out with greater exactness than any other known style or make.

Greater than this, however, is the test of service between merchant and customer. Merchants use them for the protection of profit and the saving of time. Customers trade where they are used because they know they are sure of a square deal.

Moneyweight Scales are an absolute necessity to the economical and successful retailing of meats and groceries. We build them on all the known principles of scale construction adaptable to all kinds of merchandising.

The increased confidence of the merchants of Massachusetts in our computing scales is shown by the enormous increase in sales since the law went into effect. We are strong advocates of laws which will give the greatest protection to both merchant and customer.

For those who are now using old Dayton Scales or computing scales of other make, and wish to bring their equipment up-to-date, we have a very attractive exchange proposition which will be sent on request.

Do not wait for our agent to call on you, but send for him.

DELAY IS EXPENSIVE.

Date.....

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME.....

STREET and NO.....

TOWN.....

STATE.....

Moneyweight Scale Co.

47 State Street, Chicago

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

LOCAL SALES OFFICES

Boston, 161 Congress St. New York, 11 E. 14th St. Philadelphia, 1651 N. 8th St.

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COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ⅛ lbs.	.23½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ⅛s and 1/16s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Wafer		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
S. Itines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1 00
Milk Lunch	1.00
Our Ginger Snaps	50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

—23—

Wein Senf, in bbls. per gal.	
" 1 gallon stone jars per jar	.75
" 5 gallon kegs per keg	2.50
Prepared Mustard, in bbls. per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
loaf,	.26½
Sap Sago, 3 to a lb. cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs. loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin...per lb.	.26
" 1-lb tins...per case	3.25
Camembert, in wood boxes...per doz. 2.75-2.85	
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1 loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.19
Limburger Cheese, No. 1 box, 18; ½ box, 18; less	.19
Muenster Cheese...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box...per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size..per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box...per box	1.05
Star Cream, or Phila., 12 " "	2.20
Miniature Cream, or Phila., 12 " "	1.10
Hand Cheese, 8 doz. "	1.35
" 4 " "	.70
" 4 " Thuringer "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)...per lb.	.48
Wiener Wurstel, 16 in tin...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's)...per lb.	.48
Imported Frankfurters...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size...per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short...per lb.	.24
" " long "	
" Mortadella, Dry...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .18½; less	.20
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .17; less	.19
" Cervelat, Crescent, 50 and 100-lb. boxes, .14½; less	.16
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .21; less	.23
" Salami (E), 50 and 100-lb. boxes, .18½; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .15½; less	.17
" Tongue Sausage...per lb.	.18
" Smoked Braunschweiger Liver Sausage...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz	.90
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	.90
" Lebanon Beef Bologna...per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.24
Smoked Thuringer Bintwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins...per doz.	1.65
Pickled Meats, in glass "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

The Tender Kernels of Fancy Corn

THE CORN WITHOUT HULLS



The Pressing & Orr Company
Norwalk, O.

This introduces to you our **WINORR** Brand of Canned Corn. In one vital respect it is wholly different from every other brand on the market.

The difference is in the fact that **WINORR** Corn has no hulls. We use in our canning a device that extracts the meat of the corn, and throws out the tough hulls. Result—a dream of tender corn kernels that your customers will go wild over.

A novelty like this gives a lot of help in selling a new thing.

We also pack canned Sauer Kraut, dry Mince Meat in cartons, and a Salad Dressing which is quite the fanciest thing on the market.



What You Want is Uniformity

When we launched **Gurnse** fancy print butter on the market we realized that the quality which the grocer most needed in butter was uniformity.

Gurnse never varies. It comes from our own dairies and so is under our supervision from the very beginning. From the churn to the carton it is relentlessly inspected, and when it finally passes the inspection of the Philadelphia Produce Exchange it can be accepted for as near perfect as butter can be.

Wrapped in brine-dipped wrapper.

P. F. BROWN & CO.

39 South Front Street, Philadelphia, Pa.

—25—

eel Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
amb tongues, in glass	"	1.60

IOLLAND AND SCOTLAND HERRINGS.

	Kegs or Palls.
Iolland Herring, mixed, "Y. M." ⅛bbl.	5.50 60–75
" milkers, " ⅛ bbl.	6.50 75–85
" mixed, Standard, bbl.	
⅛ bbl.	5.50–6.50
Iolland Herring, milkers, Standard, bbl.	
⅛ bbl.	
cotland Herring. mixed, large fulls, bbl.	
⅛ bbl. 8.00	
" milkers, large fulls, bbl.	
⅛ bbl. 8.00	
Iarinirte Herring, Imported, about 40 in pail.	2.25
Roll Herring, Imported, about 25 in pail	1.00
piced Herring, Imported, about 40 in pail.	1.00
Norway Stockfish, dry per lb.	15
Matjes Herring per pail	

BISMARCK HERRING.

Pint size, round tins, with key per tin		.20
Quart " " " "		.35
Qt. " " " "		.55
Qt. " " " "		2.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand) per keg		.75
" 5-lb. pails per pail		.55
" 10-lb. pails "		1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg per keg		2.75
Russian Sardines, in glass jars per doz.		2.25

NORWAY ANCHOVIES.

Original Package per ⅛ bbl.		5.50
Repacked in 5-lb. pail per pail		.60
" in 10-lb. pail "		1.10
" in 5-gal. kegs per keg		2.75
" in ¼-lb. flat tins per doz.		.95
" in ½-lb. tall tins "		1.50
" in 1-lb. tall tins "		2.00
Fancy Kegs—1½ keg, .80; ⅛ keg, .42; ¼ keg, .32; ½ keg		.20

SALT SARDELLEN.

Original Package, 1902 per anker		16.00
Repacked—kegs, about 8 lbs. per keg		3.25
" pint jars per doz.		6.00
" large tumblers "		2.25
" small tumblers "		1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.			19.50
½ " "	10.50	¼ " "			10.50
¼ " "	5.50	⅛ " "			5.50
⅛ " "	2.75	1 oz " "			2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2. 40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse) per lb.		.18
Spitzkngeln "		.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg. per bundle		.30
Basler Lebkuchen, No. 1, 6 " "	"	.50
" " No. 2, 6 " "	"	.75
" " No. 3, 6 " "	"	1.00
Amandines, 9-lb. tins per tin		5.25
" small tins "		.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.50
Green Kern per lb.		.10½
Potato Flour "		.08
German Dried Pears "		.14
Dried Mushrooms "		.60–.100
Juniper Berries "		.08
St. John's Bread "		.05
Bay Leaves "		.06–.08

COTTOLENE.

30 2-lb. tins per case		6.50
15 4-lb. " "	"	6.50
6 10-lb. " "	"	6.50

Freight prepaid on two-case lots.

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EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	28
Western	26– 27
Storage	22–.23

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15½
New York, Full Cream, new, 1st's, 40-lb. bxs.	14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.10

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb		.27
Anchovies, in oil, ⅓ bottles		4.50
" " ¼ "		3.25
Anchovy Paste, fancy, per doz		4.75
" plain, per doz		3.75
Boullion, Burnham, pints, 2 doz. in case		3.75
" " ½ pints, 2 doz. in case		2.00
Capers, Nonpariel, ¼ gallon kegs		1.50
" " Quart, glass per doz.		7.00
" " bottled, ½ size... per doz.		2.35
" " " ½ " "		1.90
" " " ¼ " "		1.15
Canton Ginger, large pots, cases 6 jars, per case		4.65
" med. " " 12 " "		5.00
" small " " 24 " "		4.75
Cherries in Maraschino, in glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.		.90
" " 3 lb., 2 dz. case		2.20
Currie Powder, pints, per doz		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ⅛'s		2.85
" ¼'s		5.50
" ½'s		10.50
" 1's		20.00
French Peas, Extra Fins, per case		18.00
" Fins, per case		16.00
" Moyen's, per case		13.00
Kippered Herring, 6 doz. in case per doz.		1.60
Hill's Irish Oatmeal, 14-lb. tins, 10 per case		12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.		.19
" " Dinner Biscuits, per lb.		.29
" " Breakfast Biscuits, per lb.		.32
(Packed 7 lbs. and 5 lbs. in a can.)		
Red Pepper, Ring, pints, per doz		1.25
" " ½ pints, per doz		.60
Salt, in 4-doz. stone jars		1.75
Morris' Extract of Beef, 4 oz., per doz		6.50
" " " 2 oz., "		3.55
Armour's Beef Extract, 2 oz., "		4.45
" " " 4 oz., "		8.20
Anker's Extract of Beef, 120 vials		4.00
" " " 4 oz. per doz.		4.00
" " " 8 oz "		7.25
" " " 16 oz "		13.50
Theodore Marquet Mushrooms:—		
First Choice		28.00
Choice, 100 tins per case		26.00
Extra, " "		
Hotel, " "		24.00

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Truffles, ⅛ per tin,		.30
" ⅙ "		.55
" ¼ "		1.15
" ½ "		2.25
Shrimps, Pickled, small size		1.00
Dunbar's Shrimps, 2 doz., per doz		2.25
" Figs in Cordial, 1 doz., per doz		5.00
Bishop's Figs in Cordial, 1 doz., per doz		6.50
Crystallized Ginger, 1-lb. tins, per doz		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz		3.60
Victor Rose Water, per doz		2.25
" Peach Water, per doz		2.25
Pitted Olives, per doz		5.25

FLOUR.

	Per Bbl
King Midas	6.70
Gold Medal	6.45
Millbourne	6.25
On Top	6.60
Ceresota	6 40
Pillsbury's Best	6.45
Taylor's Fancy	5.50
Semper Idem	4.80
Pride of the West	5.25
Sunbeam	5.15
Quaker City	6.05

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages		2.85
Franklin Pancake, 30 2s		3.50
Uncle Jerry's Pancake, 40 packages		2.50
Hecker's Buckwheat, 32 3s	per case	4.10
Hecker's Buckwheat, 64 1½s	per case	4.60
Hecker's Flapjack Flour, 24 packages		1.90
Hecker's Superlative, 32 packages		4.32
Log Cabin Pan Cake Flour, 36 2s		3.25
Ralston's Purina Pancake Flour, 36 2s		3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schlimmel's, 10- oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.95

You Cannot Afford to be Without It!

No up-to-date grocer can afford to allow his competitor obtain the business that should and would come to him if he stocked

Buchan's Toilet Soaps

Number "363" is known throughout this entire country as a symbol of soap purity, because it was the first, and we belive the only serial number given to a soap firm by the United States Government.

Buchan's Toilet Soaps contain phenol absolut, the greatest antiseptic known. That is why they are the cleanest and purest soaps made.

Let us show you how to make big profits.

Buchan's Soaps Corporation

FLATIRON BUILDING, NEW YORK CITY

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

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FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2.00
" " table, 100 lbs	1.95
Western yellow, granulated, 100 lbs	1.60
Western white, granulated, 100 lbs	1.65
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05¾
Marrows, Fancy N. Y. State, grain bags bush	2.30
Medium, Fancy N. Y. State, grain bags, bu.	2.32½
Pea, fancy, N. Y. State, grain bags, bushel	2.27½
Pea, fancy, Michigan, grain bags, bushel	2.35
Red Kidneys "	2.00
Peas—	
Green, per bushel	2.00
Scotch "	2.25
Split, yellow "	2.05
" green "	
Lentils—	
110-lb. bags, per lb.	.06¼
Less quantity "	.06¾
Shaker Corn—	
Fancy, barrels, per lb.	.06¼
Less quantity "	.06¾
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.65
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100 lb. bags	1.65
Western Grits, 100 lb. bags	1.65
Barley—	
OO	.07
No. 3, 100-lb. bags	4.00
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	7.75
" " kegs 100 lbs., per keg	4.00
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	3.10

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H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.65
Quaker, 10 large size	2.20
Rolled Oats—	
Avena, per bbl., 180 lbs	6.75
Avena, per keg, 90 lbs	3.65
Standard, 180-lb. bbls	6.65
" 90-lb. bags	3.20
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04⅝
" " less quantity "	.05¼
" Pearl, 210 lbs "	.03⅞
" " less quantity "	.04⅛

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.65
Cook's Malto Rice, 36 2-lb. packages	4.20
Cerealine Flakes, 36 packages	2.70
Force Food, 36 packages	3.65
Mapl Flake, 36 "	3.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.80
Presto, 36 packages	3.35
Quaker Puffed Rice, 36 packages	2.70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.12½
Zest, 24 packages, 15 cent size	1.80
Zest, 20 packages, 25 cent size	3.90

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HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated "	1.07½
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Donbie Refined, 36 10c. pkgs, per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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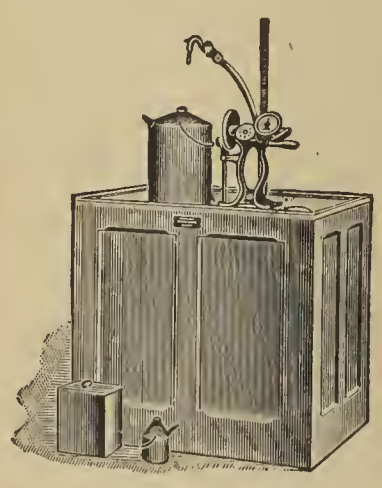
MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05½
" Elbows, " "	.05½
" Marcaroni, long, "	05½
" " square "	.06¼
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	80.00
Tea Caddies, round front, No. 2 per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

It's the Cleanest Store in Town



The grocer whose customers say this of his place has accomplished something which will cause those who deal with him to forgive much. They will even pay him higher prices without grumbling just because the cleanliness of his place leads them to believe his goods are worth paying more for.

The grocer's dirtiest job is filling orders for oil and gasoline. He can't turn a faucet on or off, fill a measure and empty it into a receptacle without taking the odor to his counter. With our up-to-date tanks he touches nothing but a clean lever, the receptacle is filled automatically. A clean, sanitary, safe and economical way to handle a dirty job. Our booklet on this subject is an education in itself, would you like to read it?

Boyer, Radford & Gordon Tank and Pump Co.
DAYTON, OHIO

The GREAT Ramly

Is the one spelled R-A-M-L-Y, the finest Turkish cigarette ever made to sell for 10 cents. So good, other cigarettes are made to look like it, so they will sell on the Ramly's reputation.

If you want to give your customers an ideal smoke, sell them the Ramly. You won't have to tell them about it the second time—they'll *ask* for it.

Mentor Cigarette Company
404 Atlantic Avenue
Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street
BOSTON, MASS.

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Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Butchers', without weights, No. 0	
" " " " 1	
" " " " 2	
" " " " 3	

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.		.90
Tins, Keyed (Jewel) 2 doz. in case..	"	.90
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6.50	1.45	1.21
Ex. Bloaters, xxx.....	42.00	21.60	10.95	2.35	2.03
Ex. Bloaters, xx.....	40 00	20.60	10.45	2.2,	1.95
Fancy Shore, No. 1...	38.00	19.60	10.00	2.15	1.77
Med. Shore, No. 1 ...	27.00	14.10	7.25	1 60	1.33
Large Irish, No. 2.....	24 00	12.60	6.50	1.45	1.21
Extra Irish, No. 2.....	23.00	12.10	6.25	1.40	1.17
Medium Irish, No. 2..	22.50	11.85	6.c8	1.38	1.15
Small Irish, No. 2.....	22.co	11.60	6.00	1.35	1.13
Irish, No. 3.....					
Large, No. 3 ..... Herring.	20.00	10.60	5.50	1.25	1.05
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2..	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish.....	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess.....	13 00	7 10	3 75	.90	.77
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.c4½

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring ...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.15
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.85
" " 100s ... "	1.50

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.10½
Fancy N. Y. State, 48 1 lb	.10¾
Choice N. Y. State, 50-lb. boxes	.09¼
Penn ¼s, 60-lb. bags	.07
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Standard Royals, 25 lbs	.19
Cherries—	
California, unpitted, Black 25 lbs	.16
California, pitted, Black, 25 lbs	.25
Currants—	
Gold Medal, recleaned, 36 1s	.08⅜
Gold Medal, loose, 25 lbs	.08⅛
Private Growth, extra, cleaned, 36 lbs	.08
" cleaned, 30 lbs. bulk	.07¾
Peaches—	
Extra Fancy, pared, 25 lbs	.25
Extra Fancy Muirs, 25 lbs	.14½
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12¾
Choice Yellows, 25 lbs	.11¾
Pears—	
Fancy California, Bartlett, 25 lb	.13

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.09½	.09¼	.09	.08⅛
40- 50, 25 "	.08¾	.08¼	.08⅛	.07½
40- 50, 50 "				
50- 60, 25 "	08¼	.08	.07¾	.07
50- 60, 50 "	.08			.06¾
60- 70, 25 "	.08	.07¾	.07¼	
60- 70, 50 "	.07¾	.07½		
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.06⅛	.05¾		
90-100, 25 "		.05	.05¾	
90-100, 50 "		.05¾	.05¼	
100-120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.08¾
Raisins—	
Muscatels, 4 crown, 50 lb	.07¾
" 3 " 50 lb	.07½
" 2 " 50 lb	.06⅜
Cal. Thompson Seedless, 50 lbs	.07¾
Cal. Cleaned Sultanas, 50 lbs.	.c8
Cal. Sultanas, 50 lbs	.07½
Cal. Seedless Muscatels, 50 lbs	.07
Roger's, Layer, Valencias, 28 lbs	.07¾
Llano, Layer, Valencias, 28 lbs	.07¼
Gilabert's, Layer, Valencias, 28 lbs	.07¾
Raisins, Seeded—	
Ensign, fancy, 36 1s	.09⅛
G. & S. fancy, 36 1s	.09
Tiger, fancy, 36 1s	.09
Admiral, fancy, 40 1s	.08⅜
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12

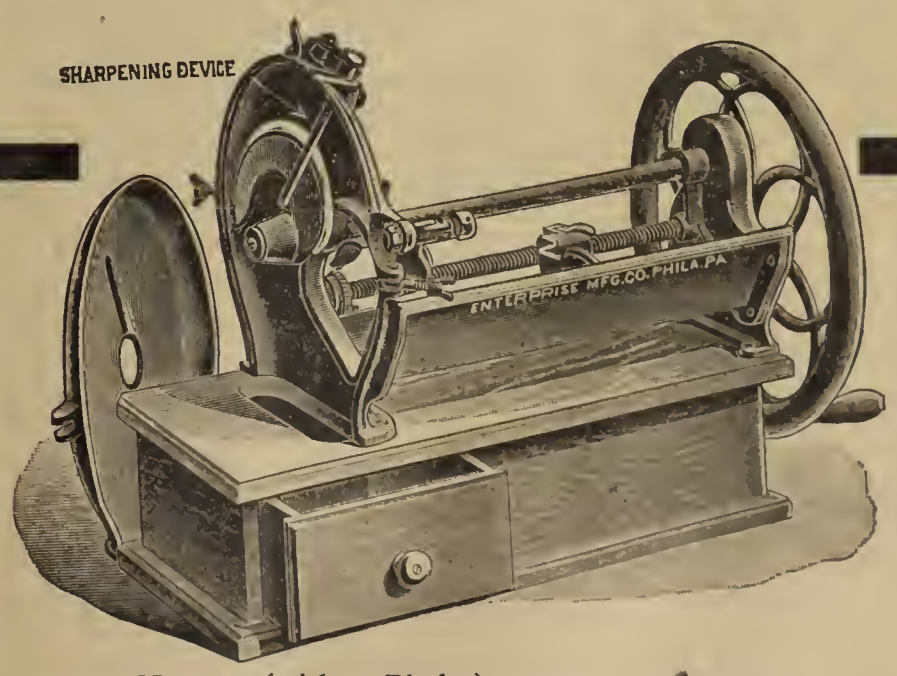
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size. ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

No. 125 (with 2 Blades) $22.50
No. 129 (with 1 Blade) 22.50

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—27—

INK.

Arnold's, black, 3n32.....per bottle	.48
Continental, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3n32.....per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. o.	No. 1.	No. 2.
Macbeth, Pearl Top	3.9n	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top.....	3.00	3.60	4.2n
Crystal, Crimp Top.....	2.10	2.70	3.30
No. o, Tubular Lantern Globes .....5 doz.			2.75
Cold Blast.....4½ doz.			3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain.....per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. o.	No. 1.	No. 2
Banner Burners.....	.45	.55	.75

No charge for packages.

Oil Cans—	
1-gallon, Glass.....per doz	2.25
1- " Galvanized..... "	2.10
5- " Lenox, Spout ..... "	5.00
5- " " Spigot..... "	5.50
5- " Columbia ..... "	7.00
5- " Banner..... "	8.00
5- " Climax, Pump..... "	10.00
5- " Home Rule, Pump..... "	12.00
Lanterns—	
No. o, Standard.....per doz.	4.75
No. o. Dash..... "	7.80
Cold Blast..... "	8.00

LIME.

Prepared, 2 doz. in case .....per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lb.	.05½
" " 25 lb. boxes, ½ lb..... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes	.05½

LYE AND POTASH.

Banner, 4 doz.....per case		3.15
Babbitt's Potash, 4 doz.....	"	3.3n
Lewis'.....	"	3.25
Red Seal, 2 doz.....	"	1.87½
" 4 doz.....	"	3.65
Popular, 4 doz.....	"	1.45

MATCHES.

			Per gro
Swift & Courtney's, 200's, 1-gross case.....			1.75-1.90
"	400's, 1	"	3.50-3.70
"	500's, 1	"	3.75-4.00
Blue Hen,	200's, 1	"	1.50-1.60
"	500's, 1	"	4.00-4.25

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	Per Gross.
Vulcan Parlor, 65's.....	.41
" 100's, 5-gross in case.....	.9n
" 500's.....	3.95
Vulcan Safety, 65s, No. 37.....	.55
" 65s, No. 2.....	.45
Columbia Safety, No. 2, 5-gross cases.....	.55
" No. 37, 5-gross cases.....	.50
" 100's, 5-gross cases.....	.90
" No. 15, gross cases.....	1.20
" No. 32, 5-gross cases.....	.55
Safety.....	.45
Mazeppa, Parlors, 500's.....	3.50-3.75
Searchlight, 500's.....	4.25-4.50
Press, 200's	1.80-1.90
" 500's.....	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual.....	4.15
Telegraph, blue bead, 5-gross cases.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case.....	5 00
Red Skin, 500s, 1 gross to case.....	4.00
Pok-O-Dot, nniseless, 500s, 1 gross to case.....	4.5n
Lenox, 400s, 1 gross to case.....	3 00
Red Cross, 200s, 1 gross to case.....	1.3n
Blue Ribbnn, 165s, 5 gross to case.....	1 00
Blue Ribbon, 165s, 1 gross to case.....	1.05
Astral, 15ns, 5 grnss to case.....	.85
Astral, 15ns, 1 gross to case.....	.90
Planet, 100s, 3 gross to case.....	.80

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior.....per lb.	.08¾
18, 37 and 68-lb. buckers, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior..per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Fairmount.....per lb.	.07¾
18, 37 and 68-lb. buckets, " ..... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous.....per lb	.08¾
18, 37 and 60-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Golden.....per lb.	.07¾
18, 37 and 60-lb. buckets, " ..... "	.08
Campbell's Mince Meat, 30-lb. palls..... "	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kegs and 30-lb. kits..per lb.	.n5
Crescent, bbls., ½ bbls. and 30-lb. kits "	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb.	.07½
" 18 and 37 lb. Kanaklns..... "	.08
" 10-lb. Kkns , 6 to crate...per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25

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National, 30-lb. Kits, bbls., ½ bbls.....per lb.	.05¾
Southwark, 30-lb. palls, bbls., ½ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars.....per case 6 jars	4.5n
No. 3, glass jars..... ..... per case 6 jars	3.15
Family—Seedless.	
No. 5, wnoden palls.....per box 6 palls	3.75
No. 1n, wooden palls.....per box 6 palls	6.4n
No. 18, 37 and 68, wooden palls.....	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08¾
Wooden Palls, 18, 37 and 68 lbs..... "	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.....	2.00
Cartons Condensed, (3 dozen in case,) per gross.....	11.00
Keystone—	
Barrels, Halves, Quarters.....per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs..... "	.08¼
Wooden Kits, No. 20 and 35.....	108

OILS.

Stove Gasoline .....per gal.	.18
Headlight, 150test..... "	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz.....	15.50
" Extra, 64 oz.....	13.50
" Mammoth, quarts,.....	7.25
" Extra, quarts	6.75
" Extra, pints.....	4 5n
" Mammnth, ½ pints.....	3.15
" Extra, ½ pints.....	3.00
Fourees, 19 oz., fluted bottle.....	4.75
De Lucques, 10 oz.....	2.4n
Farcles	3.75
Queen, 6 oz.....	1.3n
Pim Olas, 18 oz.....	6.00
Pim Olas, 1n nz.....	3.5n
Callfornia, quart tins.....	3.50
California, pint tins	2.15
Callfornia, quart bottles	6.50
California, individuals	1.5n

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " pts., 2 doz.....	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 dnz.....	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pts., 2 doz...	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz...	6.50
" " 12-oz. " 2½ doz...	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.3n
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tins, 20 to case.....	2.20
" " 1-gal. tins, 1n to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.5n
12 18 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.00
1n 1 gal. cans, case.....	23.1n
20 ½ gal. cans, case.....	24.20
4n ¼ gal. cans, case.....	25.3n
80 ⅛ gal. cans, case.....	27.5n

Bulk at $20 for 1n gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial Nn. 6533.

	Per case
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8 50
5 gallon tins, 2 tins to case.....	26 5n
1 gallon tin, 4 tins to case.....	11.00
½ gallon tin, 8 tins to case.....	12.00
32 oz. tin, 25 tins to case.....	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case....per case,	8 50
Pints, " 2 " " .... "	9.00
½ Pints, " 2 " " .... "	4.75

Ollver's Ollve Oil—

1 dozen large	6.00
2 dozen medium.....	6.75
2 dozen small.....	4.25
6 1-gallon tins.....per gal.	2.1n
1n ½-gallon tins.....per gal.	2 2n
20 ¼-gallon tins.....per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz.....per doz.	.55
Stnhrer's, Nn. 16, 2 doz.....per doz.	.95
Stohrer's, No. 32, 1 doz.....per doz.	1.85
Keystone, bottles, 2 doz.....per doz.	.95



What Washing Powder Do You Sell?

Some old and half-forgotten brand, sold only because you always have sold it?

Or **Snow Boy Washing Powder,** a powder made of pure soap and other cleansing ingredients, quickly cleaning everything water won't hurt; containing none of the skin-eating alkalies that some of the old brands do; carrying beautiful and high-grade premiums to your customers?

There is room in your store for a good washing powder, but be sure that you handle the best.

Good Goods and Good Profits

LAUTZ BROS & CO. = Buffalo, N. Y.

Paste This in Your Hat

You must sell package coffee, for many of your customers won't have it loose on account of the things that get in it, and because of the loss of the aroma.

You can't sell as good a coffee as **Ariosa** at the same price, because there isn't any.

You don't have to sell **Ariosa,** we have done that for you—simply hand it out.

You make only your profit on other package coffees and you are not sure to please your trade. **Ariosa** pleases everybody who buys it and besides your profit you get vouchers with every case--vouchers which we will exchange for almost anything money will buy.

Arbuckle Brothers
NEW YORK

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs.	"	.90
" 18 x 24, full, 10 lbs.	"	.37½
" Special, 15 x 20, 6 lbs.	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03⅜
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg.	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther. Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Extra Embossed, Qual., Yellow, Union, S.O.S.	Wolt Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
½	.53	.38		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91	1.65	1.07	1.21	1.55
6	1.73	1.03	1 95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1 65	1.83	2.41
12	2.69	.....	3.11	.....	.....	2.89
14	3.37	.....	3.97	.....	.....	3.75
16	3 87	.....	4.41	.....	.....	4.01
20	4 39	.....	4.79	.....	.....	4.55
25	4.83	.....	5.41	.....	.....	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M		4.00
25-lb. " "	"		5.75
50-lb. " "	"		11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

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Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs.	.18½
Loose, barrels, 30 lbs.	.18

POPPING CORN.

	Per case
Brad's "Tip-Top":—	
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

	Per doz.
MacLaren's—	
Small, 2 doz.	.92½
Medium, 2 doz.	1.45
Large, 1 doz.	2.75
Peanutene, No. 2 jars, 2 doz.	1.85
Peanutene, No. 4 jars, 3 doz.	.92½

PICKLES.

William Bros., 32 gal., 1500s	10.75
" " 16 " 800s	6.10
" " 16 " 600s	5.25
Barrels, 45 gal., 1200s	11.00
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal. per keg,	3.30
Sweet Pickles, 700s, 5 gal. "	3.60
Sweet Pickles, 1,000s, 5 gal. "	4.15
Sweet Pickles, 2,000s, 5 gal. "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1 95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz.	.95
No. 8, Sweet Gherkins, 2 doz.	.95
No. 8, Sour Mixed, 2 doz.	.95
No. 8, Sour, assorted, 2 doz.	.95
No. 8, Chow-Chow, 2 doz.	.95
No. 8, Onions, 2 doz.	.97½
Crosse & Blackwell's:—	
Whole bbls., 5 doz.	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Caulliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz.	2 doz.	1 doz.	1 doz.	½ doz.
½ Pints.	Pints.	Qts.	½ Gal.	1 Gal.
3.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz.	2 doz.	1 doz.	1 doz.	½ doz.
½ Pints.	Pints.	Qts.	½ Gal.	1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

	Per gal.
Duffy's:—	
Pure Apple Vinegar, Extra old, bbls.	.16
" " " 40 grain, bbls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs.	.09½
" 14–16 lbs.	.09¾
" 10–12 lbs.	.10
Picnics, 6–8 lbs.	.09
N. Y. Shoulders, 10–12 lbs.	.10
Dried Beef, sets (city smoked)	.15
" Tenders and Knucks.	.16
" Flats	.13
" Air Dried, sets	.20
" " Tenders and Knucks.	.21
Jersey Pork, Butt per bbl.	18.00
" Family "	19.50
Breakfast Bacon, rib in	.11
" boneless	.12½
S. P. Bellies, 14-15 lbs.	.09½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.18
Beef Tongues, smoked, 5–6 lbs. per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—

Honey-cure Brand Hams, skinback	.12
" " large	.12
" " medium	.12
" " small	.12
" Breakfast Bacon	.12
" " boneless	.14
Beef, air-dried, regular sets	.20
" insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.20
Beef Tongues per doz.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb.	.13
Premium brand Hams, 12 lb.	.12¼
Premium brand Hams, 14 lb.	.11½
Premium brand Hams, 16 lb.	.11½
Premium brand Hams, 18 lb.	.11½
Premium brand skinned Hams, 18–20 lb.	.11
Premium brand boiled Hams, skinned, fatless	.22
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.16
Winchester brand skinned Hams, all aver.	.10½
Winchester brand Picnics	.09¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.	08¾	7¾
Plain Tubs, 50 and 60 lb. cans	08¾	8
10-lb. Tin Pails, 60 lbs.	09¼	8⅝
5 " "	09⅜	8¾
3 " "	10	8⅞

John Bower & Co.—		
Pure Kettle Rendered, tierces		.09¾
" " tubs		.10
" " 3, 5 and 10-lb. cans.		.11
Swift & Co.—		
Premium brand, tierces		.10½
Silver Leaf brand, tierces		.09½
Jewel, compound, tierces		.07⅝
Cotosuet tierces		.07⅞

DRESSED MEATS.

	Per lb
City Dressed Beef—	
Choice, native	.08 –.09
Common to fair, native	.06 –.07
Western Dressed Beef—	
Choice, native cattle	.08 –.09
Common to fair "	.06 –.07
City Dressed Veal—	
Prime	–.13
Good to choice	–.08
Dressed Hogs—	
Pigs	–.07½
Hogs, heavy	–.07½
" 180 lbs.	–.07½
" 160 lbs.	–.07½
" 140 lbs.	–.07½
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.10
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00



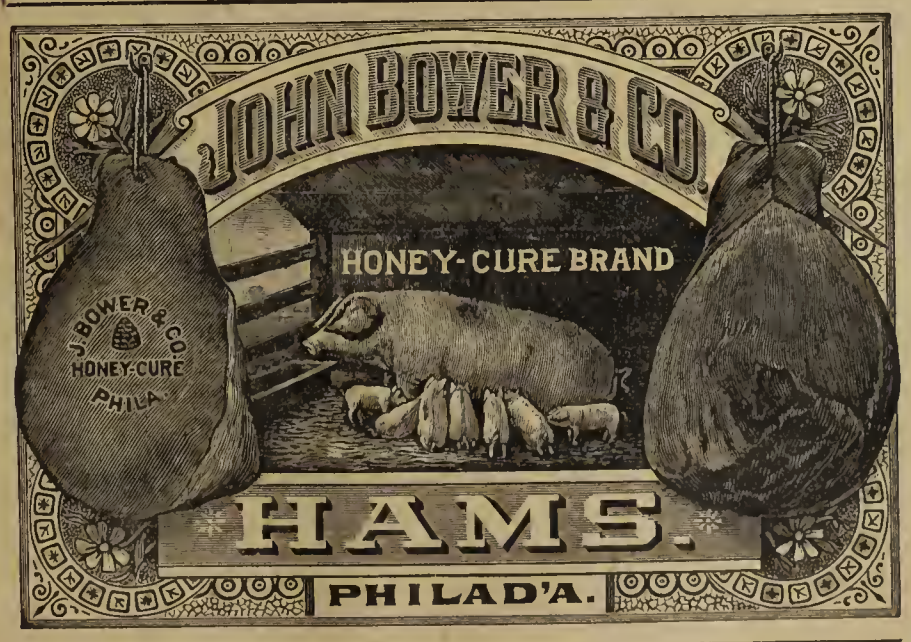
See What You Can Do With This

This W. & D. Special Combination Fixture temptingly displays bananas on the top tree, which revolves, and pickles in the tanks below. A space-saver, a constant salesman, an ornament. Oak or cherry, handsomely finished with nickel bolts and ball-bearing casters. Uses only two square feet of floor space.

Interesting price; write for it to-day.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Look At It *and* Taste It



The minute you see **Nicelle Olive Oil** you feel sure it's a high-grade article. The package is unique and exclusive—you can't associate poor goods with it.

Taste **Nicelle Oil** and you *know* it's high grade. Nowhere else have you met that rich smoothness, that delicate yet penetrating olive flavor.

Women have told us repeatedly that their salad dressing came quicker and better with **Nicelle Oil** than with any other brand they ever tried.

Give it a chance for your own good.

NICELLE OLIVE OIL CO.
105-109 Hudson Street, New York

—45—

Calf Heads, scalded	.50–.75
Sweetbreads, veal, per pair	.60–.90
" beef, per doz.	1.00
Calf Livers, per lb.	.20–.25
Beef Kidneys, per doz.	1.00
Beef Livers	.06
Ox Tails, per doz.	.50–.65
Hearts, beef, per lb.	.03–.05
Rolls, beef	.12
Tenderloin, beef, western	.18
Fresh Pork, loins, city	.12
" " western	.12

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.16 –.18
" Y. T., 15 to 17 lbs	.16 –.18
Old hens and toms	.15 –.17
Common to Good	.12 –.14
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.25 –.16
Fowls—	
Western, fancy	.14 – 15
Heavy Roasters, 4 to 5 lbs	.24 –.16
Fair to good	.12 –.13
Old cocks	.10 –.11
Western capons, fancy	.25 –.27
" " small	.22 –.24
Squabs—	Per doz.
Prime, large, ancy	4.00–4.50
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.12 – 13
Large Springers	.12 –.13
Fowls	.12 –.13
Roosters	.09 –.10
Ducks	.22 –.13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case, per doz.	85
" 2 " " "	.85
Large or No. 2, 1 " " "	1.40
1-lb. cans, 1 doz. in case, per case	4.00
2-lb. " ½ " " "	3.75
3-lb. " ½ " " "	5.40
5-lb. " ¼ " " "	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	5 35
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz., doz.	.90
Spring Garden, fancy, No. 3, 2 doz., doz.	.80
Compass, No. 3, cans, 2 doz.	.75

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb., per doz.	1.00
No. 2, round conical, with key, 1 doz. "	2.35
No. 2, " " 2 " "	4.25
No. 3, " " ¼ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 2 "	1.50
Atmore's Genuine English Plum Pudding— Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

	Per doz
Jellies—	
No. 32, jars	1.05
No. 5, toy pails	2.80
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	2.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails, per pail	1.15
Apple, 20-lb. crocks, per lb.	.07¾
Apple, Schimmel's, 30-lb. pails, per lb.	.06
Prune, 30-lb. pails, per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0.85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	2.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	
Laudanum, 15c.-size, per doz.,			1.20
Laudanum, 25c.-size, per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum, per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk, per lb.	.08
" Lump, bulk, "	.08
Butter Color, W. & R., per doz.	2.00
Bluestone, bulk, per lb.	.09
Copperas, per lb	.01¾

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Camphor, gum, 1-oz. blocks, "	.95
" Flakes, 250 bbls, "	.02¼
" " less quantity, "	.02¾
" Tar Balls, bbls., 250 lbs. "	.02¼
" " less quantity, "	.02¾
Castoria, Fletcher's, per doz.	2.80
" Pitcher's "	.85
Carbonate of Ammonia "	.12
Epsom Salts, per lb.	.01½
Glauber Salts, per lb.	.01½
Glue, ordinary	.09½
Glue, white	.20
Glue "	.11
Goff's Cough Syrup, 25c. size, per doz.	1.75
Goff's Herb Bitters, 25c. size "	1.75
Goff's Oil Liniment, 25c. size "	2.75
Goff's Sarsaparilla, 50c. size, per doz.	3.50
Goff's Worm Syrup, 15c. size "	1.20
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size "	.75
Gum Arabic, per lb.	.55
Haarlem Oil, per doz.	.40
Licorice, P. & S., 5c. stick, Imported "	.36
" M. & R., 5-lb. boxes, per lb.	.23
" " Lozenges, 5-lb. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 25's, 26's, "	.24
" Root "	.11
Putty, 25-lb. cans, per 100 lbs.	2.60
" 50-lb. cans "	1.55
Petroleum Jelly, screw top, 5-c. size "	.35
" " 10.c. " "	.75
Paris Green, 100-125-lb. kegs, per lb.	29½
" ¼-lb. packages "	.34
" ½-lb. " "	.33
" 2-lb. " "	.32
Jamaica Ginger, Hires', flasks, per doz.	.90
Rosin, per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs. "	.07
" granulated, kegs, " 100 " "	.07
Sulphur, Flour, 175-lb. barrels, per 200 lbs.	2.45
" 200-lb. bags	2.25
" less quantity	.03½
Venetian Red, per lb.	.02
Whiting "	.02

	1 oz.	2 oz.
Husband's Magnesia, per doz.		1.85
Bull's Cough Syrup "		1.90
Roach Powder, Omega, 4-oz. cans		.80
" " per gross		9.00
Roachsault, 10c.-size, 1 doz. per doz.		.80

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.

MORGAN & CORNELL — 211 DUANE ST. NEW YORK

—49—

W. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days. F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's.....per doz.	4.15
Bath Brick, box 25 bricks.....per box	.60
Sealing Wax..... "	.03
Silver Sand.....per bbl.	1.25
Tar, pints.....per doz.	.75
" quarts..... "	1.00
" gallons.....each	.30
" ½ barrels..... "	3.50
" barrels..... "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums.....per case	3.75
U. S, Nerve and Bone Liniment, 25c. size...	2.00
McCord's Magic Medicine, 25c. size.....	2.00
50c. size.....	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size..	4.00
Wondercure Headache Powders, 10c. size...	.80

EXTRACTS AND ESSENCES

	Per doz.
McCormick & Co., Bee Brand—	
Vanilla, Rose, Pistachio.....10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla.....per doz.	.45
No. 2, Vanilla and Rose..... "	.90
No. 2, Lemon and assorted..... "	.85
No. 4, " " ..... "	2.00
No. 4, Vanilla ..... "	2.25
Assorted cases, Nos. 1 and 2.....	10.80
" Nos. 1, 2 and 4.....	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	.....	.....	.....	7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.	2.00
" " " " No. 2X, "	.80
" " " " No. X, "	.45
" Lemon, " " No. 25, "	1.75
" " " " No. 2X, "	.80
" " " " No. X, "	.45
Ingersoll's Flavoring Extracts:—	
High Grade Vanilla .....per doz.	1.75
" Lemon..... "	1.75
Select Vanilla ..... "	.85
" Lemon ..... "	.85
" assorted..... "	.85
" small size..... "	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet .....per doz.	1.15
Blair's " " "	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bbls., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz quarts..	3.75
" " 2 doz. pints...	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs.. bulk	1.25
Pulver's, 20 5-cent packages.....per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05⅜
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03½
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lim	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " 56 "	.65
" " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel.....per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz..	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.....doz.	.87½
Durkee's, large, 1 doz.....per doz.	4.00
" small, 2 doz..... "	2.40
Schimmel's, small, 2 doz.....per doz.	.87½
My Wife's, large, 1 doz	2.30
My Wife's, small, 2 doz	1.45
Snider's Salad Dressing:—	
Pints, 1 doz.....per doz.	2.40
½ pints, 2 doz..... "	1.40
Luncheon, 3 doz..... "	.90
Gallons, 6 jugs in crate.....per jug	1.25

SAL SODA.

Bbls., 375 lbs.....per 100	.65
Kegs, 150 lbs.....per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large.. "	7.50
" " middle "	4.50
" " small.. "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz...	.77½
North of England Sauce, No. 8, doz	.77½
Chef Sauce, 2 doz., doz	.75
Snider's Chili Sance:—	
Pints, 1 doz.....per doz.	2.40
½ pints, 2 doz..... "	1.40
Gallons, 6 jugs in crate.....per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz.....per doz.	2.40
½ pints, 2 doz..... "	1.40
Gallons, 6 jugs in crate.....per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



50 YEARS THE STANDARD

BORDEN'S

Eagle Brand Condensed Milk



Three Generations Attest its Merits Give Your Trade Satisfaction

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY." NEW YORK

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.10	Mustard, Yellow..	.07
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes "	.04½
Arm & Hammer bd., ¼'s, 36 lbs, per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ½, ¼, 36 lbs "	.05½
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Cliequot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz, per doz.	.72
Putz Liquid, large, 3 doz, per gross,	16.50
Putz Liquid, large, 3 doz, per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans "	18.00
No 2, pint cans "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans "	7.50
No. 5, gallon cans "	13.50

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Solarine Bar Polish—	
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs, per gross	18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.50
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2 25
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs	150	4.70
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.50
Sunny Monday	100	4.00
White Clond	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	3.50
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cntaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1 24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3 75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes, per box		2.70
" 6 oz., 100 packages "		2.65
" 8-oz. packs "		2.70

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Soapine, No. 7, 100 packs	2 37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 dos, per dos.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade		.32	.34
White, Low Grade		.23	.25
Cayenne, High Grade		.21	.23
Cayenne, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ⅛ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ⅛ lb.	.40
¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St

PHILADELPHIA, PA.

No Friends Among the Wheelwrights



Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
½ lb: net, tins, 2 and 4 doz.	"	1.00
¼ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
½-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.	Per lb.
Pepper, Black	.09½
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, large	.20
" Medium.	.15
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	11

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CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		06⅝
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅜
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅜
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs.	.04⅞
" 3-lb. cartons, 48 lbs.	04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish, 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.c7¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs.	.c7¼
Snow Gloss, 3 lb. cartons, 48 lb boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs.	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electric Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro., per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size, "	4.50
" 10-cent size, "	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ½ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ½ gross		4.50
Per gross		9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅝
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05⅝
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 brieks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06½
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Welss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb, to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

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Coarse Hemp Twine, 8 balls to lb., in 5-lb, bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslinez, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.32
Fancy, No 101	.32
Fancy, No. 100	
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Qnart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.05
Karo, 10 cent size, 2 doz.	per doz.	.87½
Karo, 25 cent size, 1 doz.		2.25



COFFEE AND TEA BINS
THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.



And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street

PHILADELPHIA, PA., U. S. A.

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, componnd	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

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No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.85
57, Peerless, double	3.85
80, Seal Globe, double, swing protecter	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118. Good Enough, single, protector	3.15
175, Glass	3.60
Murdock	2.75
Celery City	3.00
125, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.05
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.30
2, Wire ends	1.50
3, Wire ends	1.70
5, Wire ends	2.10
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.50

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

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BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	2.85
16X, All bristle, extra value	3.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

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TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.	
Compressed, per doz.	.18
Magic, 1½ doz. packages, per box,	.58
Yeast Foam, 1½ doz., per box	.58



Stores That Look Like Junk Shops

No matter how hard you try to avoid it, your store will look like a junk shop if its shelves are overcrowded.

Of course you can overcrowd shelves supported by **Baines' Brackets,** but you won't reach the crowded point until you've got 25 per cent. more goods on the shelves than you can put on the old-fashioned shelves.

Baines' Brackets hold up shelves without the old-time uprights that eat up space. The whole, unobstructed shelf-length is available for goods. We've figured up the gain many times—it amounts to a clear increase in shelf room of 25 per cent.

PIQUA BRACKET CO. = = Piqua, Ohio

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases. 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-¼ gallons, per gallon	2.25

JOS. M. OLIVER & SONS

IMPORTERS 5 South Front St., Philadelphia

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

No Umbrella Wanted

We don't want grocers to hold an umbrella over us.

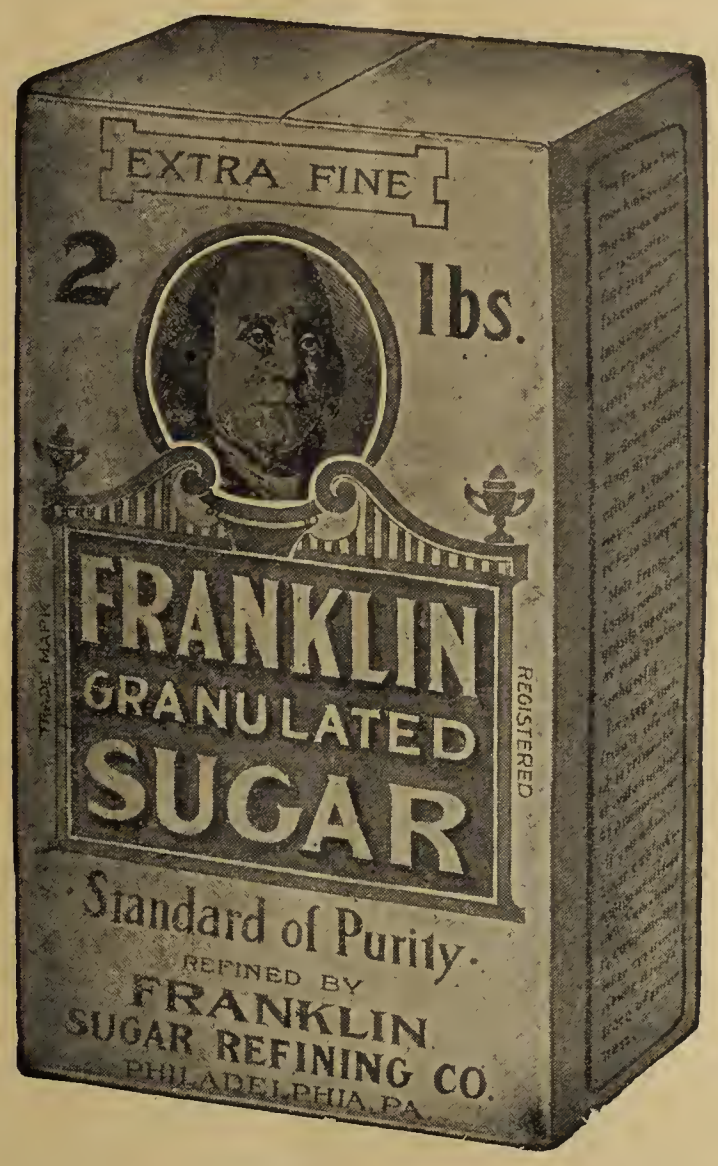
If **Murdoch's Corn and Laundry Starches** were not as good as Trust starches, we shouldn't ask you to buy them simply because they were independent.

We do urge their independence, but only in connection with a most positive claim, that **MURDOCH'S** starches are *better* than Trust starches.

And we believe the average grocer, all things being equal, would rather buy goods from an independent than from a Trust.

Oswego Maize Products Company

Oswego, New York



Even Then You'd Make More

Franklin Carton Sugar, as you may know, costs a small fraction of a cent more than sugar in barrels. Do you hesitate to sell it because you fear that your trade might not be willing to pay more for carton sugar than for bulk sugar?

The enormous sales of **Carton Sugar** shows that you are wrong; but suppose you actually had to sell **Franklin Carton Sugar,** costing you, as it does, a shade more, at the same price as bulk sugar. We haven't the slightest doubt that even then you would make more money on **Franklin Carton Sugar** than you do on bulk sugar.

Considering the saving in work, the absence of overweight, and the fact that none of your profit is wasted by "good measure," we believe that there's no doubt about it. Think it over.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company

PHILADELPHIA, PENNSYLVANIA

USE DUPLICATE SALESBOOKS



Save one-half your Bookkeeping.

Avoid Errors and Disputes with your Customers.

Two bills at one writing — they must correspond.

The customer gets one — you have the other.

We print your business card on each sheet and number each sheet in duplicate.

We furnish you Leather Covers for each Salesman free.

Our Factory is equipped with all the latest and improved Machinery, and you will be surprised at the very low price we can quote you on these books.

Write us for sample and prices.

E. C. Fell Manufacturing Co.

1112-14 Sansom Street

Philadelphia, Pa.

The firms advertising on these pages are all well-known; their products

A new product from an old house

DIXON'S
POWDERED
STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

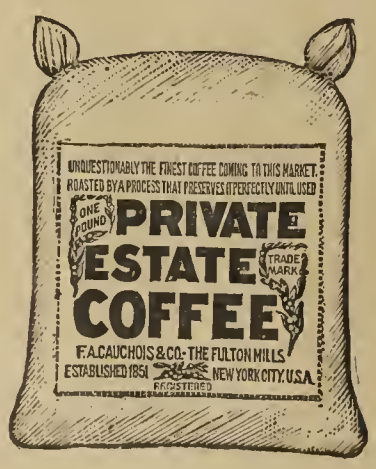
"Every Little Bit Added to What You've Already Got Makes Just a Little Bit More"

Wrigley's Soap pays you better than any similar article on the market. By pushing it you will add a **great deal more** to your profit.

Universal Coupons in each box.

THE WRIGLEY MANUFACTURING CO.
PHILADELPHIA, PA.

Make a Specialty of Private Estate Coffee



The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.
The Fulton Mills *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

We Want You to Sell This



There are good reasons why you should. It is the finest floor wax ever manufactured. Lots of your customers have hardwood floors, and if you sell **Moore's Floor Wax** to them ONCE they will always buy it. To make it worth your while to tell your trade about it, we are giving you enough Universal Coupons with it to entitle you to a handsome premium with every case.

E. B. MOORE & CO.
76 Wabash Avenue **Chicago, Illinois**

are the best on the market and all bring you UNIVERSAL COUPONS

M-A-O-F A-E-S

This isn't a foreign language—it is simply the greatest Baking Powder ever made spelled backwards—hold it in front of a mirror and you will know it's name if your customers haven't told you.

This is the only time this name has ever done anything but GO FORWARD, because, although the price is away below that of the Trust powders, a smaller quantity is a better leavener.

If you will write us we will show you how to get people WHO USED TO BE YOUR customers back to your store again.

SEA FOAM BAKING POWDER CO.
1 AND 2 HUDSON ST., NEW YORK.

FIT MATES FOR THE BEST BREAD MADE

After getting all the business on Freihofer's Bread we could possibly take care of, we sighed for other worlds to conquer, and started to make **Macaroni, Spaghetti, Noodles** and **Pastels.**

These goods are fit mates for Freihofer's Bread, and most grocers know what that is. We have done little or no advertising to consumers for them, preferring to spend that money with the grocer to make him friendly to us and really anxious to sell our goods.

So that every case contains Universal Coupons, which will buy any necessity or luxury a grocer can want.

The Freihofer

VIENNA BAKING COMPANY
PHILADELPHIA, PA.



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York



Food for Thought and Food for the Body

If you are the means of introducing something to your customers which proves to be better than anything of the kind they have ever had before, you not only get their gratitude, but their confidence.. If you get these two things you are certain to hold their trade—that's food for thought.

If you recommend **Royal Peanut Butter** those who try it will find it better food for the body than almost any food product on the market.

The Universal Coupons which come to you with every case are food for the pocket book in the shape of an extra profit.

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio



A Washington Birthday Biscuit Novelty

The handsome colored label depicts a scene that people will always stop to look at this time of the year.

Then they will notice the novel shape of the **Cherry Tree Cookies**, a profile representation of Washington.



Cherry Tree Cookies have that tender crispness and satisfying taste that cannot be obtained without the use of eggs.

Yes, for a fact, we use shell eggs in **Cherry Tree Cookies.** This is a strictly unusual thing to do, and produces a cake of strictly unusual goodness.

You will obtain much credit and profit by being the first to introduce them in your neighborhood.

CHERRY TREE COOKIES

IN 22 POUND BOXES
PRICE, 9c. PER LB.

Freight paid on **3 Boxes** or more to any point in Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Massachusetts, Rhode Island and Connecticut.

J. S. IVINS' SON — BISCUIT BAKER — 625-27 NORTH BROAD STREET — Philadelphia, Pa.

CHERRY TREE COOKIES and all of our other varieties may also be had in our new style Glass Front Cans made of heavy cardboard (holding about 7 lbs. each) at 1c. per lb. over box price. These cans are shipped in closed wooden cases. No charge for cans, nor cases, and they need not be returned. All orders must be for full cases, 6 cans.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

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Mr. Orem Scores Jobbers and Packers for Loose Canned Goods Business

In the Principal Address Made at the Canners' Convention He Puts Blame for Unbusinesslike Conditions on Buyer and Seller Alike. Convention Discusses New Ironclad Canned Goods Future Contract. Association's First Year's Accomplishments. Dr. Wiley's Views.

Special correspondence of "Grocery World."

Cincinnati, Ohio, Feb. 7, 1908.

The first annual convention of the National Canners' Association opened in this city on Tuesday morning last, with an address of welcome by the Mayor of the city. The reply was delivered by J. C. Warvel, president of the Ohio Canners' Association.

The first business was the delivering of addresses by the presidents of the three organizations which unite in the National Canners' Association—George G. Bailey, of the National Canners; E. M. Long, Jr., of the Machinery Association, and W. A. Frost, of the National Brokers' Association.

President Bailey reviewed the first year's work of the association, which celebrates its first birthday with this convention. His address was in substance as follows:—

> The first official act of the National Canners' Association was the promulgation of a form of guaranty under the Federal Pure Food act, as to the purity of products sold, satisfactory to both the canners assembled in convention at Buffalo and a committee from the National Wholesale Grocers' Association, who met at Buffalo during convention week. So far as the speaker has knowledge, this guaranty has proven satisfactory to both buyer and seller of canned products throughout the United States since its adoption.
>
> By a resolution at the last meeting of the National Association, the officers of the past year opened correspondence with proper officials looking to the placing of canned goods on all treaties of reciprocity which may hereafter be adopted between the United States and foreign countries. The correspondence resulted in a letter from Secretary of State Root, in which he said:—
>
> > An effort will be made to comply as nearly as practicable with the wishes of your association. I should, however, call your attention to the fact that to secure tariff concessions from other countries it is necessary that the State Department should be empowered to give something in return, and, under existing laws, we have practically no power whatever to give any assurance of reciprocal benefit to other countries, except those which may be affected by the very meagre and narrow benefits possible under section 3 of the tariff act of 1897 relating to wines and spirits and their by-products.
>
> At various times canners' insurance has been under consideration, thoroughly investigated and with the assistance of Dr. Gustav Bissing, of the Chisholm-Scott Co., a plan of inter-insurance has been devised that your executive committee deems satisfactory and in every way more acceptable than any heretofore presented. It is now in full operation under the management of Mr. Lansing B. Warner.
>
> The association took an active part with other organizations and individuals in the protest against placing in effect until after the shipping season of 1907 the rule adopted by the transportation companies raising the minimum of carload weights. This action was so vigorous and the protest so emphatic that the request was granted and the rule not made effective until January 1st.
>
> The entire membership of this association should be heard as to the advisability of the demonstration for the purpose of showing the public the nutritious quality, purity and wholesomeness, the availability and economy of canned vegetables and fruits as food.

The chief paper of the afternoon session on Tuesday, and in fact of the entire session, was delivered by Hugh S. Orem, of the Booth Packing Co., Baltimore, Md. The subject was "Trade Ethics of Canner and Jobber." In part the address was as follows:—

> Trade relations between canner and jobber need re-adjustment. Evils exist in both branches. It is an open question whether or not the canner or the jobber is more sinned against than sinning.
>
> Merchants who knowingly and willingly render null and void their sacred obligations whenever it appears profitable or convenient so to do, are not the ones to manifest surprise and indignation if the one with whom they have had dealings invokes the power and majesty of the law, compelling them to perform that which is just and legally due. I am talking with you, gentlemen, now upon lines most interesting in the conduct of your business, and am confident that four-fifths of the contemplated actions at law, growing out of the refusal to accept the performance of contracts, would never have seen the light of an attorney's office had the buyer but rehearsed unto himself the precepts taught in the Golden Rule. A merchant having sold another merchant an invoice of goods, and upon the buyer refusing to accept them, the measure of damages in an action by the seller is the difference between the contract price and the price for which the seller sold them, or could have sold them, at the time specified. If a merchant declines to deliver to a buyer the full quantity of his purchase, the buyer's measure of damages in an action is the difference between that price at which he bought, or could have bought at the time specified. This is all that is necessary for us to know regarding the law of contracts, at least enough for this discussion.
>
> Scores of instances have been handed me, in which the canner has been subjected by subterfuge, inuendo and technical evasion on the part of a number of buyers who preferred to imperil their honor for the sake of temporary gain. It is not an answer to the question, how shall we reform these transgressions, to reply we must invoke the power of the courts. There is no lack or inability of the law to redress these wrongs. It is the stigma cast upon us by every jobber unacquainted with the circumstances, believing that goods have been shipped, knowing they were not performing contract requirements. All other jobbers with whom we are anxious to deal look upon the canner as the guilty party unless he can, at an enormous expense, prove himself innocent.
>
> The jobber, remember, is as anxious to buy the output of the canner as he is anxious to sell it to him; hence a contract should be made without any idea as to how it can be invalidated. The only fact regarded should be that an agreement or understanding has been entered into for the purchase and sale of merchandise, and this alone is all sufficient to one or the other, or both. It is not a question wherein the law makes one perform his obligations, but altogether a matter in which the inherent honesty of the principals engaged in the transaction shudder at the mere thought of doing that which they know to be wrong.
>
> Every order received by a salesman, every order emanating directly from the buyer—in whatever form he may elect to phrase it—when accepted by both principals in the transaction, becomes a contract, good, sound and sufficient in the eye of the law. It is men who make contracts. The law interprets them when in dispute and uses its power upon either principal who attempts to escape from their stated or implied terms. I boldly state that a contract breathing in its lines that old-fashioned honor for which our fathers stood, is a thousand times more valuable in the conduct of any business than the one couched in the most approved and ample legal style. I hold to the very comfortable opinion that among men there is more fidelity, rectitude and probity than perfidy, deception and trickery. This is neither idealism nor enthusiasm, neither is it the dream of fancy. The whole fabric of trade, commerce and finance is erected upon faith in men.
>
> We are compelled to say, but always without offense, the canner has contributed in a great degree to the existence of just such irregularities which he is most anxious to annul, by a position he has from time to time assumed, which cannot be commended for that sterling rectitude which he demands from his friend, the jobber. He frequently sells the fruit of the soil before the seed is planted or ere a blossom appears upon the vine, or a leaf upon the tree. He has been reckless and extravagant in promise; his performance has been incomplete and unfinished. Not content with the competition between man and man, he raises himself to sublime heights and enters into competition with Divine Providence. Oblivious of the potent fact that to make a rabbit stew he must first catch the rabbit, he widens the breach, keeps open the wound and lifts the lid of a veritable Pandora's box, out of which escape a thousand ills, by the indiscriminate selling of what is commonly known as "futures." This method of trading though it often occasions regret incites anger, provokes remorse, stirs up strife, creates dispute thrusting buyer and seller into a state of malevolence and mutiny, has a fascination and enchantment, into the whirlpool of which canner and jobber are continually drawn. Unmindful of its unhappy results, nor the arguments which have been presented against the custom, it goes steadily on with the years, and no signs are observed that it will be discontinued.
>
> Richard Roe traded largely in tomatoes during the season of 1907. He sold in March of that year, to various buyers, a total of 100,00 cases. When he began to pack the goods he also began to make sales at a lower figure than his future contracts stipulated Out went the goods, with not a single case laid aside to fill the orders accepted before the packing began. "It's time," says Richard, "to fill these future orders," and he progressed fairly well by shipping up to this date the full quantity ordered to each firm who had furnished him shipping instructions. Suddenly he discovered the end of the season was in plain sight, and that it was beyond human possibility to complete his contract of specified quality. Richard had an inventive mind. He sends samples to the remaining buyers of a quality greatly inferior to that which was purchased, with high-sounding phraseology in a letter, that the accompanying samples are sent for approval in order that no discussion will ensue as to quality after the tomatoes are received. "We decline to accept such trashy goods," writes the buyer, and Richard promptly told them they were in error as to the quality—that was all right; and since they had declined to receive that which he would ship, a cancellation of the contract had been asked, and he accordingly had acceded to the request, and the contract for the number of cases entered for their account had been cancelled. A broker in Chicago characterized Richard as a "welcher," whatever that means.
>
> Richard Roe, a canner, made large sales of future fruits, not a single tin was delivered; his entire pack, however, was sold at higher figures during the packing season to other firms than those who had bought prior to maturity of the fruit. His defense, or excuse, was that on account of unusual scarcity he could not pack the fruit except at a much greater cost than he had sold. He seemed to regard his default as a special reason for glorification, as it was impossible for any buyer to recover in an action at law because he was not possessed of any tangible assets. "Futures!" "Futures!" What crimes are committed in thy name.

(Continued on page 13.)

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Attorney and Counsellor at Law
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Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

The New York Letter

Brooklyn Retailer's Organization Sued for Restraining Trade. Said to Have Tried to Have Non-members Cut Off. Rumpus Among Meat Companies. Local Option Movement Curtails Liquor Business. Small Items of Trade News.

Special correspondence of "Grocery World."

New York, Feb. 7, 1908.

An organization of retail grocers and other merchants in East New York is accused of conspiring to the injury of trade and commerce, and a hearing on the charge is set down for Tuesday next in the Jersey avenue court of Brooklyn. The association is the Retail Grocers' Protective Association. The president, M. Joroff, is to appear at the hearing in response to the complaint which is made by M. Lowenthal, who has a retail grocery store at Blake and Georgia avenues in Brooklyn.

Mr. Lowenthal obtained a summons yesterday, basing his case on a section of the Penal Code of this State. He claims that because he refused to join the association its officers are trying to break up his business by inducing wholesale dealers of various lines to refuse to sell him supplies. The officers, he claims, threaten the wholesalers with the loss of the trade of the members of the association unless such wholesalers cease their sales to him.

The association is said to have several hundred members, all in a suburban section of Brooklyn, which is built up like a separate city and officially known as East New York and popularly as Brownsville. The great majority of the population and of the business men are Hebrews. After the grocers formed the association, a few weeks ago, they decided to admit others besides retail grocers, so that it now comprises wholesalers of that part of the city, bakers, milk dealers and others.

The fact that the East New York grocers had formed an association did not attract any attention elsewhere until the present case was started. The prevalence of cut-rate methods of selling groceries in that part of the city is given as the main reason for organizing, the purpose being to devise means for getting the business upon a plane that would be more profitable and satisfactory all around.

According to the complainant, the association has been trying to prevent the 40 or 50 dealers who are not members from getting supplies through the usual wholesale channels. He says that the association has even tried to have him blacklisted by the big jobbing houses in New York and that as a result he has been put to much difficulty in making purchases.

A general denial of the charges as to doing anything in violation of the law is made by the officers of the association and the exact nature of the defense will doubtless be made known at the hearing.

* * *

The relations between Swift & Co., Schwarzschild & Sulzberger and the New York Butchers Dressed Meat Co. were ventilated in the Supreme Court yesterday when Justice Greenbaum handed down a decision refusing the application of Frederick Joseph and others for a mandamus permitting them to examine the books of the Sulzberger Co. Joseph was a former officer of the Sulzberger Co., who retired from that concern some time ago. In opposing the application, Sulzberger charged that while Joseph was an officer of the company he sold his stock to Swift & Co. and was engaged as a spy in giving information to the Beef Trust. Joseph's object in asking for a mandamus, it was charged, was to enable him to get further information for the Trust.

In denying the application, the justice says that he could not resist the conviction that the applicants desired the writ to further their interest in a rival company and for an ulterior purpose. The rival company is the New York Dressed Meat Co., whose stockholders are also in litigation, as related in a recent letter, one faction charging that the other is trying to turn over control of the business to the Trust.

* * *

The result of the combination of causes—the financial conditions and the increased strength of the

STATE HOUSE



CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

Prohibition and temperance propaganda—upon the wine, liquor and beer interest, to which attention was called in a recent letter, has been quite extensively discussed by some of the papers here in the last week. A curtailment in the wine and liquor business has taken place it is admitted, and there have been some reductions in prices, especially of the higher priced brands. Some claim, however, that the business has not been curtailed any more than most other lines have been since the recent financial panic and that the Prohibition laws enacted in several of the States of late and the rules against drinking laid down by the managements of various railroads and other enterprises have not hurt the business, which, according to this view, will begin to boom again as soon as any other.

* * *

Some observers in the grocery trade see in recent developments indications that the application of the Federal food law will, for a time at least, turn even more than had been supposed on the matter of labels. It is claimed that the natural temptation of the manufacturer, who wishes to get around the law in some way, is to juggle with the label and defend his action by making fine distinctions. The officers charged with the enforcement of the law are said to have the opinion that such efforts are being made and will be made more and more persistently unless checked by the Government with firmness.

This is now given as a reason which led the President to start the scientific commission so as to leave the regular food bureau practically free to look after the routine and to pass on the labels. It is said to be less easy, however, to separate the question as to the quality of the product from that as to the accuracy of the label than had been anticipated.

* * *

Rudolph H. Kaht, the manager of a milk, butter and egg business at 49 Eighth avenue, filed Tuesday a voluntary petition in bankruptcy, showing liabilities of $10,765 and no available assets.

* * *

The Isaac W. Rushmore Co., of Brooklyn, was incorporated this week to deal in eggs, butter and cheese with an authorized capital of $100,000. Isaac W. and Robert Rushmore, of Plainfield, N. J., and Thomas Robinson, of New York, are the directors.

* * *

Quite a large representation from the West Side wholesale district has been in Cincinnati this week attending the convention of the National Canners' Association.

* * *

An effort will be made during the present legislative session at Albany to have the State garnishee bill so amended that it will be applicable to cases where the wages are $12 a week. At present the law applies only when the wages exceed $12. It is recognized that a large number of those who buy groceries on credit are paid $2 a day, and the argument is advanced that they should come within the provisions of the law, thus making it easier for them to get proper credit and at the same time protecting the merchant. Other changes are proposed for the purpose of extending the application of the law to some other lines besides groceries, including dental, surgical and medical attendance furnished, house rent, and possibly jewelry. While the grocers are not especially interested in the latter amendments, yet they must look to the amendments as a whole in order that nothing may creep into the law that will be detrimental to their interests or undo any part of what they have already accomplished. The law has been of great benefit to the grocers, as it stands, and the legislative representatives see that much care must be exercised in looking after amendments, so as to maintain the present advantages and to get further protection against dishonest debtors according as it seems practicable to do so.

* * *

A local grocer in advertising as a feature fresh eggs large and white, laid by white leghorn hens, gives as a reason for the superior flavor that the hens are kept on a Long Island farm, near the seashore, where they have no manure in which to scratch, but have plenty of clean sand. He sets forth that hens kept in stable

"A Penny Saved Is a Penny Got"
A Dollar Made Is Better Than Not

Try buying for **CASH** from us and figure out how great a **saving** you can make by the transaction

Fancy 4-crown California Loose Muscatel Raisins, 50-lb. boxes	per lb.,	$0.06½
Fancy 3-crown California Loose Muscatel Raisins, 50-lb. boxes	per lb.,	.06
Fancy 2-crown California Loose Muscatel Raisins, 50-lb. boxes	per lb.,	.05½
Roger's Fancy 4-crown Ondara Layer Valencia Raisins, 28-lb. boxes	per lb.,	.07
Owl Brand Fancy Coast Packed Seeded Raisins, 36-1s	per lb.,	.08¾
Ensign Brand Fancy Coast Packed Seeded Raisins, 36-1s	per lb.,	.08½
Admiral Brand Fancy Seeded Raisins, 40-1s	per lb.,	.08¼
Pride of Malaga Choice Coast Packed Seeded Raisins, 36-1s	per lb.,	.08
Victor Brand California Sultana Seedless Raisins, 40-1s	per lb.,	.07¾
Thompson's Fancy Seedless Raisins, 50-lb. boxes	per lb.,	.06¾
Fancy California Sultana Seedless Raisins, stemmed and cleaned, 50-lb. boxes	per lb.,	.06⅝
Fancy California Sultana Seedless Raisins, 50-lb. boxes	per lb.,	.06⅜
Cattle Feed Molasses, barrels about 55 gallons	per gal.,	.10
Berkshire Brand Boneless Brisket Boiling Pork, 50-lb. tubs	per tub,	3.95
Williams' Brothers, 40-gallon, 1,200s, Pickles	per bbl.,	10.60
5-gallon kegs, 750-800s, Sweet Pickles	per keg,	3.05
Schumacher's Avena, 18 2s	per case,	1.45
Dwight's Cow Brand or Church's Arm and Hammer Soda. Either kind at following prices: ¼s at 5⅜c. ½s at 4⅞c. 1s at 4⅝c. ¼s, ½s and 1s, assorted, at 4⅞c. ¼s and ½s, assorted, at 5c. All in 36-lb. boxes. In 5 or 10-box lots, one kind or assorted, at ⅛c. per lb. less		
Burnham & Morrill's No. 3 Pork and Beans, 2 doz.	per doz.,	1.30
Burnham & Morrill's Oxford Brand No. 3 Pork and Beans, 2 doz.	per doz.,	1.00
20-30s Wheel Brand, Extra Fancy Santa Clara Prunes, 25-lb. boxes	per lb.,	.13
30-40 Wheel Brand Extra Fancy Santa Clara Prunes, 25-lb. boxes, single boxes	per lb.,	.08⅝
5 or 10-box lots	per lb.,	.08½
Federal Brand, ¾s, Mustard Sardines, 50 cans	per case,	2.37½
Owl Brand, ¼s, Oil Sardines, with key, 100 cans	per case,	3.47½
Raven Brand, ¼s, Mustard Sardines, with key, 100 cans	per case,	3.37½
5 or 10-case lots, one kind or assorted, at 2½ cents per case less.		
Tidal Wave Brand Dressed Fish (Hake), 40-lb. boxes	per lb.,	.04½

Special Deal on Babbitt's Lye (or Potash) in 5-case lots, 4 doz. each, at $3.75 per case, with one case FREE, all delivered, freight paid to your station. This makes this popular brand of lye a trifle less than 78c. per doz. laid down at your station.

These Prices for This Week Only—February 10th to February 15th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

yards and where there is manure lay eggs of a coarser flavor than those which have plenty of sand.

FRED. A. MCGILL.

Brazil Protests to United States Over Coffee Corner Charge.

Says Consul Slechta, Whose Statements Recently Appeared in the "Grocery World," Was Intemperate, False and Undiplomatic.

Special correspondence of "Grocery World."

Washington, D. C.,
Feb. 7, 1908.

International complications between the United States and Brazil may result from the statements recently made regarding the Brazilian coffee corner, made by Deputy Consul-General Joseph J. Slechta, and reported in this correspondence of recent date. Formal protest has been made by the Brazilian Government to the State Department against the alleged, "intemperate, false and undiplomatic" reports made by Mr. Slechta as to the coffee situation and against his declaration that Brazil was trying to "corner the coffee market."

It is possible that Mr. Slechta will be asked to resign. Herman Sielcken, of the coffee firm of Crossman & Sielcken, of New York, has been appointed special commissioner by the Washington authorities to report on the matter.

HOLT.

Pittsburg (Pa.) Produce Combine Loses First Round.

Court Decides That It Must Go to Trial. So Far a Victory for the Retailer Who Began the Suit Against It for Controlling Food Prices.

Special correspondence of "Grocery World."

Allegheny, Pa., Feb. 6, 1908.

The Pittsburg Produce Trade Association, against which W. H. Arbour, a local retailer, recently filed a bill in equity, alleging it to be an organization formed for the purpose of controlling food prices and maintaining a blacklist, must go to trial to disprove the contentions. The association, through its attorney, demurred to the bill, but the court has overruled the demurrer and on Tuesday entered an order compelling the association to file an answer within 30 days. It probably will be placed on the trial list in March.

In his suit against the association and the members individually Arbour asked to have the by-laws and the blacklist maintained by the association declared illegal. He asserts that every dealer in Pittsburg who buys a bill of goods from a member of the association must settle for it in full on the Monday following the purchase. If not paid the delinquent is placed on a blacklist.

It is alleged that these lists are prepared at noon of each Monday and sent to all of the members. Under the rules of the organization no member may sell goods for cash or credit to any delinquent until he pays his bill in full, it is declared. The association declares that the organization was formed for the purpose of protecting itself against persons who will not pay their bills. Arbour says he was refused credit from one of the members because it was alleged he had not paid his account, whereas he had paid it and held receipts to show that it was paid.

JOSEPH C. KANE.

New Pennsylvania Grocery Concern.

Application will be made to the Governor of Pennsylvania, within the next few days, for a charter of a concern to be called the "Pennsylvania Merchandise Distributing Company." Its character and object, to quote from the charter, is "to buy, sell and deal in groceries, meats and provisions and other foodstuffs."

Florida eggplants range from $2.25 to $2.50 for fancy stock and the demand is good.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

IT SAVES TROUBLE

and annoyance many times to have



ABSORBINE

handy in case of a Bruise or Strain. This remedy is rapid to cure, pleasant to use, and you can work the horse. No blister, no hair gone.

ABSORBINE cures Lameness, allays pain, removes any soft bunch quickly. $2.00 per bottle delivered or of regular dealers. Book 6-B free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Badly Strained Joints or Ligaments. Kills Pain.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.



Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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Inconsistency and Selfishness.

There is much reason to believe that great pressure is being brought to bear upon the Natural Food Co., manufacturers of Shredded Wheat Biscuit, to constrain it to relieve itself of the grossly inconsistent position in which it has placed itself in Philadelphia. As is generally known, the company, in defense of the principle that only jobbers should buy of it direct, cut off the Philadelphia Retail Grocers' Association, but continued to sell all the local chain-store concerns! From every quarter have come condemnations of this illogical course, many of them being from sources whence would have come only praise had the company cut off all members of the class alike.

Naturally every concern has a right to its own opinions, and in consistence with those opinions to conduct its business. The Natural Food Co. has a perfect legal and moral right to cut off all retail buyers if it likes, but whether it was good business to do so in the case at issue is another question. The Retail Grocers' Association and the chain stores all held the limited price on shredded wheat biscuit, and they distributed an enormous quantity of the goods. More, the holding of the limited price made their competition perfectly fair and harmless so far as regular jobbers were concerned. That emphasizes again the cold selfishness which has dominated the jobbers' attitude from the very beginning. One can excuse a merchant who plays a swinish trick to rid himself of a competitor whose competition he cannot meet, but to underhandedly attack a competitor who has deliberately sacrificed the advantage of selling below him is a filthy thing to do.

Backbiting.

There is a vast deal of vicious backbiting among some of the local jobbers just now, over who is really responsible for the attacks upon the organized retail trade. The affair has unusual complications. To begin with, there is the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware, to which belong all Philadelphia jobbers except three or four, and there is also a local league of jobbers, which has no connection with the other association, but which comprehends practically all Philadelphia jobbers, including the few not members of the Wholesale Grocers' Association.

As asserted in a recent issue, both these organizations are working to have the retailers' buying exchanges cut off. That is, a few ringleaders of each are. The great bulk of the membership did not authorize the campaign, do not sympathize with it and repudiate it wherever they can. That is where the backbiting comes in—the salesmen of the really responsible ringleaders of both concerns have religiously circulated among the retail trade the fact that all the jobbers were members and all tarred with the same stick. That was in order to save themselves trade, but it has not worked. In several cases known to the writer, salesmen for the leaders in the jobbers' movement, in order to conciliate angry retailers and save threatened trade, have vigorously denied that their employers had anything to do with the matter. On the strength of this defense orders have been given, but instantly revoked on later true information.

The jobbers are unfortunate in having among their leaders certain men whom nobody trusts, who will betray even their co-workers whenever profit pleads and who even now are dealing a double hand. This sort of a thing will disrupt any campaign.

The Sausage Decision.

The tentative decision by the Michigan Court on the sausage case is a most interesting pronunciamento. What it says in substance is that sausage in its original form comprehended only chopped meat and seasoning, and all efforts to cause it to depart from that form—in a direction which surely meant no improvement—are to be combated.

It is greatly to be deplored—this tendency on the part of manufacturers to depart from the good old sterling ways of preparing foods. Some of these ways are ways of improvement, but the addition of cereal to sausage is not one of them. For many years it has been used almost everywhere as a filler, but only to suit the manufacturer's convenience and save him money, not at all to improve the quality of the product.

In some States the use of cereal in sausage is permitted, but in no case can the product be sold as "sausage." In New York State, for instance, the label where cereal is present must read "Pork, Beef and Flour" or "Pork and Beef Sausage, Cereal Added." Naturally, so labeled the cereal acquires a legal status just as glucose in a syrup that is labeled "compound."

The Tomato Pack Questioned.

In a recent issue the "Grocery World" reproduced some rather severe remarks by the Chicago "Canner" upon the "American Grocer's" estimate of the pea pack, in which it was charged that the latter journal had understated the 1907 pack by nearly a million cases! Considerable skepticism is now being expressed throughout the tomato industry over the estimate of the last tomato pack which both the "American Grocer" and the "Canner" agreed upon, viz., about 13,500,000 cases. A well-known Chicago canned goods broker sent the following letter to tomato authorities in every packing district:—

Chicago, Jan. 16, 1908.

Gentlemen:—We would like to have your opinion as to the trade paper statistics of the 1907 tomato pack. The estimate of 13,500,000 cases seems to us greatly exaggerated in view of the fact that early in the season the prospects were very unfavorable for even a medium pack, and that no progress in packing was made until two or three weeks before the close of the season.

You will remember that early in the season the market ran up to $1.00 and even $1.05, and Indiana was reported very short, with packers buying to cover their contracts. This extraordinary estimate made by the trade papers is rather confusing to us and we would like to have your opinion on it.

Are there any tomatoes still in the hands of the packers, or have they been pretty well shipped out? Are there any stored in the warehouses of Baltimore, Philadelphia and New York?

W. J. Tilghman & Company.

Replying to this came letters from all parts of Maryland, New Jersey, New York and Philadelphia, some strongly questioning the truthfulness of the figures, others flatly denying them, none agreeing with them in toto. In every answer it was agreed that the stock of tomatoes in packers' hands is smaller than for many years. From this it was argued that such a condition could have been caused only by one or both of two conditions: 1, a small pack, and 2, an unusual consumption. It is known definitely that there has been no unusual consumption, and that packers' stocks are extremely light, so that with these two conditions existing at the same time the pack simply could not have been as large as it was reported.

It is just another evidence of the worthlessness of pack report figures.

After Tobacco Trust's Coupon Scheme.

Representative Tawney, of Minnesota, chairman of the Appropriations Committee of the House, during the week reopened his fight on the Tobacco Trust by reintroducing his bill to impose a Federal tax on the issuance of all prize coupons accompanying cigars and packages of tobacco in whatever form, also snuff. The object of the bill is not to raise revenue for the Government, but to put a stop to the prize-giving practice by which the Tobacco Trust is enabled to eliminate competitors from the field. The bill is offered purely in the interests of the independent tobacco men.

Florida grapefruit is still wanted at $3 to $6 per box. The demand is good.

Mr. Orem Scores Jobbers and Packers for Loose Canned Goods Business

(Continued from page 8.)

These instances are clear enough to demonstrate the part the canner has played in creating a resentment in the minds of the jobber, inducing him to bide his time, awaiting an opportunity to repay in the same kind of coin, regardless if the canner be innocent or guilty, or, if, indeed, any business has ever been transacted with him. Consumed with rage at the uncharitable treatment received, he strikes, not always where he means to land, but at the harmless and inoffensive, who, in consequence return the blow. And thus, back and forth, like a bounding ball, the merry war goes on.

There is no law that can be enacted which will prevent a man from stealing; the law only punishes offenders and makes examples of them, to restrict or restrain the growth of crime. Our suggestion to punish is offered, not with a desire to injure, but only as a matter of protection to ourselves. Self-preservation is the first law of nature. Hence, when a jobber subjects himself to condemnation by the flagrant violation of his agreement, every canner in the United States, member of this association, should be so advised. A detail of the transaction should be written, accompanied by an affidavit certifying to its facts, and sent to the executive committee. This committee, after impartial judgment and deliberation, finding the facts true as represented, shall, in some manner, not contrary to law, inform the membership. I am informed that such a proceeding is not in the nature of restraint of trade, and that these methods are pursued by any number of exchanges throughout the country trading in grain, provisions, cotton and other lines.

How shall we correct the habit of rejecting goods upon arrival and refusing to accept at contract price when the market declines? I answer at once. "By arbitration." Two years ago I recommended this in convention. I believed it then; I am convinced now. It is, therefore, recommended that we immediately get into close and harmonious business relations with the jobber, in the effort to agree upon a contract acceptable to both. The salient points of which shall be that Richard Roe sells to John Doe the minimum quantity specified fruits or vegetables for delivery within a limited specified time, at a certain price and terms guaranteed to comply with the National Food and Drug Acts, said delivery to mean every case nominated in the contract. Then the usual proviso as to the destruction of place of business by fire or flood, or any other act of God. Concluding with the clause that in the event of the buyer or seller declining to perform this contract for any reason set forth the same shall be referred to a board of arbitration for settlement. Each party to deposit a fixed sum to cover the expense of said arbitration. The whole expense to be borne by the one against whom a decision is rendered, said decision to be final and absolute. The deposit to be returned to the one in whose favor the decision is found.

As to futures, please remember it is the indiscriminate selling which causes the breach of contracts. We would restrict their sale. A canner contracting to sell a certain number of cases of fruits or vegetables must know that the entire quantity sold must be packed and supplied no matter what the crop may be. His delivery must be full, complete and entire 100 per cent. It appears to me to be foolish that a contract for the sale of 10,000 cases of peas should contain a proviso, "if 75 per cent. of the quantity stated shall be delivered the contract is thereby fully performed." Contracts with this proviso are quite popular in many States. It does not require the logic of Aristotle to demonstrate that the canner must in any event deliver 7,500 cases on this contract. He knows he must; he believes he can. It is incomprehensible to me that a man will agree to deliver a certain quantity of merchandise provided his buyer will agree to accept a certain quantity less.

The address of E. M. Lang, Jr., president of the Machinery and Supplies Association, was devoted to an exposition of the rapid development of the canning industry through the improvement of canning machinery.

At the second day's session the most interesting feature was an address by Dr. H. W. Wiley, who is popular with the canners. The address in part was as follows:—

In considering canning methods and progress, first of all is the problem of raw material and its proper selection that food which needs sterilization and Pasteurization for its proper preparation for consumption. The great Appert discovered the process, but it remained for Pasteur and others to show that he was in error in supposing the exclusion of air was the secret of it all. Now it is pretty clearly established that foods may be preserved with all their natural succulence retained so as to be available throughout the entire year. Chief in the essentials is care in selection of raw materials. I do not believe as some do that only one grade, the highest, should be allowed to be packed. Nature herself has provided various grades, and it is proper that the consumer should have a scope for selection; but it is necessary that these goods be so packed as to make it possible for the consumer to distinguish between qualities. In the past it may have been possible for the manufacturer with expert information to distinguish the first from the inferior grades, but the consumer was entirely in the dark. If this is done there should be no objection to the saving of all nutritious portions of the material and their preparation into foods. Tomato skins and cores and the broken heads and stems of French mushrooms are canned and sold quite properly, but it was wrong, as formerly prevailed, to sell the mushroom stems and broken heads as "hotel mushrooms" to deceive the customer.

Don't waste anything, but put it up under its rightful name, was the doctor's demand. If tomato pulp can be sold at 75 cents and $3.25 a barrel, there is room for both grades. But the consumer should be enabled to distinguish between them.

Tin, which is iron or steel with a tin coating, is unquestionably the best and cheapest package containing material available and in this material great progress has been made. No longer is loose solder found in the can. No longer the results of galvanic erosion due to the action of acids in the foods upon the imper-



If You Want Dividends From Our Money

Here is what we honestly believe to be the very best line of tinned meat products packed—the "**Veribest**" line.

There is strength in a full line. It is not only a good deal more systematic to handle one manufacturer's line, instead of the corned beef of one and the ox tongue of another, but it is self-protective.

You are dealing with one concern instead of four or five.

This is true always, provided it is a good line. The "**Veribest**" line has to be good. Even if we weren't good enough business men to make it as good as it could possibly be made on general principles, the Government inspection would.

These are superfine products, and they always will be superfine. To sell them is to get dividends from the most extensive meat advertising in the world.

ARMOUR AND COMPANY

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

WHY AND BECAUSE

Why has the Exton Cracker kept growing in popularity from 1847 to 1908? Because you can induce people to buy some other oyster cracker only *once,* and because you can induce them to stop using the Exton only *once.* Why does the Exton cracker *lead* and the others *follow*? Because there *is* no other oyster cracker for the *Exton* to follow, so it *must lead.*

"The Best Known and Known as the Best"

A. EXTON & COMPANY

Trenton, New Jersey

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co., Distributing Agents, 116 S. Delaware Ave., Philadelphia



These Are to Help You Increase Your Trade!

In order to aid you in the sale of ***Ralston Health Food*** and ***Purina Whole Wheat Flour*** this mill will furnish you with an attractive variety of checkerboard advertising matter for distribution to your trade. These will greatly popularize your Cereal business, and thereby increase it.

RALSTON CHILDREN'S CHECKERS and BOARDS!
RALSTON—Health Department—CHILDREN'S WAGONS!
FREE RALSTON CHECKERBOARD SATCHELS!—same as used at the World's Fair. Also A Beautiful CHECKERBOARD WINDOW DISPLAY!



Children are delighted with these things. Inquire how to get them.

Grocers have a chance to build up a profitable trade on this checkerboard line—**Ralston Health Food** and **Purina Whole Wheat Flour**—a line over which the most intelligent housekeepers are enthusiastic.

Ralston Purina Mills
St. Louis, Missouri

T. A. James & Co, General Distributers,
12-16 Chestnut Street, Philadelphia

fectly coated metals of the can; but either a sanitary coated tin or one with a mechanically sealed container perfectly homogeneous in its surface, it is a step forward.

All these materials which go into the container are steadily advancing, and it is a matter which affects the canner, trader and consumer alike. Cheaper materials for containers must be found and are steadily being found by improved processes and study. Glass would be ideal but for its cost and susceptibility to breakage. For larger packages of bulk, wood containers may be practical, but are not available for serving the consumer. My laboratory has succeeded in putting up forty or fifty gallons of fruit juices in barrels and by sterilization kept them perfectly sweet and free from fermentation, while California wine producers had reported having kept unfermented grape juice for fully five years. But tin is to-day the most convenient package for the consumer, and the supply should be conserved, old tins reclaimed and every effort made to keep the cost down within reasonable limits Stirring and the application of a reasonable degree of heat which would not destroy the natural flavor of the fruit have superseded the old method of heating till the sterilization slowly worked from surface to centre and practically destroyed the natural flavor of the food. The nearer to natural the food manufacturer can produce his goods, the better will be their sale and their success. The age of canned goods is not the important subject. The consumer has a preference for goods which are comparatively fresh.

I do not believe, as some do, that properly canned goods which may happen to be more than one season old are unfit for use, but so long as the consumer pays the bill he is entitled to consideration and has a right to expect that what he buys today shall be the product of the 1907 crops. To equalize supply and demand carrying over surpluses is admittedly essential from a mercantile standpoint, but the consumer has a right to know the facts. I believe that, in spite of the manufacturers' established prejudice against dating canned goods, a step forward has been taken in this respect.

Next, there is the mutiplicity of food laws, established in 46 or 47 distinct sovereignties. No one would change the individuality of such States, but the interest of the manufacturers demands that when they all pass laws they shall endeavor to make them comparatively uniform in order that a legal standard or a definition of adulteration or misbranding in one State shall also be that in the others. Personally, I regret that the various States have been so eager to re-enact the Federal law before it had been thoroughly tried out or passed on by the Supreme Court. I hope it was wise law, but when, after two years of constant study, I am unable to read it without discovering each time a new point on which to make more trouble for the manufacturer, I do not believe it was altogether wise to absorb it at once. I would like to have had at least one legal test of it. However, I believe that the fight for uniformity has already been a step forward. Another important factor is the food official, who has come with the new laws. There are in the country to-day, outside the Federal departments, not less than two hundred or three hundred food officials and with the departments considered about one thousand. These officials should be considered. They have their rights, just as the manufacturer and the consumer have. Yet there is decidedly too much criticism. The speaker frankly declared that if manufacturers and others ever expect to have the food laws amended they will not accomplish it by abuse. Personally I am not disturbed by and have lost no sleep nor missed any meals, but some of my colleagues were thinner skinned and are disposed to sit up and take notice of the attacks on them and it is not likely to be favorable notice of those who assail them. In fact, it retards the end which the critics aim to have accomplished. These officials have come, and have come to stay.

During the morning session President Bailey announced the appointment of a committee to confer with the committee of the National Wholesale Grocers' Association regarding a uniform contract for canned goods. This committee comprises L. A. Sears, of Chillicothe, Ohio, as chairman; J. P. Olney, of New York; C. I. Bentley, of California; L. J. Risser, of Illinois; J. W. Cuykendall, of Iowa; W. R. Roach, of Michigan; W. O. Hoffacker, of Delaware; S. F. Sherman, of New York; C. T. Moses, of Maine, and Charles Stevens, of New Jersey.

A hot discussion developed over the proposed adoption of a canned goods contract which shall also be adopted by the National Wholesale Grocers' Association. The discussion developed the fact that there is an element in the Canners' Association opposed to the adoption of any uniform contract at all.

On Wednesday a committee from the National Wholesale Grocers' Association appeared before the convention and offered the following form of contract which had been approved by the National Wholesale Grocers' Association:—

(Buyers' City or Town) .....
Date 19
Sold to .....
Sold by .....

Cases	Dozen per case	Size of tins	Items	Price per doz.

Prices named are:
F. O. B. .....
Del'd .....
To be shipped .....
Routing .....

Terms of payment: Less.....per cent. in.....days or.....days net, from date of.....

If sold F. O. B. factory, freight rate to destination not to exceed.... per 100 lbs.

If buyer's labels are used, allowance to be.....per 1000.

If packer's labels are to be used, buyers to have control of same for .....

These goods are to be of the pack of .....

Quantity guaranteed as follows: The seller agrees to deliver not less than 75 per cent. of the quantity stated under this contract, and the buyer agrees to accept the same in full settlement of this contract, without liability except as hereinafter stated. If seller should deliver less than 75 per cent. of the quantity stated under this contract, then it is

agreed that the seller shall pay the buyer.....cents per dozen on such shortage under 75 per cent. of the original purchase, but must deliver not less than.....per cent. of the original purchase. The buyer shall have the same privilege of reducing the quantity named in this contract to 75 per cent. of the original purchase, without responsibility for loss or damage to the seller, and shall also have the privilege of further reducing the quantity on the payment of.....cents per dozen, but must accept not less than.....per cent. of the original purchase. In case either buyer or seller wishes to decrease the quantity below. 100 per cent. of the original contract, notice must be given in writing not later than .....

.....

.....

Prices guaranteed .....

Swells guaranteed until July 1, 19

Cases must be made of lumber, free from shakes and loose knots, and of material not less than ⅜-inch sides, tops and bottoms and ¾-inch ends, for No. 1, No. 2, No. 2½ and No. 3 cans; ½-inch sides, tops and bottoms and 1-inch ends for No. 8 and No. 10 cans, and of corresponding heavy material for other sizes.

Factory shipments in less than car lots to be made without charge for marking or shipping.

Seller guarantees these goods in accordance with Food Law Guarantees adopted by National Wholesale Grocers' Association and Canned Goods Packers' Association, in convention 1907, and also in accordance with the State Food Laws of .....

In case of destruction of place of business of either party by fire or the elements, such buyer or seller shall have the right to cancel this contract by giving the other party written notice of the same within reasonable time.

Broker.....

	Accepted	Dated
Seller	.....	19
Buyer	.....	19

This form was laid on the table, and the committee whose appointment is above reported will try to reach some compromise with the wholesale grocers.

Apropos of the question of contract, Mr. Walter O. Hoffacker, president of the Tri-State Packers' Association (Delaware, Maryland and New Jersey) made an address which was in effect a plea for arbitration between packers and grocers in enforcing canned goods contracts. He stated first that his association was opposed to the form of contract proposed. In part his address was as follows:—

> At a meeting of the Peninsula Horticultural Society two weeks ago, the great Pennsylvania Railroad corporation sent a committee asking that it appoint a committee on arbitration, to meet a like committee representing their corporation, to settle all questions of differences touching the shipment of fruits and other products. Upon what times have we fallen, gentlemen, when a great corporation like this shall send a committee to a horticultural society meeting with such a request. I hail this action as a good omen.
>
> The question may be raised, why the need of arbitration if all canners and all buyers, jobbers and wholesale grocers, retailers, etc., were honest and square in their business relations with each other. Well, this ideal condition does not yet exist, and if it did, it would not necessarily preclude the possibility of a difference between seller and buyer, which difference could be adjusted by arbitration.
>
> Let us suppose a case: A packer sells A an invoice of tomatoes as extra standards. On arrival A claims they are not extra standards, but only ordinary standards. The packer affirms they are what he obligated to deliver, namely extra standards. A is emphatic in his opinion, and mark you, honestly so, that they are not what he bought and declines to receive them. The packer is equally emphatic in his opinion and equally honestly so, that they are just what he sold. I submit whether I have not stated a perfectly reasonable illustration, and one, too, that not only can happen, but does happen over and over again. How can these two equally honest, sincere and square men settle this differences? One or the other must yield, or there is no settlement. Who is to be censor, as our business is now conducted, in deciding what constitutes a standard tomato?
>
> A standard tomato in Cincinnati should be a standard tomato in Chicago, New York, Baltimore, everywhere in the United States, and this applies alike to all the staple articles of canned goods. Some basis upon which to stand should be fixed. It is so with other products and commodities, why should it not be so with canned goods? We present the anomaly of goods sold as standards and the various gradations therefrom, with no clearly defined basis to constitute a standard from which to establish these various grades. The wonder under such conditions is, not that we have rejections, but rather that rejections are so few.
>
> I confidently believe, Mr. President, if we would put this principle of arbitration into actual practice, the great body of splendid men who constitute the distributers of our products would meet us in a like spirit, and a great step in advance will have been taken. I submit that the time for action is ripe. I believe the canning industry is on.

President Walter A. Frost, of the National Canned Goods and Dried Fruit Brokers' Association, argued for a uniform contract which should contain a clause providing for arbitration.

Another interesting address was that by Lansing B. Warner, of Chicago, advocating a plan for mutual fire insurance among the canners. The claim was made that the old line companies were charging the packers exorbitant prices.

From a technical standpoint a most instructive address was delivered by Albert T. Bacon, of Chicago, on the great importance of each packer knowing the cost of his goods in the finished form. His paper dealt with this and with the best methods of securing this information.

On Thursday, practically the convention's final day, the uniform contract to govern canned

You'll Change Your Mind About Wood

If you think wood is the only material to make bins of you should see our

Decorated Compartment Cabinets for Teas, Coffees and Spices

They are made of heavy tin—good American tin of the highest grade, and are cleaner, lighter and more beautiful than any wooden bins you ever saw. Another advantage is that the price is probably lower than you had any idea of.

We make several styles of these, photographically shown in Catalogue No. 4. Why not get a copy and look it over?

American Can Company

New York Chicago San Francisco

If you say so, it's all right.



THE T. A. SNIDER PRESERVE COMPANY CINCINNATI, OHIO.

WE believe grocers have more influence with their customers than any manufacturer could possibly have through advertising, no matter how good it might be. We advertise ***Snider's Pork and Beans*** with Tomato Sauce extensively, in most of the big national mediums, to help the demand for this product, but we particularly want the grocer to know how good it is—because we are certain if he does, that no matter WHOSE Pork and Beans his customers ask for, he will tell them to take

SNIDER'S

because he will want them to be grateful to him—

AND THEY WILL.

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

Put in a stock of the

NEW FIVE-POUND PACKAGES

DEPENDABLE

MILLBOURNE

FLOUR

and watch how quickly it goes. And remember always that the quality is better than ever. All jobbers.

MILLBOURNE MILLS
Philadelphia

SHANE BROS. & WILSON Proprietors 308 BOURSE

goods sales was again taken up and turned down finally.

This matter of uniform contract has been recognized as the most important matter to come up before the convention, and the whole country has hoped that uniformity would be secured, but when immediately after it was brought up in the convention here on Tuesday the canners from various sections came out so forcibly against it and a committee known to be hostile to any such plan was chosen to confer with the committee of National Wholesale Grocers it was practically a foregone conclusion that nothing would be accomplished. Since then several conferences have occurred, but without success. At Thursday morning's session the canners' committee reported that it had not approved the grocers' suggestion, and a form which it presented to the convention had been rejected by the wholesalers' committee.

The convention did, however, adopt a form of contract, but it amounted to nothing because not acceptable to the Wholesale Grocers' Association.

The last address was by C. H. Bentley, of the California Fruit Canners' Association, which dealt with the tariff and the canned goods industry. He said in part:

> It has been the intent of our Government to encourage foreign trade not merely to increase our wealth and encourage employment of labor, but to bring the greater stability in the market that comes with the wider distribution, and to secure the comparative safety from contraction of trade and panics in our domestic market. With this in view the Government has given up the "drawback" law which enables a manufacturer who exports a product in which an imported dutiable article has been used to secure a refund of a larger portion of the duty originally paid on such articles. While this has given a measure of encouragement, the law does not offset the disadvantages of a high tariff, even so far as securing foreign trade is concerned.
>
> In the canning industry to secure drawback on tin and sugar, the manufacturer must anticipate long in advance the volume of his export business in order that his cans may be made of imported plate and the goods packed with imported sugar. He must file an affidavit in advance, showing what goods he intends to manufacture for export and must present affidavits and vouchers covering the exact importations of the tin and sugar from which the materials were drawn, tracing its ownership to himself beyond the peradventure of a doubt in the mind of the Treasury officers. As the Government only refunds a portion of the duty in drawback, and as there is more or less trouble, delay and expense involved in its collection, the packer who exports directly must take a long chance on the market, for if the foreign trade does not materialize the goods packed with the more expensive imported sugar and tinplate can only be sold at a loss to the domestic trade.
>
> Coming to the exporting commission houses and wholesale grocers, on whom we largely depend for the distribution of our products, the drawback law is of little value for the reason that their foreign trade can hardly be anticipated—the parcels are small—making the trouble and expense of collecting drawback almost prohibitory, while the technical rules created by the officials of the Treasury Department have in many cases destroyed the evident intent of the act of Congress.
>
> It is the plain duty of Congress—as it should serve the commercial and social welfare of the nation—to appoint in the present session of Congress an expert non-partisan tariff commission, which shall prepare a revision of the tariff schedules and a consistent tariff policy. The work should be done as speedily as will be consistent.

The following officers were elected for the ensuing year: President, Charles S. Crary, of Hoopeston, Ill.; first vice-president, L. A. Sears, of Chillicothe, Ohio; other vice-presidents—the presidents of the various allied societies; executive committee, the above and W. R. Roach, of Hart, Mich.; H. S. Orem, of Baltimore, and G. G. Bailey, of Rome, N. Y.; secretary and treasurer, Frank E. Gorrell, of Bellair, Md.

The next convention will be held at Chicago.

The following resolutions were adopted on the last day:—

> Whereas, The National Canners' Association in convention assembled desires to express the sincere thanks and appreciation to Dr. H. W. Wiley, Chairman of the Board of Food and Drugs Inspection, for not only his excellent address which was delivered yesterday, but as well to recognize the genuine and hearty support that he has given the canners in producing pure food, food which, while not only nutritious and appetizing, is taken by the consumer without question as to its healthfulness.
>
> Since we first met Dr. Wiley two years ago, there have been numerous occasions when representatives of this body have been before him in their official capacity, and his opinions have always been given so cheerfully and in such a plain manner that there was no possible reason to misunderstand the attitude of the Department on any given question; therefore, be it
>
> Resolved, That we desire to add our unqualified indorsement of the efforts of those who are charged with the enforcement of the pure food law, and that it is the sense of this convention that we again go on record as most heartily approving this law; and
>
> Resolved, That it is the sense of this convention that our Executive Committee get in touch with those States of the Union that are at present contemplating the passage of pure food laws and urge upon them the necessity of following Dr. Wiley's excellent suggestions in making them conform with the national law.

The National Brokers' Association elected the following officers

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

on Friday: President, Walter A. Frost, of Chicago; first vice-president, E. Clay Shriner, of Baltimore, Md.; second vice-president, F. L. Deming, of Chicago, third vice-president, F. A. Alpin, of New York; secretary, J. L. Flannery, Jr., of Chicago; treasurer, H. C. Gilbert, of St. Louis; directors, one year, Joseph L. Durney, of San Francisco, and Mr. Buse, of Pittsburg; two years, Harvey M. Holt, of Boston, and B. P. Boswell, of New Orleans; three years, William Silver, of Aberdeen, Md., and C. S. Jones, of Peoria, Ill.

The National Food Manufacturers' Association also met and elected officers as follows: President, Louis Hirsch, of St. Louis; vice-presidents, Walter H. Williams, of Detroit; T. J. Riordan, of New York, and Frank R. Meyer, of St. Louis; secretary, E. C. Johnson, of Boston; treasurer, William H. Ritter, of Philadelphia; executive committee, T. J. Carroll, of Gloucester, Mass.; W. P. Anderson, of Rochester, N. Y.; Fred. Field, of South Easton, Mass.; E. O. Grosvenor, of Detroit, and H. H. Logan, of Boston.

The Machinery and Supplies Association held its annual meeting on Friday, which closed the convention.

E. R. CUNNINGHAM.

Last Year's Salmon Pack Below 1906.

The pack of canned salmon during 1907 for the whole coast was 4,015,169 cases, as compared with 3,817,316 cases for 1906. There was a decrease of 161,873 cases of Red Alaska as compared with 1906, also of 137,427 cases in Sockeyes. The pack of Pinks and Chums Alaska was 457,450 cases larger than last year and exceeded that of any previous year. The pack in Alaska has been exceeded in only one other year, that of 1902, when the big Pacific Packing and Navigation Company was in its palmy days, the output that season being some 260,000 cases higher.

Michigan Food Department Condemns Well-known Brands.

Various Proprietary Food Products Examined by State Chemists and Found Wanting. Michigan Condemns Artificially Colored French Peas.

The Michigan Dairy and Food Department has sent the "Grocery World" a copy of its latest bulletin, in which the results of a large number of chemical analyses of proprietary food products are published. From these are taken the following:—

No. 11,142, I-253. Sample of "Corn Syrup" manufactured by Warner Manufacturing Co., Waukegan, Ill., handled by Gustin, Cook & Buckley, Bay City. Not true to formula. Condemned.

No. 10,733, I-204. Sample of "Lemon Terpeneless Flavoring" manufactured by the J. P. Dieter Co., Chicago, Ill. Below standard in citral. Condemned.

No. 10,739, N-415. Sample of "Extract of Lemon" manufactured by the Frisbie Co., Detroit. Below standard. Condemned.

No. 10,827, I-214. Sample of "Lemon Extract" manufactured by Puhl, Webb & Co., Chicago, Ill. Below standard in citral. Condemned.

No. 10,841, I-220. Sample of "Extract of Lemon" manufactured by Etgold Manufacturing Co., Detroit, handled by Edward Henkel & Co., Detroit. Below standard in citral.

No. 10,916, G-190. Sample of "Vanilla Extract" manufactured by the Mihalovitch-Fletcher Co., Cincinnati, Ohio. Contains foreign color. Condemned.

No. 10,921, I-230. Sample of "Extract of Vanilla" manufactured by Seeley & Co., Detroit. Contains foreign color. Condemned.

No. 11,006. Unofficial. Sample of "Vanilla" (Bakers Supreme). Contains foreign color and added vanillin. Condemned.

No. 10,930, X-203. Sample of "Compound Extract Tonka and Vanilla" manufactured by The E. C. Harley Co., Dayton, Ohio. Contains foreign color. Condemned.

No. 11,327. Sample of "Condensed Milk" manufactured by Cornell Bros., Chicago. Condensed milk decidedly unsafe for human consumption. Condemned.

No. 11,250, W-199. Sample of "Blackberry Jelly" manufactured by West Shore Packing Co., Chicago, Ill., handled by Franklin MacVeagh & Co., Chicago, Ill. Contains glucose. Not properly labeled. Condemned.

No. 11,251, W-200. Sample of "Currant Jelly" manufactured by West Shore Packing Co., Chicago, Ill., handled by Franklin MacVeagh & Co., Chicago, Ill. Contains glucose. Not properly labeled. Condemned.

No. 11,252, W-201. Sample of "Strawberry Jelly" manufactured by West Shore Packing Co., Chicago, Ill., handled by Franklin MacVeagh & Co., Chicago, Ill. Contains glucose. Not properly labeled. Condemned.

No. 11,253, W-202. Sample of "Raspberry Jelly" manufactured by West Shore Packing Co., Chicago, Ill., handled by Franklin MacVeagh & Co., Chicago, Ill. Contains glucose. Not properly labeled. Condemned.

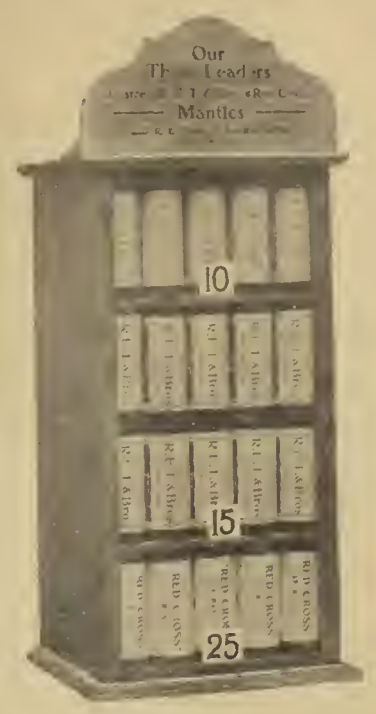
No. 11,254, W-203. Sample of "Grape Jelly" manufactured by West Shore Packing Co., Chicago, Ill., handled by Franklin MacVeagh & Co., Chicago, Ill. Not properly labeled. Contains glucose. Condemned.

No. 11,137, I-248. Sample of "Prepared Mustard" manufactured by E. A. Charbonneau, Detroit. Contains foreign starch. Condemned.

No. 10,885, I-228. Sample of "Petit Pois" manufactured by Clement & Co., Paris, France. Contains coloring matter injurious to health. Condemned.

No. 11,176, I-259. Sample of "Flageolets (French Beans)" manufactured by George Dalidet, Bordeaux, France. Contains copper. Condemned.

There is a good demand for Florida salad at $2 to $2.50.



ARE YOU IN THE SWIM?

There are millions and millions of gas mantles used every year. Our brands are among the very best. We furnish you this beautiful mantle cabinet, Free of Charge, to place in your store if you purchase from us one hundred of our mantles, assorted.

The cabinet holds just 100 mantles.

Write at once for prices.

R. E. TONGUE & BROS.

Lamp Chimneys and Gas Mantles

Allegheny Ave, Amber and Collins Sts.
PHILADELPHIA, PA.
Branch—NEWARK, N. J.

Fresh Cod Steak



This is one of the finest codfish products ever packed —**Talisman Cod Steak**

Not cured but fresh. Packed in Newfoundland. Cooked first and ready to eat, hot or cold, when the tin is opened.

Packed full weight, one pound tins, no bones or skin —clean, tender delicious.

Nearest Swift branch or us direct. You can sell this.

Swift & Co.
Gloucester, Mass.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED]

STICK TO THE "LETTER" OF THE ADS.

In other words there must be no juggling, no twisting things around. When a no-profit price is advertised let it go. Don't push your commission goods instead. Don't run down the very thing we're using as a business bringer. Don't you see that by doing this you kill the very spirit of the ad. That's where many cut-price stores show their weakness.

TEA BLUNDERS.

You make a mistake when you push your Ceylon tea on an Oolong drinker, and vice versa. Be very careful about this. Find out the kind of tea your customer uses. In our opinion no tea grows that possesses the character of the selected Ceylon. Yet to the uneducated palate it's simply rank. It's up to you to find out her kind. Suit her. That's one of your big duties—individually.

THE QUESTION OF SOAP.

You can sell more of our own soap at 6 for 25 cents. That's the people's price. We have a full-size cake and we have a piece of goods that's right in every respect.

BAKING POWDER.

Under our own brand we are selling a pure cream of tartar powder. It is positively the same as Royal. People call for Royal out of habit. Meet the habit. You're taking no chances. It depends on how much earnestness you put into your argument in order to divert the baking powder business our way.

TALK TOMATOES.

Talk canned spinach; talk peas and beans. People really want these things. It's the season for them. They're on everybody's table. If ours aren't represented on these tables the fault isn't with the eaters—the fault is with us.

"BE READY."

Being ready is a great thing. No matter how busy you may be in reality give the impression to the customer that "you're ready." If she has the money and the order drop your other work. She has in her pocketbook the material that keeps the business alive—the real fuel.

POINT OUT THE CASHIER.

We note occasionally that a customer doesn't know where to turn when you hand over your check. This is wrong. In every instance point to the cash desk.

Get the habit. Say "thank you" when you give her the check.

Mail Order Action Over Black Book Dismissed.

Judge William Lochren, in the Federal Court of Minnesota, sustained the demurrer brought by nineteen defendant lumbermen to the indictment brought at the instance of fifteen retail mail-order houses charging conspiracy to defraud by use of the United States mails. The decision brought to a close the cases resultant from the publication of the "little black book." The defendants were discharged and the bondsmen released. The decision was not based on technical flaws in the indictment, but on the merits of the case itself. The court held that the twelve letters and post cards alleged in the indictment to have been sent the complainants with the purpose of effecting a conspiracy could not legally be interpreted as having had that intent. There could be no fraud without misrepresentation, the court held, and there was no evidence of misrepresentation proved in the communications mailed the catalogue houses asking for catalogues, price-lists and samples.

AMONG THE TRADE.

Mr. W. D. Peck, formerly local manager for the Diamond Match Co., has been appointed Philadelphia representative for the Ohio Match Co. Mr. Peck is considered one of the best posted match men in the entire East. The Ohio Co. is the Trust's principal competitor.

Not many of the local trade went to the Cincinnati Canners' Convention.

The incorporated concern of James & Washington, merchandise brokers, has reorganized on account of the death of T. A. James. The James interest has been disposed of. Samuel B. Haines has acquired some stock and has been elected vice-president. M. L. James, a brother of T. A. James, is secretary and treasurer, and George S. Washington is president and active manager.

Hothouse tomatoes are scarce and command 25 cents per pound. The demand is good.

It Pays to Be Square.

Five or six years ago the writer was in the vicinity of Sixteenth and Catharine streets, this city, when he saw a sign over the door of a little converted private dwelling which read, Miller & England, grocers' and drug fixtures. Never having heard of such a concern, he went in to look around. He found two young men, Messrs. Miller & England, who constituted the firm, with overalls on covered with wood dust, working as hard as any of their little staff of men. Today these two young men have a big factory at Seventieth and Woodland avenue, and they are called upon by the biggest and most particular concerns in this city when they want fine woodwork and artistice fixtures. Their success has been due primarily to two things, one a thorough working knowledge of their business, and their square dealings with their customers.

Any grocer, in fact anybody, who wants artistic fixtures or woodwork of any character done right, at a reasonable price, is absolutely certain to be pleased with an association with this firm.

Anker's Bouillon Capsules

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.

PERFECT BEEF TEA IN ONE MINUTE. ANKER'S BOUILLON CAPSULES

ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK

Vegetable Display Stands

They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.



They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water write us anyway, we have something interesting to show you.

Galesburg Cornice Works
142 East Ferris Street
Galesburg, Illinois

CHARLES NOBLE, Jr. Manager

NIAGARA FISH COMPANY

Catchers, Jobbers and Dealers in

FRESH, FROZEN Smoked and Salted FISH

OYSTERS and CLAMS

BUFFALO, N. Y.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

There has been sent into this department a grocery circular prepared and issued eighteen years ago. The firm issuing it was Charles H. Wessels & Son, who at that time conducted a retail store at Twelfth and Diamond streets, Philadelphia. They are long since out of business. I am asked to say how the circular compares with those issued under present conditions. It is an 8-page affair, very well printed on good quality paper, and as a matter of fact is rather a catalogue than a circular. The only reading matter in it is a few lines on the eighth page which read as follows:—

Housekeepers are frequently perplexed as to what to have for meals.

By keeping this list for reference it will somewhat lessen the difficulty and also aid them in making up their orders.

Jobbing orders or quantities for monthly supplies, subject to discount.

While this circular is extremely well gotten up, it does not constitute good advertising, in my judgment, except so far as any simple price-list can constitute good advertising. The circular, as a matter of fact, well illustrates the progress retail advertising has made in the last twenty years. To-day almost no purely neighborhood grocer would go to the expense of issuing a simple price-list as elaborate and expensive as this. His advertising is now usually of a totally different character—a few prices, perhaps, but usually with some reading matter in connection. Modern grocery advertising has an element of persuasiveness about it that was wholly lacking in the old style, and this has been brought about in my judgment just as much by growing competition as by the growth of advertising as a science.

* * *

I think very likely it would be interesting to reproduce some of the prices quoted in this circular, in order that the readers hereof may make mental comparison with their own present prices:—

SUGARS.

(Subject to market changes.)

Granulated, Franklin	5½
Loaf, patent cut	7
Powdered	6½
Crystal A	5
Washed C	5

SYRUPS, MOLASSES, ETC.

	Qt.	Gal.
New Orleans, fancy	18	65
Good table syrup	14	50
Geo. Boyd's Queen syrup	18	60
Maple syrup .....pint,	25	45
Honey, bottles .. ½ "	20	
Honey, tumblers	20	

FINEST CITY DRESSED BEEF.

BEEF.

Sirloin steaks	20 to 22
Porterhouse steaks	20 to 22
Rump steaks	16 to 18
Round steaks	14 to 16
Rib roast	14 to 18
Pin bone	12 to 16
Chuck	8 to 12
Stewing beef	6 to 9
Corned beef	6 to 10
Brisket	4 to 6

VEGETABLES IN TIN.

Tomatoes—Dew drop	14	1 50
Hubbard	10	1 12
Jersey Red	9	1 05
Good Varieties, 3 for	25	90
Peas—French	12 to 23	10 to 20
Boyer's	14	1 50
Marrowfat	12	1 25
Good Varieties	10	1 15
Corn—Monogram	15	1 55
Dew drop	14	1 50
State of Maine	14	1 50
Selected	14	1 50
Paris	14	1 50
Good Varieties, 8 to 12		
Beans—String	8 to 12	90
Lima, M. & B.	12	1 25
Lima, Mountain	15	1 50
Asparagus — Richardson & Robbins',	35	3 60
Tips' Oyster Bay	30	3 10
Mushrooms—French	20	and 25
Soups—Snider's	25	and 35
Baked beans	14	

Must Declare Cereal in Sausage in New York State.

The following notice has been sent out to the Government meat inspectors doing duty in New York City:—

Your attention is also called to the instructions on page 5 of "Instructions Concerning Trade Labels under the Meat Inspection Law and Regulations," dated September 12, 1906, as follows:—

"If any flour or other cereal is used, the label must so state. If any other meat product is added the label must so state; for example, 'Pork and Beef Sausage,' 'Pork, Beef and Flour' (or other cereal); or 'Pork and Beef Sausage, Cereal Added.'"

Wherever local or interstate shipments of sausage or other meat food products containing cereal are packed in closed boxes which bear the meat inspection stamp and no trade label is used, you will see to it that each box bears a stencil showing that cereal has been used. It is noted that the labels on samples taken for chemical examination by the collector do not always show whether a cereal has or has not been used in the preparation of the product. Inspectors will be expected hereafter to inform the collector whether or not cereal has been used in the preparation of the products collected for chemical examination, and to see that the Regulations and Instructions concerning the use of cereals are enforced.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

We Can Furnish You With Salesmen Who Can Sell Your Goods

We can furnish you with good, energetic, hustling men, thoroughly trained in *modern salesmanship methods.*

Our List of Available Salesmen is Free

to all employers of salesmen, and every man on our list can furnish exceptionally good references. When you write for list kindly state territory you intend to cover and we will promptly put you in touch with the best.

THE BRADSTREET SYSTEM, Rochester, N. Y.

$20.00 *A DAY TO SALESMEN SURE.* No bonds. Best side line. Samples in coat pocket. For general and Dry Goods Stores. Live salesmen act quickly. Give past and present lines handled. Dept. B

Boston Piano and Music Co.

Willard F. Main, Mgr. Iowa City, Iowa

LOOK FOR THE

GLOBE

On Hams, Bacon, Lard and Sausage; it you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C. SHAFER CO.

516-18-20 Lexington St., Baltimore, Md.

THE GROCER

who gets his customers to try

GOFF'S COUGH SYRUP

will make permanent demand. Write for proposition and special advertising methods.

S.B. GOFF & SONS CO., Camden, N.J.

ESTABLISHED 1872

PATENTS

obtained on inventions and designs. Trademarks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

1845

Doesn't This Date Tell You Something?



This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT'S

Cooking Extract Co

No. 211 ARCH STREET

PHILADELPHIA, PA.



Is 100 Per Cent. Enough?

You can't do better than handle ***Stickney & Poor's*** spices.

There are no spices on earth purer, and few about which you can feel so absolutely safe, under the food laws, for we have been selling spices for nearly a hundred years. That at least is *some* protection.

If 100 per cent. profit is enough to make on spices, ***Stickney & Poor's*** will appeal to you. Cost in quarter-pound cartons, 20 cents per pound. Sell at 10 cents a quarter.

FOUNDED 1815

Stickney & Poor Spice Co., Boston, Mass.

FIVE PRESIDENTIAL ADMINISTRATIONS DRANK OUR COFFEES

This house was established in 1796, while Washington was President, and it is therefore the oldest coffee house in the United States.

We have supplied the White House with coffee during five administrations.

All of which we cite simply to show that we are worthy of your confidence.

We were the first house to pack coffee in one-pound tins, and in that form we pack **Sterling** coffee, which in all our long experience has proved acceptable to more classes of trade than any other blended coffee we have ever known. A rich, mellow, fragrant coffee, full weight, and with all its strength retained by the air-tight tin.

Other leading brands are **Victor, Delmonico Blend** and **Somerset Club.** They range from medium and choice grades to strictly fancy, high-grade Private Estate. More about these brands in future advertisements.

Shapleigh Coffee Company
Boston, Mass.



I Called Him a Liar.

I've been a lot interested in what the "Grocery World" has printed lately about the fact that it's legal to tell little lies in the course of business.

In the way of bragging up your goods and all that.

You know it's an old theory of mine that modern business couldn't be carried on if every man told the strict truth. I've brought that out several times and every time some fellow comes forward and tells me I ought to be ashamed of myself; that business *can* be done without lying, and so on.

All the same, I know I'm right.

I gave a turn the other day to an old merchant that I can afford to get fresh with occasionally. He's a third cousin of my wife's and he and I have always been chummy.

He's an all-right old fellow. Don't do much with religion but is as straight as a string. Prides himself on giving everybody a square deal and does it. Wouldn't lie to save a thousand dollars.

My old cousin's store is in a busy little place about two hours from Pittsburg. There are several other grocers in the place. I often go there and I know the town pretty well.

I was in the store last Wednesday, while he was waiting on some customers. He has a peculiarly full, heavy voice, and you can hear him talking as far as you can see him.

Cousin Ben sells a certain package Ceylon tea that he has packed for him under his own label. It's just an ordinarily good tea—any grocer who has a good trade can get it.

He was selling some of this tea to a woman while I was in there.

"Yes, indeed, ma'am," the whole town doubtless heard him say, "that is the very finest grade of Ceylon tea grown."

She said something I couldn't hear, probably that the other local stores sold Ceylon tea, too, judging from his answer.

"But none of it's like this, Mrs. ———," he said, "this is really a very superior article, my word on it."

She bought some and went out. Cousin Ben moved over to another customer. She wanted some large prunes. He sold her some. They looked like 40s or 50s, and while he was digging 'em out she commented on their fine appearance.

"Finest prunes grown in California this year!" he said. "I've never seen anything like them before."

The same woman wanted a broom. Cousin Ben brought some out, bent down the corn both ways to test 'em, and went through the usual stunts.

She wanted a cheap broom but was a little afraid of the quality at the price.

"Think it's all right at that price?" I heard her ask him.

"That's the best broom in ——— for the money," said Cousin Ben. "You'll make no mistake in taking that broom."

Then the store cleared out, and we went back in the office together.

"Cousin Ben," I said, when we had got seated down, "you're a liar."

He looked at me a minute a little nonplussed.

"*What* did you say?" he asked.

"I said you're a liar," I repeated.

He didn't know whether it was a joke or not—we have a good many jollies together—and he continued to eye me severely and uncertainly.

"I don't know in the least what you mean," he said finally, "and I can't say I care—your conversation don't as a rule amount to much. How's Milly?"

"What I meant by saying you were a liar was this," I said, refusing to be diverted. "I heard you tell three lies within five minutes. All to your own customers, too, that you ought to befriend instead of betray. I say again, you are a liar, Cousin Ben."

"What were the three lies?" he said, still eyeing me with suspicion.

"You told one woman there was nothing like your ——— Ceylon tea in the town," I said. "As a matter of fact ——— has exactly the same thing—gets it same place you do—only his is under the packer's label, while yours is under your own. You knew that, too."



On Top

"Malta-Vita" has always been the "top notcher" Wheat Flake.

"Malta-Vita" Corn Flakes have just been pronounced by experts the "top notcher" Corn Flake—and they ought to know.

An Easy Seller!

It's the biggest 10c p'k'ge on the market—36 p'k'g's to a case—you can sell it on the reputation that "Malta-Vita" has always had.

Free Deal

Until April 15th order all corn—all wheat—or assorted as desired and get

1 case free with 7

With 7	cases	1	case	free,	equivalent	to	$2.36	net	per	case	
" 5¼	"	¾	"	"	"	"	2.36	"	"	"	
" 3½	"	½	"	"	"	"	2.45	"	"	"	
" 1¾	"	¼	"	"	"	"	2.45	"	"	"	
" ⅞	"	⅛	"	"	"	"	2.45	"	"	"	

Regular prices $2.85 per case — $2.75 in 5 case lots.

Order thro' your Jobber.

Malta-Vita Pure Food Co.,

Battle Creek, Mich,

"Oh ——," he started to say.

"Wait a minute," I said, "you told another woman those prunes you sold her were the finest prunes grown in California this year and you'd never seen anything like them. Have you seen all the prunes grown in California this year? You couldn't possibly have any foundation for a statement like that, and a statement made recklessly without any knowledge to back it is a lie. More than that, I'll bet a dollar you've seen just as good a hundred times before."

"Say ———," Cousin Ben began again. I held up one hand.

"That broom you sold," I continued, "you said it was the finest broom in town for the money. Have you gone to all your competitors to compare it with their brooms for the same money? That was like the prune story, wasn't it—you didn't know whether it was the best or not—you just said so and didn't care whether it was true or not."

When I finished I turned on the same sad and reproachful voice that I use to convince my wife that I am not the worst man that ever lived.

"See here," said the old man, "you play the idiot so often I don't know now whether you mean what you say or not."

I assured him in the same voice that I did. I further told him how I regretted that a previously honored member of the family into which I had condescended to marry had seen fit to do that which had forfeited my good opinion. Etc., etc., etc.

"All I'm going to do with you," he finally said, "is to ask you one question. "Do you never brag up the goods you're sent out to sell in that same way?"

"Even if I did," I said, "would that excuse you?"

"It's all right," he said, "every man in business to-day exaggerates. You with the rest of 'em. Maybe you could even say we all lie. I catch myself doing it a hundred times a day. I've *got* to do it! Why if I told my customers the truth, nothing but the truth and all the truth they'd think I was crazy. They'd leave me!"

"What's trade compared with the knowledge that you're a perfectly truthful man?" I probed.

He sniffed and lit his disreputable old pipe.

"I've said all I'm going to," he said, "how's Milly?"

There you have it.

THE STROLLER.

Lining Up for Mercantile Tax Repeal.

Local Association Making Plans to Elect Only Legislators Pledged to Repeal. Pittsburg Fruit Dealer to Fight Sidewalk Ordinance. Small News of the State.

Special correspondence of "Grocery World."

Erie, Pa., Feb. 7, 1908.

The following resolution was adopted at the last meeting of the Jeanette Business Men's Association:—

Resolved, That our Association hereby pledges each and every one, to use all honorable means to have nominated and elected to State Senate and Legislature, persons who are honestly interested in the repeal of the present obnoxious Mercantile License Law, and any other uniform laws for good of our citizens.

President Tringle will appoint additional committees at their next meeting.

The 140th affiliation was organized by State Secretary A. M. Howes, at Sheffield, Pa., on January 29th, and will be known as the Business Men's Association of Sheffield and vicinity. Over twenty representative business men met in Odd Fellows' Hall, and the organization starts with sixteen charter members. A constitution and by-laws were adopted. Adequate dues will be provided and the following officers were elected: President, E. Hinkley, butcher; first vice-president, Dr. H. B. Russell, physician; second vice-president, C. E. Nelson, grocer; secretary, L. F. Schweitzer, harness maker; treasurer, H. F. Schade, general store.

A fruit dealer named J. M. Wilson, of East Ohio and Sandusky streets, Pittsburg, will test a city ordinance prohibiting the obstruction of sidewalks with stands for the sale of goods. Suit has been entered by Assistant Ordinance Officer Charles L. Dettmar. The ordinance fixes the maximum fine at $20 per day as long as the alleged violation is maintained.

Officers of the Turtle Creek Valley Business Men's Association have been named on a special committee to secure relief for the needy in the Turtle Creek Valley, which will co-operate with relief committees appointed by the various churches in providing aid to many residents who are suffering from lack of employment and illness. More than half a hundred families have applied for aid. The work will be confined to the Turtle Creek Valley, including Turtle Creek Borough, New Town and the smaller settlements in the hills around Turtle Creek. Residents of this district depend for employment almost entirely on the Westinghouse Works. Several benefit entertainments are being planned.

James Foust, Food Commissioner of Pennsylvania, addressed the merchants of Lebanon at their annual banquet on January 30th in the Sons of America Hall. The event was commemorative of the third anniversary of the association. Over 225 people were present.

A. M. HOWES,
State Secretary.

Absorbine for Shoe Boils.

S. Farnsworth, Lunenburg, Mass., writes April 4, 1907: "Last Fall I sent to you for a can of Absorbine. My horse had a large shoe-gall. I should say as large as a quart measure, and Absorbine took it all down, and I have used only half of the can. I should not be afraid to recommend it to anyone." Absorbine is a mild and pleasant remedy to use. It is prompt and positive in its action and will remove blemishes, cure lameness and pain without blistering or removing the hair. Horse can be used. Send to address below for free book, "How to Remove Blemishes." Absorbine is $2.00 per bottle at dealers, or express prepaid upon receipt of price. W. F. Young, P. D. F., 9 Monmouth street, Springfield, Mass.



Slices Everything from 6-pound Knuckles to half-ounce Ends.

IF YOU SLICE DRIED BEEF

you need Johnson's "EVERSHARP" slicing machine. Because it slices dried beef to perfection, and moist freshly cured beef in full-size wafer slices, thin, smooth and delicious, will attract more new trade than any article you can offer.

IF YOU DON'T SLICE DRIED BEEF

you certainly need Johnson's "EVERSHARP" slicer, because you are losing the prestige and profit of the most salable and profitable specialty in the whole line of eatables.

This machine was invented by an experienced retail grocer to correct the faults, remove the defects and improve the shortcomings of all other machines.

It will slice five pounds of dried beef in five minutes, every slice perfect, the full size of the meat, transparently thin, smooth and shining. It will cut the tough sinewy ends in perfect slices. It will slice up every little end. It will save enough time and labor, prevent enough waste, draw enough new trade, and increase the sales of sliced meat, sufficient to pay for itself in a very short time.

Send for a sample of sandwich sliced beef and see the magnet that draws the trade.

A. W. JOHNSON, New Brunswick, N. J.

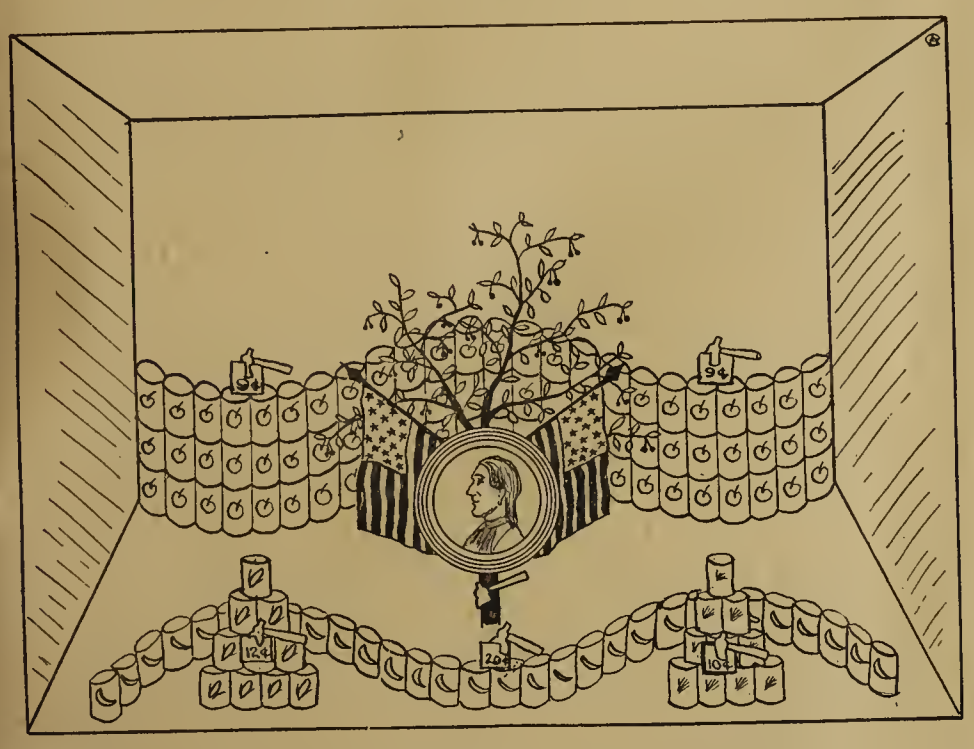
Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

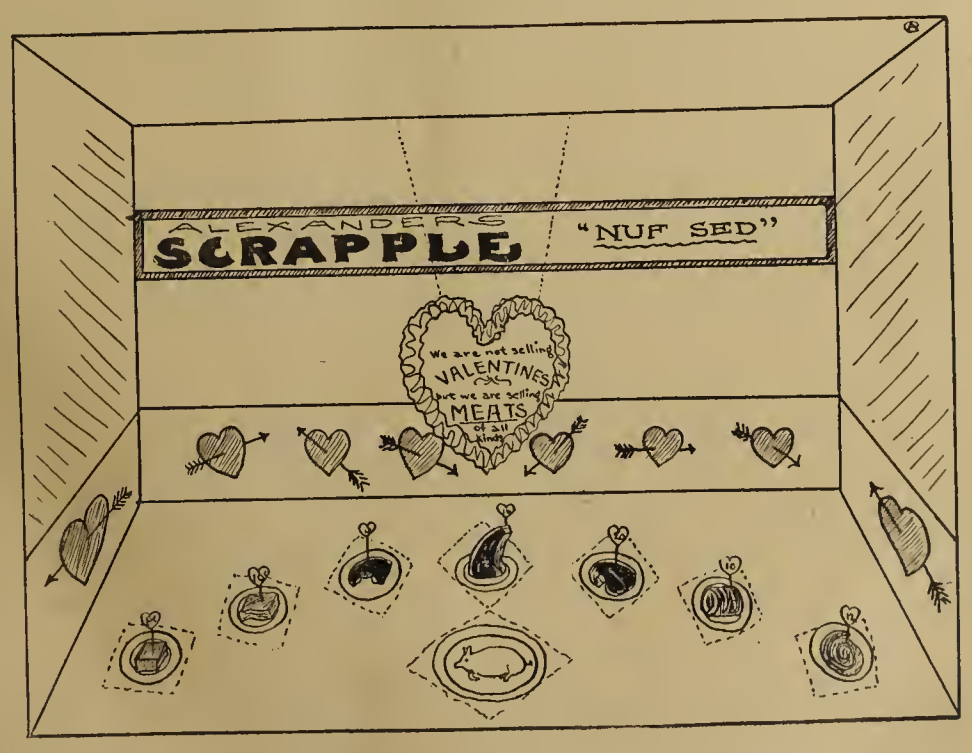
Cut Prices for February 22d.

The centre piece for this window is a cherry tree. Get a limb off a cherry tree and decorate it with artificial leaves and cherries, which are not expensive.

Suspended by twine from the ceiling is a large heart. This is sawed out of a box lid and is 28 inches high and 28 inches wide. This is covered with white paper and around the edge is a border of



shirred red cheese cloth. In the centre is a sign reading:—



We are not selling
VALENTINES
but we are selling
MEATS
of all kinds

The scrapple sign above is painted on wrapping paper and tacked across the window.

Upon this tree hang a picture of George Washington, back of which cross two flags.

The price-cards are blue cardboard 6 inches square and lettered with white. On each card is a cardboard hatchet painted red. There is a nick in each card in which the hatchet is placed and glued.

E. W. Alexander.

Oxford, Pa.

—

A St. Valentine Meat Window.

The floor is covered with white oilcloth or paper, or if you have a marble top off an old counter that will be still better.

Around the sides and back is a strip of 20-inch wrapping paper on which are hearts, painted with red water color.

The meats are placed on plates arranged in a semi-circle. Under each plate is a "St. Valentine" paper napkin. In the centre you can place a clay pig on a plate, or if you cannot get this a pig's head will do.

The price-cards are cut out of red cardboard and lettered in white.

Dr. Wiley's Salt Scheme Worthless.

A Berkeley, Cal., report quotes Prof. E. J. Wickson, of the California University, as saying relative to Dr. H. W. Wiley's discovery of a salt solution as an acceptable substitute for sulphur in the curing and bleaching of fruit:—

> The recourse to salt solution was suggested and experimented with in California about fifteen years ago and found to be unsatisfactory. While salt prevents oxydization and discoloration to a certain extent, it does not produce the light shades which the trade demands, and purchasers' tastes have to be considered by the producer.
>
> The salt dip can be used with only a few fruits, even admitting that purchasers will accept the darker coloration produced by the method. It will not do for peaches, nectarines, apricots, nor for apples and pears cut in halves, because the salt dip retards subsequent evaporation, instead of advancing it, as sulphur does. In this way the proposed salt dip prevents the California method of curing fruits in large pieces, to preserve its natural form.
>
> The proposed method is abominably dirty also, for it concentrates the dust and other impurities as it is progressively used and becomes a method of befouling freshly cut fruit surfaces, instead of being a cleansing agency.
>
> No analogy can be drawn between the handling of fruits which are cured in the natural form the pulp protected by the unbroken skin as in the case of the curing of prunes. The same conditions do not obtain. For this reason I consider the salt dip inferior to the dry sulphuring method, and impracticable for trade uses in this country.

CORRESPONDENCE

Never Heard of Scrapple.

Coryville, Pa., Feb. 3, 1908.
Editor "Grocery World."

Dear Sir:—Your leading editorial in the issue of February 3d, in which you roast the "National Tribune," we think you take yourself entirely too serious in this matter of the widely known, so State "scrapple."

The writer has read your magazine for several years and has spent seven years in the retail grocery trade of Pennsylvania, having operated stores in Warren, Potter and McKean Counties, and never heard of the article scrapple or saw the word until recently read in the "Grocery World." We have traveled over practically all of New York State as "a knight of the grip" and never had anything served up to us under such a title. We suspect that had you stated the fame of this wonderful food was well known to the Southeastern Dutchman you would have come nearer the fact.

Yours truly,
O. D. Underwood.

* * *

To Buy Second Hand Bags.

Lancaster, Pa., Jan. 23, 1908.
Editor "Grocery World."

Dear Sir:—Please inform me in your next "Grocery World" whether you know of any firm buying second-handed burlap sugar and coffee bags.

Yours truly,
Subscriber.

Write Charles Robinson, 246 South Front street, or Perlman & Clark, 129 Vine street, both of Philadelphia.

* * *

To Buy Potato Chips.

Pine Grove, Pa., Jan. 30, 1908.
Editor "Grocery World."

Dear Sir:—In the "Grocery World" you give the price of potato chips in the Philadelphia price-list. Would you kindly give me the addresses of some of the parties who are making the chips, or refer this letter to them so they can name prices?

Yours truly,
Sun-Ray Mfg. Co.

Judson Kerr & Bro., Sixty-first street and Girard avenue; John Davis, 673 Preston street, both of Philadelphia.



W. H. Morse, M. D., and Consulting Chemist, says:
"Blooker's Cocoa is food, digestible food, dissimilable food, food of food value."
It pays grocers to sell it.

American Depot, 46 Hudson St., New York

In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

THE GROCERY MARKETS

Tea.

There has been no change in the tea market during the past week. The demand is fair for the season, which means about half what it reaches at other seasons. Prices show no change for the week. The market is strong so far as low grades are concerned, and probably will be throughout the balance of the season.

Coffee.

The market for Rio and Santos coffee has been stagnant during the greater part of the week. The demand has been light and prices about unchanged. Mild coffees are steady to firm and in quiet demand. Mocha and Java steady and moderately active.

Sugar.

The sugar market shows no change for the week. Raws are unchanged. The Cuban season is going right ahead, but the production is over 100,000 tons behind last year. Naturally the receipts are a little better, and this relieves the scarcity of raws to a certain extent. The demand for refined sugar is dull. There has been no change in price. All refiners are now on a par, but the Federal is expected to decline in order to get some business.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is in good demand, especially for tinned goods. Prices are unchanged. Sugar syrup is scarce, by reason of the present small production of sugar. The demand is moderate. Molasses is unchanged for the week. The season is about over in Louisiana and the production of molasses tallies up relatively much smaller than the production of sugar. Fine molasses is not abundant and high.

Fish.

The mackerel market is still firm. Irish mackerel are exceedingly scarce, and those who have any are holding around $19 and $20. Shore mackerel are coming forward to some extent, at a shade off the prices previously asked. They are mostly the wrong size for the present trade wants, however. Norway mackerel are firm and show a nominal advance, but sales have been made during the week at the old figure. The demand for mackerel is good. Cod, hake and haddock are dull, in spite of the cold season, at unchanged prices. Domestic sardines are not only not advanced, but are rather weak than strong, as there are plenty to sell from second hands at the first hands price. Imported sardines are scarce and firm. Salmon is steady in price and in light demand.

Canned Goods.

Tomatoes are not active. There are some selling at 80 cents delivered and 80 cents f. o. b., but the demand is not abundant. Future tomatoes are selling in a very small way only. Spot corn is extremely dull, at nominally unchanged prices. The market is not especially strong, and active buying would probably get concessions. Some packers have named prices on future shoepeg corn of 65 cents for standard and 70 cents for fancy, which is 2½ cents above last year. Other packers are asking as much or 80 cents for fancy. No future prices have yet been named on Maine corn, for which there would be a demand. It is expected that prices will open around 85 cents, which was last year's price. Peas are unchanged on spot and quiet. Futures are still selling. Peaches are dull and unchanged. Apples show no change from previous reports, and are only wanted in a small way. California canned goods are unchanged in price and very dull in first hands. The small Baltimore line is dull and unchanged.

Beans and Peas.

Pea beans are now quoted at $2.35 to come forward, but on spot the market ranges from $2.15 to $2.25, according to quality. The demand is fair. Marrows rule about $2.25, both on spot and to come forward. California limas are unchanged and in fair demand. Dried peas of all grades are unchanged, green and Scotch being as formerly reported, scarce and high.

Dried Fruits.

Prunes are much demoralized. Size 30s have sold at 7½ cents in the East during the week, which is a 3½-cent bag basis, as against a 5-cent basis a few weeks ago. Other sizes are ruling proportionately, all premium on 30s having disappeared. The Eastern markets are below the coast parity. Peaches are unchanged as to the coast, though sales have been made in Eastern markets at a cent concession from former prices. Apricots are dull and unchanged. Currants are active at ruling prices. Raisins are still very weak and dull, and sales of fancy seeded have been made during the week at 8 cents. Apples are quiet and easy. Citron, dates and figs are all dull at unchanged prices.

Butter.

The butter market has advanced 1 cent per pound during the past week, both as to solids and prints, all grades being affected. The advance is due to the extra light supply and the good demand both local and for export. The stock of storage butter is getting very low and the market is healthy throughout on the present basis. As the price is above the normal for the season no further advance is looked for in the immediate future.

Cheese.

The cheese market is about unchanged from a week ago. There is a better demand reported from neighboring markets, and if there is any change in price it will probably be by way of a slight advance. Stocks of cheese are lighter than usual for the season, with the consumptive demand about the same.

Eggs.

The egg market rules about the same as a week ago, fresh eggs being cleaned up every day on arrival. The receipts of eggs are gradually increasing, but the market is very firm. Storage eggs

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

High-grade goods raise the standard of your store, bring you a better class of trade, increase your profits. Why not put in a line of our high-grade canned goods?

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Cruiser Brand

Tomatoes — **Small Sifted Peas**

Corn — **Early June Peas**

Succotash — **Telephone Peas**

Small Lima Beans — **White Wax Beans**

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

are getting very close to the bottom of the box, so that they can no longer be depended on to save the market from the advancing effect of cold weather. The future market therefore depends upon weather conditions almost solely. From now on there will probably be an increase in the supply of fresh eggs.

Provisions.

The market for smoked meats is unchanged. There is, however, a slight increase in the demand, owing to large stocks. The present low prices are likely to hold during the next few days at least. Both pure and compound lard is unchanged, and the market is reported steady, with the demand about normal. Canned meats, barrel pork and dried beef are unchanged and in fair demand.

Produce.

Pennsylvania potatoes, 85 to 90 cents per bushel; York State, 80 to 85 cents per bushel, demand fair; sweet potatoes, primes, $1 to $1.10 per bushel; culls, 50 to 60 cents per bushel, demand fair to good; yellow globe onions, 90 cents to $1 per bushel; York State, 90 cents to $1 per bushel, demand good; white onions, $1.25 per bushel crate; Spanish, 90 cents to $1 per bushel crate, demand fair; yellow turnips, 35 cents per basket, 60 cents per bushel; white, 35 cents per basket, demand fair; Danish cabbage, $1 per barrel, $11 to $12 per ton; Savoy, $1 to $1.50 per barrel, demand fair; carrots, $1.50 to $1.75 per barrel, 40 cents per basket, demand fair; horseradish, domestic, $3.50 to $4.50 per barrel; Western, $4 per barrel, demand fair; oyster plants, 2½ to 3 cents per bunch, demand fair; parsnips, $1 to $1.50 per barrel, demand poor; beets, $1.50 per barrel, demand slow; Pennsylvania celery, 10 to 15 cents per bunch, demand good.

Green Fruit.

Apples, Hulbersons, $3.25 to $3.50; Greenings, $3 to $4; Bellflower, $2.75 to $3.50; Spy, $2.50 to $3.50; Spitz, $3 to $4; Baldwins, $2.25 to $3.75; Kings, $3.50 to $4.25; Russets, $2.50 to $3, demand fair; California oranges, $2.50 per box; Florida, $2.25 to $2.75 per box; India River, $2.75 to $3.25 per box, demand fair; grapefruit, fancy, $4.50 to $5.50; choice, $3 to $4, demand fair; pineapples, $2.75 to $3.50 per box, demand limited; lemons, $2.75 to $3.50 per box, demand slow.

Nuts.

Almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed nuts, 11 cents per pound, demand poor; peanuts, choice, green, 4 cents per pound; fancy, 5 cents per pound; jumbo, 6¼ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair.

INDIVIDUAL MARKET REPORTS.

Spices.

The market continues active, with a firm tone for nearly all grades. Futures are in most instances quoted higher than spot stock. Stocks are small, and from all accounts crops are about normal. We therefore look for a gradual increase in prices.

Pepper.—Futures are higher. There has been a large demand for spot goods during the last week. Small advances in spot values are in order for the next 60 or 90 days.

Cayennes are firm but practically unchanged.

Cloves.—The crop is a very large one, 170,000 to 180,000 bales, so there is practically no reliance to be placed on predictions as to what the market will do.

Pimento (Allspice) is very steady, with very good demand. Prices, however, are practically unchanged.

Nutmegs.—We can only repeat what we have said in recent letters pertaining to the present market being safe. The prices during the week are firm and the demand has been fair.

Cassias are very steady and in fair demand. Futures are quoted at higher prices.

Gingers.—Demand is notably better, especially for old dry root.

Seeds.—Caraway is now held at 9¾ to 10 cents. Poppy and coriander are steady but unchanged. Same may be said of celery and mustard seed.

Rubbed sage and sweet herbs are unchanged and in very fair demand.

McCormick & Co., Inc.
Baltimore, Md.

MARKET NOTES.

Florida tomatoes are coming forward in bad order, and the market has a wide range—75 cents to $2.50. There are some fair tomatoes among the receipts, but most of them have to be repacked. Anything repacked and strictly fancy brings $3.25, but the

BACON
AS A BREAKFAST FOOD

There are dozens of breakfast foods on the market but none of them can take the place of Bacon; nothing is so thoroughly satisfying and nothing adds so much zest to one's life as a breakfast, the foundation of which is

Burk's "Butternut Bacon"

This Bacon is selected from corn-fed hogs, specially cured with granulated sugar, mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste impossible; wrapped in highly glazed and parchment paper and embellished on two sides with an attractive blue and white label. A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the "Five B" Bacon, because of its name

Burk's Butternut Boneless Breakfast Bacon

This Bacon was first introduced at the National Export Exposition, held in Philadelphia in 1899. It has had a steadily increasing sale each year, and today is the best known and most used Bacon in Philadelphia.

Burk's Lard

Is guaranteed to be absolutely pure and to contain nothing but what results from the rendering of good, wholesome hog fat and to contain all its original properties, none of which has been extracted.

Many brands of Lard are "pure," but the rich oils have been extracted so that the manufacturers can make a larger profit.

Such Lard is not to be compared with *Burk's*, because it lacks richness, and while cheaper in price is in reality dearer because a larger quantity must be used to produce the result.

Get in touch with us.

Louis Burk
GIRARD AVE. and THIRD ST., PHILADELPHIA

general range is as above reported.

—

Florida oranges are a little firmer, but the price is unchanged —$2 to $3.50 per box. The receipts show an increase.

—

Florida peppers seem to be wanted at $1.50 to $1.75 per crate.

—

Michigan rhubarb is now exceedingly scarce and is hardly seen in the market at all.

—

New Bermuda potatoes range from $1 to $1.25 per basket and are in very slow demand.

—

Hotbed spinach from near-by points ranges from $2.50 to $2.75 per barrel. The quality is good and the demand fair.

—

California celery ranges from 60 to 65 cents per dozen. The appearance, as usual, is fancy, and the demand is excellent.

How to Get a Roll Top Desk Free.

The Knickerbocker Chocolate Co., of New York, have made an arrangement with the Manufacturers' Trade-Mark Association, the big premium clearing-house of New York, which enables them to substantially reward retailers who show an interest in increasing the sale of Barker's Hasty Lunch Chocolate, Bedford and Blue Ribbon Cocoas.

These goods are so fine that it is hard to sell anything else to consumers once they have had them; so besides the reward the Knickerbocker Chocolate Co. give grocers for pushing them, they are certain to please their trade.

Suppose, for example, a grocer needs a new roll-top desk, a safe, a cheese cutter, a computing or platform scale; instead of drawing on his bank account to pay for them he pushes the sale of the Knickerbocker Co.'s goods with his customers, saves the Universal Coupons packed in every case for him and adds them to those coming to him from other manufacturers, and in a short time he will have collected enough to entitle him to any of the articles named.

The Manufacturers' Trade-Mark Association issue a handsome illustrated catalogue which they send free to grocers, showing an almost unlimited array of useful articles of merchandise which they will send grocers in exchange for the Universal Coupons, together with a list of all the manufacturers throughout the country who give these same coupons to the grocers.

The Knickerbocker Co. is the only manufacturer of chocolate and cocoa from whom a grocer can get these Universal Coupons; so grocers who want valuable free merchandise as well as their regular profits will concentrate their efforts on the sale of the Knickerbocker Chocolate Co.'s goods.

The little round cracker with "Exton" stamped on it. It has been on the market over half a century, and no consumer will use any other oyster cracker if she can get the Exton, because no oyster cracker can take its place in the esteem of those who know the difference between fair and good.

Two-Minute Sermons for the Retail Grocer

XXVIII.—Holding Local Money at Home.

The more places there are in town for a man to spend his money, the more of his money you are likely to get.

This does not sound like it was possible, but it is good logic just the same. Most people want to see all they can, and are generally willing to pay for the privilege, and if they cannot see everything they want in your town they will go to some other. When they go to some other town to see a good show, or for whatever purpose it may be, they will spend their money at that point, probably for goods in your line, and at any rate they spend it; and as all money spent there is to be spent again it will reach the merchants in your line sooner or later, and would have reached you if spent at home.

Many merchants swear because some attraction comes along and "takes all the money out of the country." They had better put forth every effort to add to the permanent attractions of the town, where money can be spent at any time, for the more there is of them the more of the people's money will be spent at home and the more people will come to see them, and this money will soon reach the merchant, even if not spent with him first.

What every town needs is enough attractions of every kind to satisfy the people of the community so they will not need to go elsewhere. Then the young people will not leave home and go to the larger cities just as soon as they are able to take care of themselves. They will be content to stay where things look good to them already. They will not be constantly hearing of the sights they have never seen, to toll them away, and how many communities are to be found to-day in which the population would not be at least doubled if all the young people had remained at home?

F. A. P.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Meat and Butter Box combined. 10x10 feet 4 in. Write full particulars, giving price. Florence Foundry Store, Florence, N J. 7

WANTED—One Electric Coffee Mill, direct current, 220 volts. Must be in good condition. Ed. M. Miller, Lebanon, Pa. 6

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

SALE OR EXCHANGE—Stock and fixtures General Merchandise store, South Jersey. Prefer country store or small fertile farm southern central Penna. Best reasons. No agents B 1x 96, Malaga, N. J 6

FOR SALE—Grocery Store on De Kalb street, Norristown, Pa., one square from market and one-half square from Main street, doing a good cash business. Owner going out of business on account of his health. Will sell at inventory. Stock about $1,500. Can reduce stock to suit purchaser. Call or address C. L. Kellar, 326 De Kalb street, Norristown, Pa. 7

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1111 S. Broad Street, Philadelphia. 3

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,000. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 331.—In North Philadelphia, good neighborhood. Size of store 20x50 feet. Yearly business $30,000, balance weekly and monthly. Stock $1,500; clear net profits 10 per cent. Uses one team, hiring the horse. Good dwelling connected. Owner's wife ill and must take her to California. Price inventory. This store has been established 40 years.

No. 332.—In West Philadelphia. Size 20x30. Does $350 weekly, two-thirds cash. Stock $500 to $600. Nets 15 per cent. above everything. Dwelling connected. Team if wanted. Owner has not sufficient time owing to other business. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 340.—In West Philadelphia. Groceries, meats and provisions. Size 24x60 feet. Does $45,000 yearly. Three-fourths

cash. Stock carried, $2,500. Uses two teams. Actual net profit, 12 per cent. Reason for selling, ill-health. Established 21 years. Price inventory. Fixtures will run about $1,500. Amount required, around $3,800. No dwelling.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 342 —In North Philadelphia. Groceries. Size 16x25 feet. Does $100 weekly, nearly all cash. Stock $600. No team. Business now profitable. Owner wants to leave city. Price, around $600 to $700. Dwelling.

No. 344.—In West Philadelphia. Groceries, meats and provisions. Size 15x27 feet. Does $500 to $600 per week. All cash. Stock only $500, as business handles large amount of meats. Clean net profit 10 per cent. Best reasons for selling. Price inventory. Will need about $1,400, but can be reduced by not taking cash register. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

PHILADELPHIA GROCERY STORES WANTED?

We have immediate buyers for live Philadelphia Grocery Stores, running from $1,000 to $2,000. Must be healthy, established, profitable. No sale no charge. Waiting list of buyers all the time.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

AN UNUSUAL BUSINESS

We offer now a wonderfully profitable business in meats, poultry, butter and eggs. Located near Philadelphia. Does $1800 weekly, 65 per cent. cash. Average stock is only $1000 as it is turned very rapidly. Uses two teams. Nets clean profits of 12½ per cent. Real estate if wanted. Owner started this business thirty-three years ago and wants to retire. Does some small manufacturing, such as sausage and has fully equipped plant. Price complete, which is simply inventory, is about $7000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONLY STORE IN THE PLACE.

We offer the only grocery store in a high-grade Philadelphia Suburb. Under restrictions no other store can be built there. The owner has another business to which he wishes to devote his entire time, and will sell the place at inventory, asking nothing for good will, though the business is unusually valuable. Store 16x50 feet, with two storerooms, does $13,000 yearly, all gilt-edged. Stock about $2,000; uses three teams. Dwelling connected. Actual net profits 8 per cent. The business is open to the very deepest investigation. Teams and fixtures will inventory around $1000 to $1200, and the stock around $2000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WILL EXCHANGE FOR TRUCK FARM

Grocery located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory, Owner will sell for cash or exchange for good city property or truck farm within 15 miles of Philadelphia. The store will run about $3,500; if property exchanged is worth more will pay the difference in cash.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals to furnish during the fiscal year, beginning July 1, 1908, supplies of Chemicals, etc., Lumber and Plumbers' Supplies, will be received at this office until 2 P. M., Monday, April 20, 1908, at which time they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals will be received at this office until 2 P. M., Monday, March 2, 1908, to furnish during the fiscal year, beginning July 1, 1908, the following classes of supplies, viz: Oils, etc.; Textiles, etc., Hardware and Grocers' Sundries. The proposals must be received not later than the time above specified, but they will not be opened until 10 A. M., on respective dates, as follows: Oils, etc., May 27, 1908; Textiles, etc., May 22, 1908; Hardware, May 25, 1908; Grocers' Sundries: May 20, 1908. On which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals will be received at this office until 2 P. M., Monday, April 6, 1908, to furnish during the fiscal year, beginning July 1, 1908, the following classes of supplies, viz.: Paper, etc.; Binders' Supplies, Electrical Supplies, Printers' Inking Rollers, and Paper Boxes. The proposals must be received not later than the time above specified, but they will not be opened until 10 A. M., on respective dates. as follows: Paper, etc., and Binders' Supplies, May 18, 1908; Electrical Supplies, Printers' Inking Rollers, and Paper Boxes, May 16, 1908. On which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals will be received at this office until 2 P. M., Monday, March 23, 1908, to furnish during the fiscal year, beginning July 1, 1908, the following classes of supplies, viz.: Dry Colors, etc.; Rubber Goods, Engravers' Supplies, and Dextrine. The proposals must be received not later than the time above stated, but they will not be opened until 10 A. M., on respective dates, as follows: Dry Colors, etc., June 1, 1908; Rubber Goods, May 22, 1908; Engravers' Supplies, May 29, 1908, and Dextrine, May 25, 1908. On which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

FOR RENT.

FOR RENT—Large General Store (owned by the undersigned estate) in Quarryville, Lancaster County. Pa. This Borough has a population of about 800. Is the terminus of two steam railroads, a trolley line and two new state turnpikes. It is the only town of any considerable size in the ten lower townships of Lancaster County, and commands a large proportion of their patronage. It has two banks, and does more business in a week than most towns of its size in a month. In fact, during the year of 1907, it is carefully estimated to have exceeded $800,000, not including the money paid out in the borough for tobacco which will amount to about $150,000 yearly. The borough has, besides this store, one large general store, carrying every line, and one smaller general store, one small grocery and a large hardware store. This store has enjoyed a large patronage for half a century. The location is the best in the borough, and in the midst of the town's business activity, within 200 feet of the depot of the Lancaster & Quarryville Railroad, the Lancaster, Oxford & Southern Railroad, the freight station and the terminus of the trolley line. The building is large, well-lighted, and is undergoing repairs; it has a fine cellar. It will be rented on good terms. The opportunity for an energetic man to establish a fine business in one of the best towns of its size is here afforded. A renter will not be handicapped with a stock of old goods, as the building is entirely empty and ready for immediate occupancy. For any further information address George W. Hensel's Estate, Quarryville, Lancaster Co., Pa. tf

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. t

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SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on prices ruling Monday, February 10th. Terms, net 10 days. First orders must be accompanied by references.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch
We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.	
Cocoanuts, 100 to bag	$3.25 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.50
Fancy Brights, 150-176 size, per box	2.65
Fancy Brights, 200-216 size, per box	2.50
Fancy Brights, 250 size, per box	2.30
Golden Russetts 10 to 15 cents per box less than above prices.	

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	2.75
Fancy quality, 126 to box	2.50
Fancy quality, 150-176 to box	2.50
Fancy quality, 200-216 to box	2.50
Fancy quality, 250-288 to box	2.35
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.40
Extra choice, 150-176 to box	2.50
Extra choice, 200-216 to box	2.40
Extra choice, 200-250 to box	2.35

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.25
Fancy quality, 360 to box	3.25
Fancy quality, extra large, 270 to b	3.00
Choice quality, 240 and 270 to box	2.75
Choice quality, 300 to box	2.75
Choice quality, 360 to box	2.75

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$3.00
Choice Messina, 300 size, per box	2.75
Choice Messina, 360 size, per box	2.75

ALMERIA GRAPES.

Fine quality, kegs, 61 lbs.	4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good quality, kegs, 62 lbs.	3.50
Good quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds	.08

NEW CROP TURKEY FIGS.

Extra fancy quality, 10 to 12-pound boxes, per pound	.10
Extra fancy quality, 4-crown, 10 to 12-pound boxes, per pound	.09
Extra fancy quality, 3-crown, 10 to 12-pound boxes, per pound	.08
Fancy quality glove boxes weighing about 14 ounces, per box	.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$5.00 to $6.00
Choice Prime, per barrel	
Fancy Medium, per barrel	4.00
Choice Medium, per barrel	2.00 to 2.50

CRANBERRIES.

Cape Cod, fancy, large	$8.00
Cape Cod, Early Black, per bbl.	6.50
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.25
Fancy Jersey, medium dark	2.00

Is Your Fruit Trade All It Should Be?

Why not get the full benefit of a fine fruit display?
It is sure to increase your general business, besides the profits are large.
For years we have made a specialty of supplying the finest Foreign and Domestic Fruit—by the finest we mean **the best.**
Come and see us if you can, if you cannot, write and we will keep you posted.

R. DAETWYLER & CO., New Market and Callowhill Streets, PHILADELPHIA

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.85
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1 45
Belle Brand, 2 doz	1.00
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	1.00
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	1.25
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz	2.95
Fair Quality, 3s	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	10½
Evaporated, 1 lb. packages, 4 doz	.11
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.13
Best, 25 lbs	.15
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	.09
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.08
60- 70, 25 lbs	.07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	.08½
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	.07¾
Seeded, 36 1 lb. packages	.10
Sultana, 36 1 lb. packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¼
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.03¾
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4.00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2 25
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06¼
Imported Lima Beans, about 90 lbs. to sack	.06¼
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.42
Kingsland, N. O	.33
Julian F. Bradshaw's Molasses, No. 44	.29
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz	2.50
California Amber Drips, ½ gal. cans, 1 doz	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.35
Hires' Silver, 4 doz	4.65
Square, 4 doz	3.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.00
Peerless, small size, 4 doz	2.20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Press, 200s, fire-proof handles	1.90
Home Safety, 65s, 5 gross	.40
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	100	4.00
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3.90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dbton Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen	per case, 2.90
Quarts, 2 dozen	per case, 2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen	per case, 1.95
Tins, 2½-lb., 2 dozen	per case, 2.30
Tins, 3-lb., 2 dozen	per case, 2.50
Tins, 5-lb., 1 dozen	per case, 2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	38.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 450	22.00
Norway, count 400@450	24.00
Norway, count 300@350	27.50
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
	Per lb.
Codfish—	
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.19
Bloaters, Cromarty, 100s	1.50

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Monchong—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Maguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.85
Cinnamon, Mats	.10
Cinnamon, Twalo	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.25@.35
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

	Per doz.
Asparagus—	
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb.
Seeded Raisins—	
Fancy, 1-lb. cartons	.11
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2¾-in., 10 lbs	
2½-in., 12 lbs	.10¾
2¼-in., 12 lbs	.09½
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.10½
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.07¾
Citron—	
According to quality	.19@.22
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs.	.05¼
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.15
30x40, choice	.10¼
40x50, choice	.08¾
50x60, choice	.07¾
60x70, choice	.07¼
70x80, choice	.06¾
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in cartons—	
Fancy 40x 50	.11½
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs	.10¼
Choice, 1-lb. cartons	.12½
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.15½
Extra Choice Muir	.14½
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.26
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15¼
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 180 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Rednced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ⅛s. accord'g to qual.	25.00@35.00
Mushrooms, ¼s, accord'g to qual.	18.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Butter, all grades	7
Dressed Turkeys	45
Live Poultry	45

DECLINES.

	Column.
Eggs	27
Raisins	36
Jersey Pork	43
Lard, Swift & Co.	44
Nutmegs.	57
Butter Disbes	62
Clothes Pins	62

ADDITIONS.

	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	56 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Pudding	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	52
Sal Soda	52
Salt	52
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	57
Tapioca	31
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge, XXXX	5.15
" Powdered	5.15
" Crown A	5.35
" Crystal A	5.00
" Coarse Granulated	5.25
Eagle Tablets	6.50
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.25
Powdered	5.10
Extra Fine Granulated	5. 0
Coarse Granulated	5.10
Granulated	5.00
Fine Granulated	5.00
" in 50-lb. bags packed 2 in 100-lb. bag	5.05
" in 25-lb bags packed 4 in 100-lb. bag	5.05
" in 10-lb. bags packed 10 in 100-lb. bag	5.15
" in 5-lb. bags packed in bbls	5.20
" in 5-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. bags packed in bbls	5.30
" in 2-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. cartons in cases	5.20
" in 2-lb. paper packages in cases	5.20
Confectioners' A	4.80
1—Keystone A	4.75
2—American A	4.70
3—Centennial A	4.65
4—California A	4.60
5—Franklin B	4.55
6—Keystone B	4.50
7—American B	4.45
8—Centennial B	4.40
9—California B	4.35
10—Franklin Extra C	4.30
11—Keystone Extra C	4.25
12—American Extra C	4.20
13—Centennial Extra C	4.15
14—California Extra C	4.15
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	18 @ 35
Japans—Pan-fired—Common to fair	17 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Choicest	40 @ 45

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Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	13 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
Innia—Common to Fine	17 @ 38
Ceylon—Common to Fine	17 @ 40
English Breakfast—Fair to Good	14 @ 15
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		Per lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, Englisb Breakfast, Gunpowder, Mixed Tea.. .50

Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas. 40

Tetley's Tea— Per lb.

¼ lb. or ½ lb in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins, per lb.	
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels per lb. net		.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20
¼ lb. silver bags	" "	.21

Packed in cases containing 100 pounds.

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McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz. per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz.



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5 lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass. 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purity Brand 5 " ½ " "	6.00
" 1 " 1 " "	1.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, witb 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, witb knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 25, large	10.00
" " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's Shoe Dressing	.75
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Brown's, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.71

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ⅛ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.10½
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½

Lipton's Blended Coffee—

Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—

Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¾	15 15/16
Lion	13⅝	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Saludo, lbs.	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs.	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb.	.35

Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20¼
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05⅞
" English Ground, bags about 160 lbs.	.05¾
" Francks', stick, 65 lbs.	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs.	2.35
Blasting, B, kegs, 25 lbs.	1.50
Duck, kegs, 12½ lbs.	4.75
Duck, kegs, 6¼ lbs.	2.65
FG, FFG, FFFG, kegs, 25 lbs.	4.75
FG, FFG, FFFG, kegs, 12½ lbs.	2.65
FG, FFG, FFFG, kegs, 6¼ lbs.	1.50
Drop Shot, 1 to 10, bags, 25 lbs.	1.85
BB, bags, 25 lbs.	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz.	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz.	3.35
Colburn's, No. 1, 4 doz.	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz.	3.60
" Ball Blue, 1 oz., 3 doz.	2.65
" Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.35
" First, "	34
" Second, "	.33
" Third, "	.31-.32
" Imitation, 30-60 lbs.	.24-.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.36
Ladles, 30-60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 30-50-lb. bxs.	.40
B. B., E. D. brands, 30-50-lb. boxes	.39
J. J., C. V., Gilt Edge, Gold Medal, 30-50-lb. boxes	.38
Sbeaf ("400") Elgin, 30-50-lb. boxes	.37
Sbeaf	.30-.36
B. S. Gilt Edge, cartons	.41
Gurnse, pounds or half pounds	.38
Belle Spring	.35

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs.	.10⅞
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.	.08¾
Searchlight Hotel, 16's, 30 lbs.	.09¼
Peerless " " "	.10¼
Bright Light, " " " per box	2.50
Werk's, 8's, 30 lbs.	.12
" 16's, 30 lbs.	.13
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 128s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.50
Mason's, quarts, per gross	4.25
Mason's, half-gallons, per gross	6.75

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Jelly Tumblers—	
Barrels, 22 doz. per doz.	.16½
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1.00
Purple Ribbon brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz. per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 1 doz. per doz.	.90
¼-lb. square cans, 2 doz. "	.80

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.25
Frying, Good Luck Brand	1.07½
DuBois' Frying	1.12½
Jersey King, No. 3, Standard Jersey	1.00
Blue Hen Chickens, No. 3	.95
Silver Lake, fancy, Jersey	1.07½
Alta, No. 2	.67½
Plantation, No. 10, 1 doz.	2.85
Bull Dog, No. 2	.67½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Little Darlings	1.30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Mikado, Penna., fancy	1.00

What's in a Name? Lots!

Take "Caricol," for instance—when applied to "Tea" it stands for a blend of which tons have been sold, because it has the peculiar faculty of pleasing almost everybody—and last, but not least, you can make 160 per cent. profit on it, and satisfy your customers that the price isn't too high.

Thomas Martindale & Co., Philadelphia, Pa.

Do You Want to Make $300 More Every Year?

It is a mighty nice thing to be able to increase your profits by such a tidy sum as $300 a year on an investment of less than $20, but that is what you can do if you will put in an **Acme Peanut Roaster** (equipped for kerosene, gas or gasoline), the simplest and cheapest automatic roaster made. Anybody can operate it. There is nothing to get out of order and little or no expense in running it.

Give your customers a chance to buy freshly roasted peanuts and you will make from $1 to $3 a day. We would like to tell you more about it.

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.



Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY



WE HAVE THE BEST OF REASONS FOR TALKING ABOUT IT

We make a point of exploiting the fact that you will find "The Bottom as Good as the Top" in **Apelpi Evaporated Apples**, simply because usually the top is very much better than the bottom. We pride ourselves on this particular brand, have built up a big demand for it on its quality alone—you can do the same thing.

BOWN BROTHERS
Despatch, New York
H. COWAN & SON Distributers
28 So. Front Street Philadelphia, Pa.

—9—

Boyer's, 2s	.82½
Acorn, 3s	1.05
Acorn, No. 2	.77½
Safe, No. 2	.60
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Baked Beans—	
B. & M., No. 3	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	1.05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.47½
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. ... per doz.	1.80
2-lb. cans, 3 doz. ... "	1.40
1-lb. cans, 4 doz. ... "	.90
1-gal. cans, ½ doz. ... "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. ... per doz.	.95
2-lb. cans, 3 doz. ... "	.70
1-lb. cans, 4 doz. ... "	.45
1-gal. cans, ½ doz. ... "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. ... per doz.	.82½
Corn—	
Kornlet	1.65
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.92½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.85
Shoe Peg, Osborn's	.75
Mark, crushed	.70
Rex, No. 2, Fancy Whole Grain	.70
Vanity, No. 2, Whole Grain	.67½
Royal Exchange, Whole Grain	.65

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Peas—	
French, very fine, 100 cans	14.50
French, fine, 100 cans	12.00
French, medium, 100 cans	11.00
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.00
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	4.00
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10, 1 doz	2.35
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Pears—	
Bartlett, extra quality, 2½s	2.75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.40
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2 65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex standard lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2 30
Thistle, No 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½

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Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1 90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	3.40
Keystone, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries-	
Loggies, No. 2	1 50
Loggies, No. 10	6.85
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.30
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.55
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.90
Defence, No. 2	2.10
Pineapple—	
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Orange Grove, E. & C., No. 2	1.50
Singapore Chunks, No. 1½, 4 doz	1.10
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.05
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Tan Chop Hin, ¾-lb. chunks ... per doz.	.80
" 1 " " ... "	.87½
" 1½ " " ... "	1.17½
" 1½ " sliced ... "	1.35
" 1½ " grated ... "	1.35
" 2½ " whole ... "	1.85
Packed in their own juice :—	
1½-lb. chunks, extra heavy syrup ... per doz.	1.42
1½ " sliced ... "	1.40

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 12½
Star, No. 1, 4 doz	1.05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2.50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 1, 2 doz	1.60
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	1.00
Boyer's, No. 2, 2 doz	1.90
M. & B., No. 1, 2 doz	.95
Stewart's, No. 2, 2 doz	1.95
Stewart's, No. 1, 2 doz	.95
Victory, No. 1, 2 doz	.97½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	82½
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat	2.15
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

"Is This What I Made?"

If the cook who invented Baked Beans with tomato sauce were to come back and open up some of the cans labeled Baked Beans he would go gladly back to oblivion.

For "Baked Beans" doesn't always mean baked beans any more. In most cases it means beans boiled or steamed, dampened with a little cheap catsup and packed. The result is an attempted fraud on the palate of him who knows the real thing.

L. & S. Baked Beans are really baked in the good new way. We guarantee that absolutely. Baking makes the bean over. Instead of swelling and mushing it up like steaming or boiling, it leaves it just as firm but mealy and melting.

And our tomato sauce is tomato sauce made by an expert.

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

Ritter's BEST Preserves
XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.45

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17 00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless

La Champagne, ¼'s, key	17 00
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9 75
½s, Martels	13 25
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8 00
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3 40
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3 40
¼s, Booth's, 50 cans	
¼s, Continental, key, 48 cans	2.50
¼s, Blanchville, 50 cans	3.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3 40
¼s, Le Baron, 100 cans	
Gold Label, ¼s, oil, 100 cans	6 40
" ¼s, mayonnaise dressing, 100 cans	6 40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13 00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.30
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6 90
" with key, No. 14, ½ doz, per case	8 15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Dried Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.45
Glass, No. 1, 2 doz	2.45
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2 82½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.75

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Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.67½
Beechnut Bacon, No. ½, glass jars	1.60
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1 30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Klngan's, No. 1, 2 doz	1.20
Klngan's, No. 2, 1 doz	2.20

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3 co
Turkey	1 95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ¼ doz	5.00
Schimmel's, assorted 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Taploca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.85	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08¼
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09¾
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	11
Sour Balls	30-lb. pails	.08¼
Pancella Cream Chocolate	"	.12¼
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.12½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.12
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.09½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.90
Snider's Catsup :—	
Pints, 2 doz	1.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?



40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia* PENNSYLVANIA

EGG INSURANCE



To Deliver I M. Dozen Eggs Costs You



IN PAPER BAGS

Standard Bags per M,	$1.20
Twine, 2 Balls,	.10
Clerk's Time Handling and packing, 1 minute each doz., 16½ hours at 15c.,	2.50
Breakage, average 8 eggs per case of 30 doz., 33⅓ doz. at 24c,	8.04
	$11.84

IN STAR EGG CARRIERS

1 doz. No. 1 Star Egg Carriers,	$2.25
1 M. No. 1 Star Egg Trays,	3.00
Clerk's Time filling Carriers, 5 sec. each doz. 4 1-6 hours at 15c.,	.63
	$5.88
(Can be emptied in 1 second.)	
	$5 96
1 doz. No. 1 Star Egg Carriers left on hand when eggs are delivered,	2.25
AMOUNT SAVED when delivering with STAR EGG CARRIERS and TRAYS,	$8.21

IN PASTEBOARD BOXES

For 1 M. Pasteboard boxes,	$ 5.50
Breakage, 1 egg every 3 doz. delivered,	8.04
Clerk's Time, handling, setting up and packing, 15 hours at 15c.,	2 25
	$15.79
Delivering with STAR EGG CARRIERS and TRAYS, cost as specified in opposite column,	3.63
STAR EGG CARRIERS SAVE YOU,	$12.16

Star Egg Carriers Prevent Miscounts

STILL GREATER SAVING BY USING NO. 2 SIZE, AS PER CUT ABOVE.

THOUSANDS HAVE BEEN CONVINCED. WHY NOT YOU? A TRIAL ORDER WILL DO IT.

Star Egg Carrier & Tray Mfg. Co., Rochester, N. Y., U. S. A.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.	
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.32
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.33
" ¼-lb. " "	.34
Premium Chocolate, ½s, 12 lbs	.31
" ¼s, 12 lbs	.31½
Best Sweet Chocolate, ½s	.20
Best Sweet Chocolate, 1-5s	.20
Hershey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Honten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.37
" ½-lb. tins, 6-lb. boxes, per lb.	.36
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.30
Sweet Clover, ½s, 6-lb, per box.	1.65

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Ideal Chocolate and Cocoa Co.:—	
Ideal Cocoa, ½-lb. size, per lb.	.40
" " ¼-lb. " "	.41
" Baking Chocolate, ½-lb size "	.27
" " " ¼-lb. " "	.29
" Milk Chocolate, 6-lb. box, per box	1.65
" Vanilla, Sweet, 6-lb. " "	1.65

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Peter's Milk Chocolate:—	
No. 61—½ lb. size, croquettes, per lb.	.48
No. 62—¼ lb. " " "	.48
No. 63—½ lb. " flat packets "	.48
No. 64—¼ lb. " " " "	.48
No. 93—½ lb. " " " "	.48
No. 66—⅛ lb. " " " "	.50
No. 67—⅛ lb. " " " "	.50
No. 68—⅛ lb. " " " "	.50
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	
" Premium, ½s, 12 lb. "	
" " ½s, 12 lb. "	
Hawley & Hoop's Breakfast Cocoa—	
A No. 1, ½-lb. tins, 12 in box	.34½
" ¼-lb. " 24 "	.35½
Cocoa Shells, cleaned, bags, per lb.	.01

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.20
Defiance, 4 doz	4.30
Magnolia, 4 doz	4 80
Rose, 4 doz	4.60
Dime, 4 doz	3.90
Winner, 4 doz	4.60
Baby, 1 doz., glass	1.90
Red Cross	4.50
Peninsular	4.35
Leader	4.30
Banner, 4 doz	4.50
Star, 4 doz	4 60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 60
Peerless, 5c. size, 4 doz	2 10
Yacht, family	3 50
St. Charles, family size, 4 doz	3 75
St. Charles, botel size, 2 doz	3 95
Silver Cow, 5c. size, 6 doz	3.25
Pet, 10-c. size, 4 doz, per case	3.45
Pet, 5-c size, 6 doz, per case	3 60
Van Camps, 6 doz., small	2 90
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4 00

HIRES CONDENSED MILK AND CREAM

Per case.



Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

K

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
31 South Front Street

Do You Know What Ramly Stands For?

We'll tell you—the finest Turkish cigarette ever made to sell for 10 cents. It is the one that is so widely imitated by our competitors.

If you want particular smokers to come to *you*, put the ***Ramly*** in stock.

MENTOR CIGARETTE CO.
404 Atlantic Avenue - - BOSTON, MASS.
Philadelphia Representative:—ARTHUR HAGAN & Co., 151 N. Third St.

Wouldn't You Like to Be Sure?

¶ If you once had the satisfaction of knowing exactly what your purchase of future canned goods were going to bring in—whether you were going to get 25 per cent., 50 per cent., or all, you would never buy again on the old indefinite basis.

¶ You can get that satisfaction by buying **Blue Bell** or **Clover Farm** canned goods. They are sold on 100 per cent. delivery contracts and are about the only canned goods that are.

¶ Your jobber can get them.

Strasbaugh, Silver & Co.
Aberdeen, Md.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs	.22½
Dunham's, 5-cent package	.29
" ½s	.26
" ¼s	.28
" ⅛s and 1/16s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs	.11
" " in boxes, 25 lbs	.10½
" " in barrels, 140 lbs	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs	.10
Bakers', Macaroon, barrels, 140 lbs	.10¼
" Slice, " 120 lbs	.10½
" Strip, " 120 lbs	.10⅜

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08⅛
Oyster "	.08	.08⅛
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08⅛	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08⅛	09
Fruit Gem		.08
Grandma Cookies	.08⅛	.09
Honey Jumbles, XX	.09⅛	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09⅛	.10
Iced Vedette Wafer	.07⅛	.08
Lemon Bar	.08⅛	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07⅛	.08
Quaker City Mixed	.07⅛	.08
Salted Strips	.08⅛	.09
S. Itines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07⅛	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1.00
Milk Lunch		1.00
Our Ginger Snaps		50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massacbusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

—23—

Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb. ...cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs. ...loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin...per lb.	.26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1 ...loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.19
Limburger Cheese, No. 1 ...box, 18; ½ box, 18; less	.19
Muenster Cheese ...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box...per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box...per box	1.05
Star Cream, or Phila., 12 " "	2 20
Miniature Cream, or Phila., 12 " "	1.10
Hand Cheese, 8 dos "	1.35
" 4 " "	.70
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ...per lb.	.18

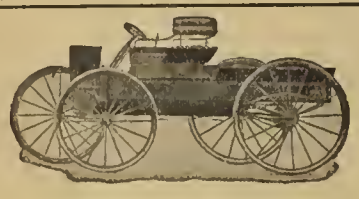
IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight) ...per lb.	.48
Wiener Wurstel, 16 in tin ...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's) ...per lb.	.48
Imported Frankfurters ...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size ...per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short ...per lb.	.24
" " long "	
" Mortadella, Dry ...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75 ...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .18½; less	.20
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .17; less	.19
" Cervelat, Crescent, 50 and 100-lb. boxes, .14½; less	.16
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .21; less	.23
" Salami (E), 50 and 100-lb. boxes, .18½; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .15½; less	.17
" Tongue Sausage ...per lb.	.18
" Smoked Braunschweiger Liver Sausage ...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz	.90
" Petit Delicatess Frankfurters, with Saner Kraut ...per doz.	.90
" Lebanon Beef Bologna ...per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-ronnd "	.16
Liver Sausage (Special), truffle, goose or sardellen ...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz	4.75
" (Derby Brand), quart glass jars per doz	5.75
" (Derby Brand), 10-oz. jars, per doz	2 50
Calves' Head, in round tins ...per doz.	1.65
Pickled Meats, in glass "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)



Deliver by Automobile

Don't think before you look into the **Lindsley Car** that the Automobile delivery proposition is too expensive for you.

The **Lindsley Commercial Car** will save money for every merchant who uses team delivery. If he uses two teams he can under some conditions save as much as $1,000 a year.

A boy can both run this car and keep it in order. It carries 1,500 pounds, and will carry 1,000 pounds up a 30 per cent. grade. Runs 30 miles on one gallon of gasoline.

You can't afford not to investigate this car.

J. V. LINDSLEY & COMPANY
Suite 1112 Monadnock Building
CHICAGO



If You Haven't a Cash Register We Will GIVE You One

We have a particularly fine brand of cigar in the General Macomb. Every time we get a smoker to try them he keeps buying them. To get more grocers to buy and push them we are giving away a handsome Cash Register. If you need one write.

FAVORITE CIGAR COMPANY, Detroit, Mich.

They're Tired of the Imitations

Don't you think your trade are about tired of the rainbow-hued imitation gelatine that desire for novelty has given some vogue during the last few years?

Don't you think they'd like some real gelatine—the pure, fresh, old-fashioned gelatine made of fine calves' stock, clear spring water and nothing else.

You'd probably be surprised at the eager welcome **Chalmers' Gelatine** would get from your customers. Try it. Granulated or shredded.

JAMES CHALMERS' SONS, Williamsville, N. Y.

—25—

Beef Salad, In glass	per doz.	1.00
" " In pint jars, glass	"	
" " In quart jars, glass	"	
Lamb tongues, In glass	"	2.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ⅛bbl.	5.50 60–75
" milkers, " ⅛ bbl.	6.50 75–85
" mixed, Standard, bbl.	
⅛ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl.	
⅛ bbl.	
Scotland Herring, mixed, large fulls, bbl.	
⅛ bbl. 8.00	
" milkers, large fulls, bbl.	
⅛ bbl. 8.00	
Marinirte Herring, Imported, about 40 in pail	r.25
Roll Herring, Imported, about 25 In pail	r.00
Spiced Herring, Imported, about 40 In pail	r.00
Norway Stockfish, dry, per lb.	r5
Matjes Herring, per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	r.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, r.ro, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, r.ro, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" ro-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, In glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ⅛ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" In 5-gal. kegs	per keg	2.75
" In ¼-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" In 1-lb. tall tins	"	2.00
Fancy Kegs—1/1 keg, .80; ⅛ keg, .42; ¼ keg, .32; ½ keg		.20

SALT SARDELLEN.

Original Package, r902	per anker	r6.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

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RUSSIAN CAVIAR.

r-lb. Tins, per doz		19.50	½ kilo Cans, per dz.		r9.50
½ "	"	ro.50	¼ "	"	ro.50
¼ "	"	5.50	⅛ "	"	5.50
⅛ "	"	2.75	1/16 "	"	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000			per cask	
50 " bbl.— " r200			per bbl.	
r5 " keg— " 500			per 100	
10 " keg— " 300			"	1.00
5 " keg— " 150			"	
10 lb. pail— " 50			"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
ro lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.r8
Spitzkugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. r, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	r.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
ro gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, rro-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.r4
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

—27—

EGGS.	Per Doz.
Nearby, candled and selected, 30-doz. crates	27
Western	26

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15½
New York, Full Cream, new, 1st's, 40-lb. bxs.	14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.		.27
Anchovies, In oil, ⅛ bottles		4.50
" " ¼ "		3.25
Anchovy Paste, fancy, per doz.		4.75
" plain, per doz.		3.75
Boullion, Burnham, pints, 2 doz. In case		3.75
" " ½ pints, 2 doz. in case		2.00
Capers, Nonpariel, ⅛ gallon kegs		r.50
" " Quart, glass	per doz.	7.00
" " bottled, ⅛ size	per doz.	2.35
" " " ⅛ "	"	r.90
" " " ¼ "	"	r.15
Canton Ginger, large pots, cases 6 jars, per case		4.65
" med. " " r2 "	"	5.00
" small " " 24 "	"	4.75
Cherries In Maraschino, In glass, 1-doz. case		7.00
Clam Chowder, Burnham, r lb., 4 dz. cse. p. dz.		.90
" " 3 lb., 2 dz. case	"	2.20
Currie Powder, pints, per doz.		3.50
" 4 oz., "		2.25
" 2 oz., "		r.50
Russian Caviar, ⅛'s		2.85
" ¼'s		5.50
" ½'s		10.50
" r's		20.00
French Peas, Extra Fins, per case		18.00
" Fins, per case		16.00
" Moyen's, per case		13.00
Kippered Herring, 6 doz. In case	per doz.	r.60
Hill's Irish Oatmeal, r4-lb. tins, ro per case		r2.00
Huntley & Palmer's Petit Beurre Biscuit, lb.		.r9
" " Dinner Biscuits, per lb.		.29
" " Breakfast Biscuits, per lb.		.32
(Packed 7 lbs. and 5 lbs. In a can.)		
Red Pepper, Ring, pints, per doz.		r.25
" " ½ pints, per doz.		.60
Salt, In 4-doz. stone jars		r.75
Morris' Extract of Beef, 4 oz., per doz.		6.50
" " " 2 oz., "		3.55
Armour's Beef Extract, 2 oz., "		4.45
" " " 4 oz., "		8.20
Anker's Extract of Beef, r20 vials		4.00
" " " 4 oz.	per doz.	4.00
" " " 8 oz.	"	7.25
" " " 16 oz.	"	r3.50
Theodore Marquet Mushrooms:—		
First Choice		28.00
Choice, 100 tins per case		26.00
Extra, " "		
Hotel. " "		24.00

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Truffles, 1/1	per tin,	.30
" ½	"	.55
" ¼	"	r.15
" ⅛	"	2.25
Shrimps, Pickled, small size		r.00
Dunbar's Shrimps, 2 doz., per doz.		2.25
" Figs In Cordial, r doz., per doz.		5.00
Bishop's Figs in Cordial, r doz., per doz.		6.50
Crystallized Ginger, r-lb. tins, per doz.		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz.		3.60
Victor Rose Water, per doz.		2.25
" Peach Water, per doz.		2.25
Pitted Olives, per doz.		5.85

FLOUR.

	Per Bbl
King Midas	6.70
Gold Medal	6.45
Millbourne	6.15
On Top	6.60
Ceresota	6 40
Pillsbury's Best	6.35
Taylor's Fancy	5.50
Semper Idem	4.80
Pride of the West	5.25
Sunbeam	5.15
Quaker City	6.05

SELF-RISING FLOUR AND BUCKWHEAT.

Aunt Jemina's Pancake, 36 packages	2.85
Franklin Pancake, 30 2s	3.50
Uncle Jerry's Pancake, 40 packages	2.50
Hecker's Buckwheat, 32 3s	per case 4.10
Hecker's Buckwheat, 64 1⅛s	per case 4.60
Hecker's Flapjack Flour, 24 packages	r.90
Hecker's Superlative, 32 packages	4.32
Log Cabin Pan Cake Flour, 36 2s	3.25
Ralston's Purina Pancake Flour, 36 2s	3.00

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	r.35
Schimmel's, ro- oz. bottles, 2 doz. In case		r.45
" 6- oz. " " "		.95

Watch *the* Insects Swarm to the Light

Almost every living thing is attracted by light—particularly is this so with the greatest of living things—human beings. The store-keepers who do the biggest business keep their places working for them after business hours. They put goods in their windows at bargain prices, then "turn on the light" so people can see them. One person attracted, who becomes a customer, pays what the light costs, the rest are extra profit. Write us and we will show you how to make your store work for you while you sleep.

The Philadelphia Electric Co.

10th and Chestnut Sts., Phila., Pa.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

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FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, Table, 100 lbs	2 00
" yellow, granulated, 100 lbs	2 00
" " table, 100 lbs	1.95
Western yellow, granulated, 100 lbs	1.60
Western white, granulated, 100 lbs	1 65
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05⅞
Marrows, Fancy N. Y. State, grain bags bush	2.30
Medium, Fancy N. Y. State, grain bags, bu.	2.32½
Pea, fancy, N. Y. State, grain bags, bushel	2.32½
Pea, fancy, Michigan, grain bags, bushel	2.30
Red Kidneys, "	2.60
Peas—	
Green, per bushel	2 07½
Seoteh, "	2.25
Split, yellow, "	2.05
" green, "	
Lentils—	
110-lb. bags, per lb.	.06¾
Less quantity, "	.07
Shaker Corn—	
Fancy, barrels, per lb.	.06
Less quantity, "	.06½
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.65
Lea's Pearl, 100 lbs, per bag	2 25
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100 lb. bags	1.65
Western Grits, 100 lb. bags	1.65
Barley—	
OO	.07
No. 3, 100-lb. bags	3.90
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	7.75
" " kegs 100 lbs., per keg	4.00

Oaten Goods, in cases—	Per case
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	

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H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.65
Quaker, 10 large size	2.20
Rolled Oats—	
Avena, per bbl., 180 lbs	6.75
Avena, per keg, 90 lbs	3.63
Standard, 180-lb. bbls	6.55
" 90-lb. bags	3 20
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2 85
" Flake, about 125 lbs, per lb.	.04⅝
" " less quantity "	.05¼
" Pearl, 210 lbs "	.04⅜
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.65
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3 00
Purina Pankake Flour, 36 2s	3.00
Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.65
Cook's Malto Rice, 36 2-lb. packages	4.20
Cerealine Flakes, 36 packages	2.35
Force Food, 36 packages	3 65
Mapl Flake, 36 "	3 70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2 70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

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HOLLAND RUSK
The Original

	Per case
Cases, 5 doz. pkgs	4.75
Cases, 3 doz. pkgs	2.90

HOLLAND RUSK CRUMBS
For frying oysters, croquettes, fish, meats, etc.

	Per case
Cases, 2 dz. 1 lb. pkgs.	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated "	1.07½
Cox's, large "	1.57⅓
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's, sbredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50



The Olney Brand Forever

Thousands of grocers refuse to handle any canned goods but those of New York State, than which there are no better in all the land.

Many of these have handled the **OLNEY BRAND** for years and seem to feel that it was a lucky day for them when they started with it.

OLNEY is a brand that means something; it stands for the most succulent canned products packed in New York State—packed in canneries purposely planted in the heart of the growing district.

If you once tie up with this brand you will probably stick to it forever, because the goods packed under it get better, if it's possible to make them so, from year to year.

BURT-OLNEY CANNING CO.
ONEIDA, N. Y.

Wanted—Bad Debts

You don't want them, but you've got them, most of you, and we want them—to collect.

We can't collect all, perhaps, but we can collect some, probably most.

No matter how many we collect, you'll be so much ahead, because you can't collect them.

We can find the weak spot in the dead beat's armor—it's always there.

Write us.

Union Mercantile Agency

314 Court Exchange Bldg., Bridgeport, Conn.

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Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 20	40.00
" " 18	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches.	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Grocers', without weights, Brass Scoop and Brass Plate, No. 1**
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Butchers', without weights, No. 0**
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins. 2 doz. in case "	2 00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6. 0	1.45	1.21
Ex. Bloaters, xxx....	40.00	20.60	10.45	2.2,	1.95
Ex. Bloaters, xx....	38 00	19.60	10.00	2.15	1 77
Fancy Shore, No. 1...	37 00	19.10	9.75	2.10	1.73
Med. Shore, No. 1 ...	27.00	13.50	6 90	1.55	1.29
Large Irish, No. 2....	24 00	12 60	6.50	1.45	1.21
Extra Irish, No. 2....	23.00	12.10	6.25	1.40	1.17
Medium Irish, No. 2..	22.50	11.85	6 08	1.38	1.15
Small Irish, No. 2....	22.00	11.00	6 00	1.35	1.13
Irish, No. 3.....					
Large, No. 3.....	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish.....	6.00	3.60			
Salmon, Halifax					
Shad, No. 1, Mess....	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White. 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.15
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.80
" " 100s ... "	1.50

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.10½
Fancy N. Y. State, 48 1 lb	.10¾
Choice N. Y. State, 50-lb. boxes	.09¼
Penn ¼s, 60-lb. bags	.07
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Standard Royals, 25 lbs	.19
Cherries—	
California, unpitted, Black 25 lbs	.16
California, pitted, Black, 25 lbs	.25
Currants—	
Gold Medal, recleaned, 36 1s	.08⅜
Gold Medal, loose, 25 lbs	.08⅛
Private Growth, extra, cleaned, 36 lbs	.08
" cleaned, 30 lbs. bulk	.07¾
Peaches—	
Extra Fancy, pared, 25 lbs	.25
Extra Fancy Muirs, 25 lbs	.14½
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12¾
Choice Yellows, 25 lbs	.11¾
Pears—	
Fancy California, Bartlett, 25 lb	.13

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.09½	.09	.08½	.08⅜
40- 50, 25 "	.08¾	.08¼	.08	.07½
40- 50, 50 "				
50- 60, 25 "	.08¼	.08	.07½	.07
50- 60, 50 "	.08	.07¾		.06¾
60- 70, 25 "	.08	.07¾	.07¼	
60- 70, 50 "	.07¾	.07½	.07	
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.06½	.05¾		
90-100, 25 "		.05	.05⅛	
90-100, 50 "		.05¾	.05¼	
100-120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.08¾
Raisins—	
Muscatels, 4 crown, 50 lb	.07¾
" 3 " 50 lb	.07½
" 2 " 50 lb	.06⅞
Cal. Thompson Seedless, 50 lbs	.07
Cal. Cleaned Sultanas, 50 lbs	.07¼
Cal. Sultanas, 50 lbs	.06¾
Cal. Seedless Muscatels, 50 lbs	.06½
Roger's, Layer, Valencias, 28 lbs	.07½
Llano, Layer, Valencias, 28 lbs	.07
Gilabert's, Layer, Valencias, 28 lbs	.07½
Raisins, Seeded—	
Ensign, fancy, 36 1s	.09⅛
G. & S. fancy, 36 1s	.09
Tiger, fancy, 36 1s	.08⅞
Admiral, fancy, 40 1s	.08⅜
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size. ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb..... per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = = Philadelphia, U. S. A.

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INK.

Arnold's, black, 3032.....per bottle	.48
Continental, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. o.	No. 1.	No. 2.
Macbeth, Pearl Top.....	3.90	4.10	4.80
Acme, Victor Top.....	3.60	4.20	4.80
Pure Flint, Luster Top.....	3.00	3.60	4.20
Crystal, Crimp Top.....	2.10	2.70	3.30
No. o, Tubular Lantern Globes.....5 doz.			2.75
Cold Blast.....4½ doz.			3.38
		No. 1.	No. 2.
Jnmbo Chimneys, plain.....per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. o.	No. 1.	No. 2
Banner Burners.....	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass.....per doz		2.25
1- " Galvanized.....	"	2.10
5- " Lenox, Spout.....	"	5.00
5- " " Spigot.....	"	5.50
5- " Columbia.....	"	7.00
5- " Banner.....	"	8.00
5- " Climax, Pump.....	"	10.00
5- " Home Rnle, Pump.....	"	12.00
Lanterns—		
No. o, Standard.....per doz.		4.75
No. o. Dash.....	"	7.80
Cold Blast.....	"	8.00

LIME.

Prepared, 2 doz. In case.....per doz'	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lb.	.05¼
" " 25 lb. boxes, ½ lb..... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes.....	.05½

LYE AND POTASH.

Banner, 4 doz.....per case		3.15
Babbitt's Potash, 4 doz.....	"	3.30
Lewis'.....	"	3.25
Red Seal, 2 doz.....	"	1.87½
" 4 doz.....	"	3.65
Popular, 4 doz.....	"	1.45

MATCHES.

			Per gro
Swift & Courtney's, 200's, 1-gross case.....			1.75–1.90
"	400's, 1	"	3.50–3.70
"	500's, 1	"	3.75–4.00
Blue Hen,	200's, 1	"	1.50–1.60
"	500's, 1	"	4.00–4.25

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	Per Gross.
Vulcan Parlor, 65's.....	.41
" 100's, 5-gross in case.....	.90
" 500's.....	3.95
Vulcan Safety, 65s, No. 37.....	.55
" 65s, No. 2.....	.45
Columbia Safety, No. 2, 5-gross cases.....	.55
" No. 37, 5-gross cases.....	.50
" 100's, 5-gross cases.....	.90
" No. 15, gross cases.....	1.20
" No. 32, 5-gross cases.....	.55
Safety.....	.45
Mazeppa, Parlors, 500's.....	3.50–3.75
Searchlight, 500's.....	4.25–4.50
Press, 200's.....	1.80–1.90
" 500's.....	4.50–4.75
America, 800's.....	1.30–1.35
American Paraffine, 500's, ex. qual.....	4.15
Telegraph, blue head, 5-gross cases.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
Our Darling, ½ gross, No. 4, 1,000.....	2.75
Superba, 1000s, 1 gross to case.....	5.00
Red Skin, 500s, 1 gross to case.....	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case.....	4.50
Lenox, 400s, 1 gross to case.....	3.00
Red Cross, 200s, 1 gross to case.....	1.30
Blue Ribbon, 165s, 5 gross to case.....	1.00
Blue Ribbon, 165s, 1 gross to case.....	1.05
Astral, 150s, 5 gross to case.....	.85
Astral, 150s, 1 gross to case.....	.90
Planet, 100s, 3 gross to case.....	.80

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior.....per lb.	.08¾
18, 37 and 68-lb. buckers, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 68-lb. bcks., XXX, Snperior..per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Fairmount.....per lb.	.07¾
18, 37 and 68-lb. buckets, " ..... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous.....per lb	.08¾
18, 37 and 60-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Golden.....per lb.	.07¾
18, 37 and 60-lb. buckets, " ..... "	.08
Campbell's Mince Meat, 30-lb. palls..... "	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kegs and 30-lb. kits..per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits "	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb.	.07½
" 18 and 37 lb. Kanakins..... "	.08
" 10-lb. Kkns, 6 to crate...per doz.	9.80
" 5-lb. " " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25

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National, 30-lb. Kits, bbls., ½ bbls.....per lb.	.05¾
Sonthwark, 30-lb. palls, bbls., ½ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars.....per case 6 jars	4.50
No. 3, glass jars..... per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden palls.....per box 6 palls	3.75
No. 10, wooden palls.....per box 6 palls	6.40
No. 18, 37 and 68, wooden palls.....	.09¾
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08¾
Wooden Palls, 18, 37 and 68 lbs.....	.09¾
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.....	2.00
Cartons Condensed, (3 dozen in case,) per gross.....	11.00
Keystone—	
Barrels, Halves, Quarters.....per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs..... "	.08¾
Wooden Kits, No. 20 and 35.....	.08

OILS.

Stove Gasoline.....per gal.	.18
Headlight, 150test..... "	.12¼

OLIVES.

	Doz.
H. Kellogg & Sons, Agents:—	
Theodore Marquet, Mammoth, 64 oz.....	15.50
" Extra, 64 oz.....	13.50
" Mammoth, quarts.....	7.25
" Extra, quarts.....	6.75
" Extra, pints.....	4.50
" Mammoth, ½ pints.....	3.15
" Extra, ½ pints.....	3.00
Fourees, 19 oz., fluted bottle.....	4.75
De Lucques, 10 oz.....	2.40
Farcles.....	3.75
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
California, quart tins.....	3.50
California, pint tins.....	2.15
California, quart bottles.....	6.50
California, individuals.....	1.50

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " pts., 2 doz.....	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Snblime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pts., 2 doz...	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Snblime, 8-oz. flasks, 2½ doz...	6.50
" " 12-oz. " 2½ doz...	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Snblime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tins, 20 to case.....	2.20
" " 1-gal. tins, 10 to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	8.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 18 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ⅛ gal. cans, case.....	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8 50
5 gallon tins, 2 tins to case.....	26 50
1 gallon tin, 4 tins to case.....	11.00
½ gallon tin, 8 tins to case.....	12.00
32 oz. tin, 25 tins to case.....	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case....per case,	8.50
Pints, " 2 " " .... "	9.00
¼ Pints. " 2 " " .... "	4.75
Oliver's Olive Oil—	
1 dozen large.....	6.00
2 dozen medium.....	6.75
2 dozen small.....	4.25
6 1-gallon tins.....per gal.	2.10
10 ½-gallon tins.....per gal.	2.20
20 ¼-gallon tins.....per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz.....	per doz.	.55
Stohrer's, No. 16, 2 doz.....	per doz.	.95
Stohrer's, No. 32, 1 doz.....	per doz.	1.85
Keystone, bottles, 2 doz.....	per doz.	.95

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.
1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

We Pay You According to the Work You Do for Us

Besides the regular profit on **Ariosa Coffee** we give you an additional profit according to the amount you sell. The vouchers which we give you with every case of **Ariosa** are exchangeable for almost anything you want. You can use them instead of cash and as you get them for nothing and your cash don't come that way, you will see the importance of securing as many of them as possible. The values of the free merchandise you get from us each year depends of the amount of **Ariosa Coffee** you sell.

ARBUCKLE BROTHERS
NEW YORK

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll; Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03⅜
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolt Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
½	.53	.32		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91	1.65	1.07	1.21	1.55
6	1.73	1.03	1 95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1 65	1.83	2.41
12	2.69	.....	3.11	.....	.....	2.89
14	3.37	.....	3.97	.....	.....	3.75
16	3.87	.....	4.41	.....	.....	4.01
20	4.39	.....	4.79	.....	.....	4.55
25	4.83	.....	5.41	.....	.....	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

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Russian Sardines	per keg	.75
" 5-lb. palls	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

William Bros., 32 gal., 1500s	10.75
" " 16 " 800s	6.10
" " 16 " 600s	5.25
Barrels, 45 gal., 1200s	10.75
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal. per keg,	3 30
Sweet Pickles, 700s, 5 gal. "	3.60
Sweet Pickles, 1,000s, 5 gal. "	4.15
Sweet Pickles, 2,000s, 5 gal. "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz	.95
No. 8, Sweet Gherkins, 2 doz	.95
No. 8, Sour Mixed, 2 doz	.95
No. 8, Sour, assorted, 2 doz	.95
No. 8, Chow-Chow, 2 doz	.95
No. 8, Onions, 2 doz	.97½

Crosse & Blackwell's:—

Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Caulliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Klt.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.	.16
" " 40 grain, bbls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.09½
" 14–16 lbs	.09¾
" 10–12 lbs	.10
Picnics, 6–8 lbs	.09
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.15
" Tenders and Knucks	.16
" Flats	.13
" Air Dried, sets	.20
" " Tenders and Knucks	.21
Jersey Pork, Butt per bbl.	17 00
" Family "	18.00
Breaklast Bacon, rib in	.10½
" boneless	.12
S. P. Bellies, 14-15 lbs	.09
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.17
Beef Tongues, smoked, 5-6 lbs. per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—

Honey-cure Brand Hams, skinback	.12
" " large	.12
" " medium	.12
" " small	.12
" Breakfast Bacon	.12
" " boneless	.14
Beef, air-dried, regular sets	.20
" " Insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.20
Beef Tongues per doz.	9.00–11.00

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Swift & Co.—

Premium brand Hams, 10 lb	.13
Premium brand Hams, 12 lb	.12¼
Premium brand Hams, 14 lb	.11½
Premium brand Hams, 16 lb	.11½
Premium brand Hams, 18 lb	.11½
Premium brand skinned Hams, 18–20 lb	.11
Premium brand boiled Hams, skinned, fatless	.22
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.16
Winchester brand skinned Hams, all aver	.10
Winchester brand Picnics	.09

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	08¾	7¾
Plain Tubs, 50 and 60 lb. cans	08¾	8
10-lb. Tin Palls, 60 lbs	09¾	8⅞
5 " "	09⅞	8¾
3 " "	10	8⅞

John Bower & Co.—	
Pure Kettle Rendered, tierces	.09¾
" " tubs	.10
" " 3, 5 and 10-lb. cans.	.11

Swift & Co.—

Premium brand, tierces	.10
Silver Leaf brand, tierces	.09
Jewel, compound, tierces	.07⅛
Cotosuet tierces	.07⅛

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.08 –.09
Common to fair, native	.06 –.07
Western Dressed Beef—	
Choice, native cattle	.08 –.09
Common to fair "	.06 –.07
City Dressed Veal—	
Prime	–.13
Good to choice	–.08
Dressed Hogs—	
Pigs	–.07½
Hogs, heavy	–.07½
" 180 lbs	–.07½
" 160 lbs	–.07½
" 140 lbs	–.07½
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.10
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00



SOLVING HAM PROBLEMS

All of the problems of your ham department are solved by selling PREMIUM HAMS — the same yesterday, to-day and forever. We can and do control our raw material, and so PREMIUM HAMS steadily maintain the same perfect quality.

And the advertising we do for them brings a steady stream of trade to the grocers' door.

Swift & Company, U. S. A.

JOHN BOWER & CO.

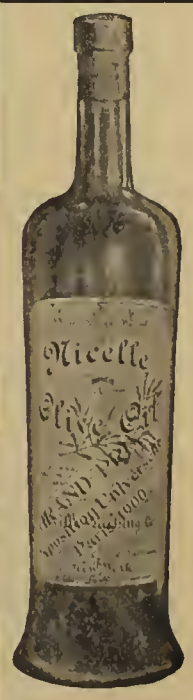
GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Sell It Under Money Back Plan

We who make Nicelle Olive Oil have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find Nicelle superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK

—45—

Calf Heads, scalded	.50–.75
Sweetbreads, veal, per pair	.60–.90
" beef, per doz.	1.00
Calf Livers, per lb.	.20–.25
Beef Kidneys, per doz.	1.00
Beef Livers	.06
Ox Tails, per doz.	.50–.65
Hearts, beef, per lb.	.03–.05
Rolls, beef	.12
Tenderloin, beef, western	.18
Fresh Pork, loins, city	.10
" " western	.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.18 – 20
" Y. T., 15 to 17 lbs	.18 –.20
Old bens and toms	.16 –.18
Common to Good	.14 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.14 – 15
Heavy Roasters, 4 to 5 lbs	.14 –.16
Fair to good	.12 –.13
Old cocks	.10 –.11
Western capons, fancy	.22 –.24
" " small	.20 –.21
	Per doz.
Squabs—	
Prime, large, fancy	4.00–4.50
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.13 – 14
Large Springers	.13 –.14
Fowls	.13 –.14
Roosters	–.10
Ducks	.13 –.15

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case, per doz.	85
" 1 " " "	.85
Large or No. 2, 1 " " "	1.40
1-lb. cans, 1 doz. in case, per case	4.00
2-lb. " ½ " "	3.75
3-lb. " ½ " "	5.40
5-lb. " 1 " "	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	5 45
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz., doz.	.90
Spring Garden, fancy, No. 3, 2 doz., doz.	.80
Compass, No. 3, cans, 2 doz	.75

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb., per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—	
Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

	Per doz
Jellies—	
No. 32, jars	1.05
No. 5, toy pails	2.80
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
	Per lb.
Preserves—	
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
	Per doz.
Fruit Butters—	
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails, per pail	1.15
Apple, 20-lb. crocks, per lb.	.07¾
Apple, Schimmel's, 30-lb. pails, per lb.	.06
Prune, 30-lb. pails, per lb.	.07¼
	Per doz.
Jams—	
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
	Per doz.
Orange Marmalade—	
Hartley's, imported	1.82½
Schimmel's, pure	1.60
	Per doz.
Warrock's Guava Jelly—	
1-lb. tumblers	4.00
½-lb. "	2.25

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	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4 60
Apricots, " peeled	4 85
Pineapple, "	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	45	.85	1.95
Sweet Oil	.40	.85	1 95
Spirits Nitre	.45	85	1 95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	
Laudanum, 15c.-size, per doz.,			1.20
Laudanum, 25c.-size, per doz.,			1.90

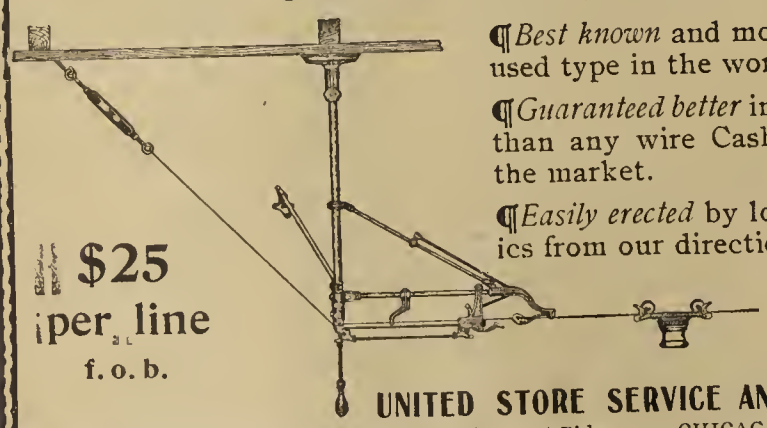
5 per cent. discount in gross lots assorted.

Alum, per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2 60
" " " ¼-lb., " "	2 80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk, per lb.	.08
" Lump, bulk, "	.08
Butter Color, W. & R., per doz.	2.00
Bluestone, bulk, per lb.	.09
Copperas, per lb	01¼

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Camphor, gum, 1-oz. blocks	.95
" Flakes, 250 bbls	.02¼
" " less quantity	02¾
" Tar Balls, bbls., 250 lbs.	.02¼
" " less quantity	.02¾
Castoria, Fletcher's, per doz.	2.80
" Pitcher's "	.85
Carbonate of Ammonia "	.11
Epsom Salts, per lb.	.01½
Glauber Salts, per lb.	.01½
Glue, ordinary	.09½
Glue, white	.20
Glue "	.11
Goff's Cough Syrup, 25c. size, per doz.	1.75
Goff's Herb Bitters, 25c. size "	1.75
Goff's Oil Liniment, 25c. size "	1.75
Goff's Sarsaparilla, 50c. size, per doz.	3.50
Goff's Worm Syrup, 15c. size "	1.20
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size "	.75
Gum Arabic, per lb.	.55
Haarlem Oil, per doz.	.40
Licorice, P. & S., 5c. stick, Imported "	.36
" M. & R., 5-lb. boxes, per lb.	.23
" " Lozenges, 5-lb. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.24
" Root "	.11
Putty, 25-lb. cans, per 100 lbs.	1.60
" 50-lb. cans "	1.55
Petroleum Jelly, screw top, 5-c. size "	.35
" " 10.c. " "	.75
Paris Green, 100-125-lb. kegs, per lb.	29½
" ¼-lb. packages "	.34
" ½-lb. " "	.33
" 1-lb. " "	.32
Jamaica Ginger, Hires', flasks, per doz.	.90
Rosin, per lb.	04
Saltpetre, crystal, barrels, about 350 lbs. "	.07
" granulated, kegs, 100 "	07
Sulphur, Flour, 175-lb. barrels, per 100 lbs.	2 45
" 100-lb. bags "	2.25
" less quantity	.03½
Venetian Red, per lb.	.02
Whiting "	.02
	1 oz. 2 oz.
Husband's Magnesia, per doz.	2.85
Bull's Cough Syrup "	1.90
Roach Powder, Omega, 4-oz. cans	.80
" per gross	9.00
Roachsault, 10c.-size, 1 doz., per doz.	.80
Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

The METEOR CASH CARRIER



¶*Best known* and most generally used type in the world.

¶*Guaranteed better* in every detail than any wire Cash Carrier on the market.

¶*Easily erected* by local mechanics from our direction chart.

$25 per line f. o. b.

30 Days' Free Trial

UNITED STORE SERVICE AND TUBE CO.

NEW YORK, Times Bldg. BOSTON, Tremont Bldg CHICAGO, Medinah Bldg.

If you could see some brands of rennet made, you'd never offer them to your customers in a thousand years!

Filthy, unclean and nasty! We wouldn't sell such rennet if we had to work in the streets!

James T. Shinn's **Liquid Rennet** is guaranteed to be perfectly and absolutely clean. It's the best in other ways, too—strongest, purest and most profitable.

It makes you 100 per cent.

SHINN & KIRK, 1400 SPRUCE ST., PHILA., PA.

How to Answer Their Questions

Put a box of **I-V Washing Tablets** on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

1—They contain no acid of any sort.
2—They wash clothes without rubbing.
3—They make clothes beautifully white;
4—They can be used in hard water;
5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.

251 North Front Street, Philadelphia, Pa.



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W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per doz.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts, "	1.00
" gallons, each	.30
" ½ barrels, "	3.50
" barrels, "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums, per case	3.75
U. S, Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 2, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla, "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.	2.00
" " " " No. 2X, "	.80
" " " " No. X, "	.45
" Lemon, " " No. 25, "	1.75
" " " " No. 2X, "	.80
" " " " No. X, "	.45
Ingersoll's Flavoring Extracts:—	
High Grade Vanilla, per doz.	1.75
" Lemon, "	1.75
Select Vanilla, "	.85
" Lemon, "	.85
" assorted, "	.85
" small size, "	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet, per doz.	1.15
Blair's " " "	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Golded Russet, bbl	.20
Corson's Champagne	.18
" Dry Hard	.20
New Juice Cider, bbls.	.18
New Juice Cider, ½ bbls., 28 gals	5.60
New Juice Cider, ¼ bblz., 14 gals	3.25
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whiss, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.25
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.05⅞
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03½
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	

SALT.

WORCESTER SALT.

Worcester, bbls., contain 320 lbs	2.65
" " 60 bags, 5 lbs., lin	4.00
" " 28 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

CEREBOS TABLE SALT PURE AND EXTRA DRY

Family size, case of 4 doz.	3.60
Hotel size, case of 2 28-lb tins	3.00

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz, doz.	.87½
Durkee's, large, 1 doz, per doz.	4.00
" small, 2 doz, "	2.40
Schimmel's, small, 2 doz, per doz.	.87½
My Wife's, large, 1 doz	2.30
My Wife's, small, 2 doz	1.45
Snider's Salad Dressing:—	
Pints, 1 doz, per doz.	2.40
½ pints, 2 doz, "	1.40
Luncheon, 3 doz, "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs, per 100	.65
Kegs, 150 lbs, per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small, "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz	.77½
North of England Sauce, No. 8, doz	.77½
Chef Sauce, 2 doz., doz	.75
Snider's Chili Sance:—	
Pints, 1 doz, per doz.	2.40
½ pints, 2 doz, "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz, per doz.	2.40
½ pints, 2 doz, "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

REFERENCES
Goldberg, Bowen & Co. San Fraucisco, Cal.
H. Jevene Co. Los Angeles, Cal.
Lutey Bros. Butte, Mont.
Colorado Supply Co. Pueblo, Col.
F. Dresser & Co. Portland, Ore.
Hennessy Mercantile Co. Butte, Mont.
Lion Grocery Co. El Paso, Texas

J. A. FLESCH & SON
Architects and Designers
Of Store Fixtures for Modern Grocery Stores
1010 and 1012 Chicago Opera House Block
112 CLARK STREET CHICAGO
CORRESPONDENCE FOR PARTIAL OR COMPLETE OUTFITS SOLICITED
FLESCH'S PATENT COOLERS and COUNTERS
HENRY TROEMNER'S SCALES, BINS, CANS, etc.

REFERENCES
S. P. Nissen Co. Oak Park, Ill.
Simpson, Crawford Co. New York City
Heury Siegel Co. Bostou, Mass.
Greenough Bros. Co. Spokane, Wash.
Chris Keller Lancaster, Ohio
Louis Kunkel Sau Antonio, Texas
John B. Watson El Paso, Texas

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SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.10	Mustard, Yellow..	.07
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes, "	.04½
Arm & Hammer bd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ½, ¼, 36 lbs., "	.05½
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 2 doz.	2.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 2 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Cliequot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz., per doz.	.72
Putz Liquid, large, 3 doz., per gross,	16.50
Putz Liquid, large, 3 doz., per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans, "	18.00
No 2, pint cans, "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans, "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs., per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	72	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Napbtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.25
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs	150	4.70
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo, gross	3.50
Buttermilk Cosmo, doz.	.60
Buttermilk, Swift's, gross	4.05
Castile, imported, Conti, lb.	.13½
Castile, Conti, original boxes, lb.	.11¾
Cntaneous, Dr. Raub's, doz.	.70
Elderflower, large cake, gross	4.40
Fleur-de-lis, gross	4.50
Fleur-de-lis, doz.	.45
Hearts and Flowers, gross	10.25
Maxine Elliot, gross	8.10
Oatmeal, 3 cakes in box, gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box, lb.	.09
Turkish Bath, doz.	.40
Sweetheart, 50 cakes, box	1.75
Witch Hazel, 3 cakes, ½ gross, gross	3.25
Witch Hazel, Swift's, gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes, per box	2.70
" 6 oz., 100 packages, "	2.65
" 8-oz. packs, "	2.70

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Soapine, No. 7, 100 packs	2 37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	3.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz., per doz.	.43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.18½	.19½	.21½
Black, Low Grade	.14	.15	.17
White, High Grade		.32	.34
White, Low Grade		.23	.25
Cayenne, High Grade		.21	.23
Cayenne, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.31	.32	.34
Low Grade	.22	.23	.24
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.32	.35
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

	Per doz.
McCormick & Co., Bee Brand—	
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ½ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ½ lb.	.40
¼ lb.	.75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St

PHILADELPHIA, PA.

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory



This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.	Per lb.
Pepper, Black	.09⅜
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, large	.18
" Medium.	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	11

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CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb.	"	.04¾
Cream, 48-lb., 1-lb.	"	3.45
Kingsford's. 40-lb., 1-lb,	"	.06⅝
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packagez, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅜
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs.	04⅞
" 6-lb. boxes	.05⅜
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish. 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs.	.07¾
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ½ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ½ gross		4.50
Per gross		9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¼
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05⅛
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1 85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8. 10's.	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06⅜
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09⅜
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10⅜
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to bank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 101	.32
Fancy, No. 100	
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

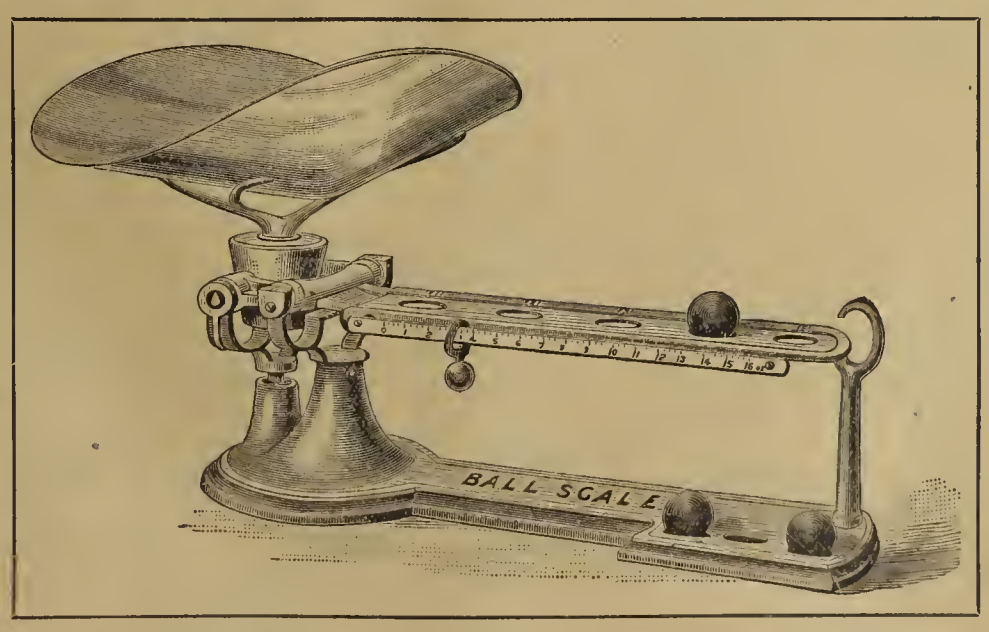
Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per doz.	.87½
Karo, 25 cent size, 1 doz.		2.25

Losing Your Weights?

Get a Troemner No. 24 Ball Scale



Greatest Improvement in Rapid Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

—61—

Banner, in jars, compound	per doz.	1 00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, fancy parlor, 2 string	2.50
N U, No. 6, split handles	2.45
Leador, No. 6, 3 string, red bandles	2.45
Princess, No. 4, fancy handles	2.90
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3 65
57, Peerless, double	3.65
80, Seal Globe, double, swing protecter	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.60
Murdock	2.75
Celery City	3.00
125, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.05
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.30
2, Solid oval	1.50
3, Solid oval	1.70
5, Solid oval	2.10
1, Wire ends	1.15
2, Wire ends	1.35
3, Wire ends	1.55
5, Wire ends	1.95
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	48

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

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BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	2.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

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TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed, per doz.	.18
Magic, 1½ doz. packages, per box,	.58
Yeast Foam, 1½ doz, per box	.58



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The Walter M. Lowney Company

447 Commercial Street, Boston, Mass.

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases, 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-½ gallons, per gallon	2.25

JOS. M. OLIVER & SONS

IMPORTERS 5 South Front St., Philadelphia

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap Tobaccos

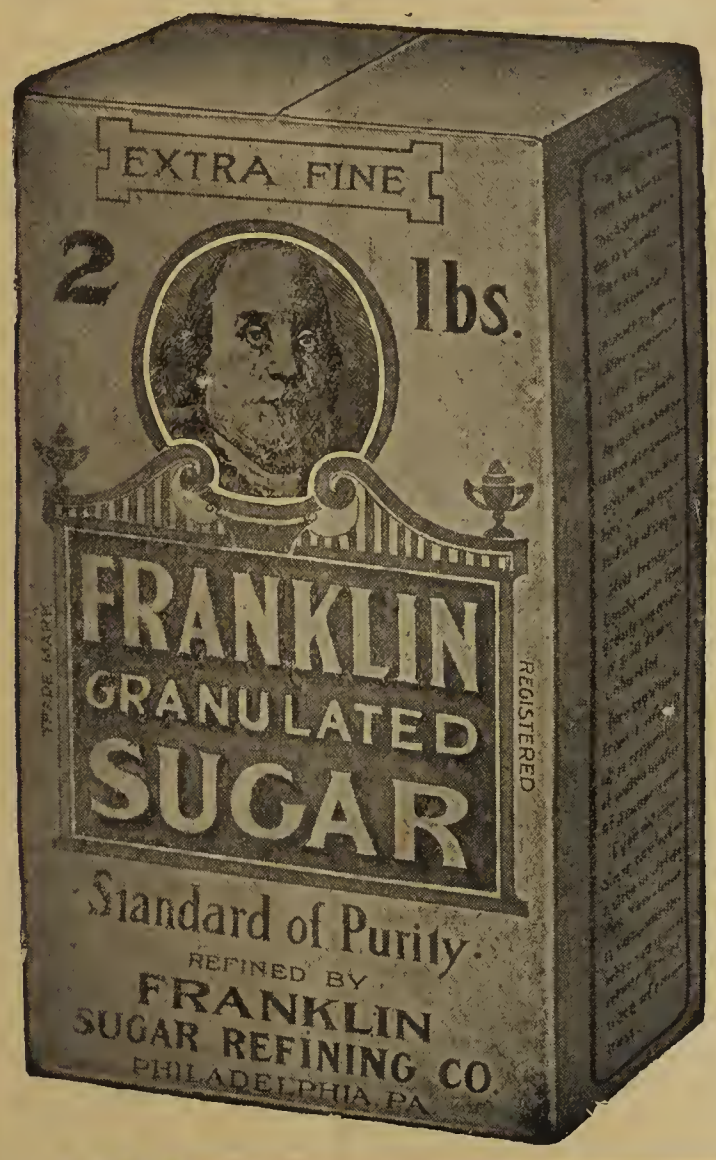
"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO



That Fraction of a Cent

Franklin Carton Sugar appears a safe, certain, easy and profitable way of escaping one element of the drudgery of the retail grocery business.

We don't ask you to trade an old-established and lucrative custom for a new one of doubtful utility. **Franklin Carton Sugar** not only saves you work and time but it will literally make you more money, because it saves you all overweights.

Franklin Carton Sugar costs a fraction of a cent more than bulk sugar, but to weigh that fraction against the advantages is, we respectfully submit, shortsighted to a pronounced degree,

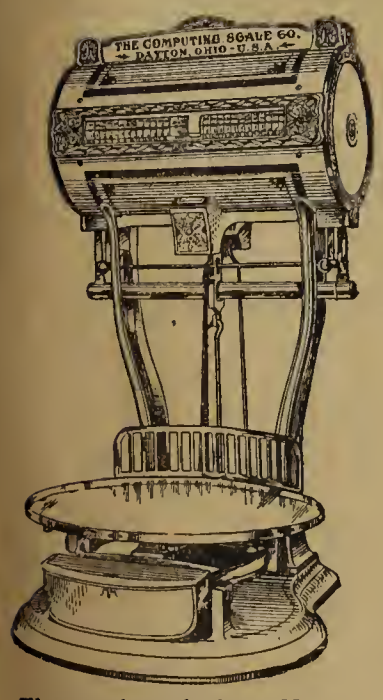
Don't you think it is yourself?

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA PENNSYLVANIA

Our Scales Stand the Test



The new low platform No. 140 DAYTON Scale

The State of Massachusetts recently passed a new Law defining the duties of the Sealer of Weights and Measures, in connection with the computing devices used on computing scales.

Our modern up-to-date computing scales meet every requirement of the law and test out with greater exactness than any other known style or make.

Greater than this, however, is the test of service between merchant and customer. Merchants use them for the protection of profit and the saving of time. Customers trade where they are used because they know they are sure of a square deal.

Moneyweight Scales are an absolute necessity to the economical and successful retailing of meats and groceries. We build them on all the known principles of scale construction adaptable to all kinds of merchandising.

The increased confidence of the merchants of Massachusetts in our computing scales is shown by the enormous increase in sales since the law went into effect. We are strong advocates of laws which will give the greatest protection to both merchant and customer.

For those who are now using old Dayton Scales or computing scales of other make, and wish to bring their equipment up-to-date, we have a very attractive exchange proposition which will be sent on request.

Do not wait for our agent to call on you, but send for him.

DELAY IS EXPENSIVE.

Date.....

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME.....

STREET and NO.....

TOWN.....

STATE.....

Moneyweight Scale Co.

47 State Street, Chicago

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

LOCAL SALES OFFICES

Boston, 161 Congress St. New York, 11 E. 14th St. Philadelphia, 1651 N. 8th St.

The firms advertising on these pages are all well-known; their products

We've Taken You into Partnership on These Goods



Of the many thousands of storekeepers who have made **Private Estate** their leading coffee for years we have yet to **lose one.** Everything that makes it worth while for a dealer to stick to **Private Estate** is packed with it, and **none** of the many reasons which would be sufficient to cause him to change **are.**

We divide our profits with dealers by putting our advertising appropriation into Universal Coupons to enable them to get anything they need in their stores or homes without paying for it.

F. A. CAUCHOIS & CO.

THE FULTON MILLS **33-34 Fulton Street, New York**

Philadelphia Branch, 139 S. Front Street

"Every Little Bit Added to What You've Already Got Makes Just a Little Bit More"

Wrigley's Soap pays you better than any similar article on the market. By pushing it you will add a **great deal more** to your profit.

Universal Coupons in each box.

THE WRIGLEY MANUFACTURING CO.

PHILADELPHIA, PA.

Lots of Your Customers Want This



It is the one thing to keep hardwood floors right. It has been specially prepared by experts to do the work right.

Tell your customers if they want to keep their floors in perfect condition permanently to use it instead of scrubbing them. It makes a finish so perfect that all that is necessary is to wipe up the floors with a damp cloth once a week.

Universal Coupons in every case for the grocers and some in each package for his customers.

E. B. MOORE & CO.

76 Wabash Avenue **Chicago, Illinois**

The result of 80 years' experience is

DIXON'S
POWDERED
Stove Polish

Joseph Dixon made the first stove polish in 1827, and a good stove polish it was too. The Dixon Company has been making good stove polish ever since.

The new Dixon Stove Polish is as good as 80 years' experience can make it. No adulteration, a generous size box, Universal Coupons—this means good business for you. Write our Stove Polish Department about it.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

are the best on the market and all bring you UNIVERSAL COUPONS

After Reading What These People Say What Do You Think Your Customers Would Say

U. S. MILITARY ACADEMY, *West Point.*
After using a number of other well-known brands of Baking Powder, we consider SEA FOAM their superior.
(Signed) THOMAS FRANKLIN,
Capt. and Treas.

SEA FOAM is the best Baking Powder in the World. We recommend it to our 75,000 customers.
(Signed) PARK & TILFORD,
New York City.

SEA FOAM fills a long-felt want. It is the most economical Baking Powder, and we recommend it strongly to our customers.
BREWSTER GORDON & CO.,
Rochester, N. Y.

We give Universal Coupons to grocers with every case

SEA FOAM BAKING POWDER CO.
1 and 2 Hudson Street, New York

Take Your Choice

Let us assume that two concerns are making **Macaroni, Spaghetti, Noodles** and **Pastels.**

One of them cares nothing for you, does all of its work on your customers to make them *demand* that you should handle the goods, whether they pay you a profit or not.

The other goes straight to you, works with you to make you want to sell the goods, spends its advertising money with you, gives you *Universal Coupons* to make the goods more interesting, and does everything possible to make you a friend instead of a lackey.

Whose goods are you going to sell?

Our **Macaroni, Spaghetti, Noodles** and **Pastels** are as good as our bread.

The Freihofer

VIENNA BAKING COMPANY
PHILADELPHIA, PA.



Guaranteed to comply with the National Pure Food Law
— AS ARE —
ALL FOOD PRODUCTS OF
J. W. BEARDSLEY'S SONS, New York



Handsome Presents Go With It

ROYAL PEANUT BUTTER is the kind that brings it—Universal Coupons, which you can exchange for almost anything you want. In addition to this it is the most carefully prepared product of its kind ever made. The man and the monkey are both animals, but there is a mighty difference between them. There is just as much difference between Royal and ordinary peanut butter. Your customers will tell you so if you get them to try Royal Peanut Butter.

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio

On Your Shelves For Years

¶Old goods are like old friends—you have a warmer feeling for them than you have for strangers.

¶Take **Babbitt's Best Soap.** For years it's been the standard laundry soap of the country.

For years, probably, it has stared back at you from your shelves until you and your customers both have come to consider it as much of a fixture as your scales.

¶Don't be tempted to displace it by any get-rich-quick soap. Stick to tried and true friends. **Babbitt's Best Soap** has always paid you a good profit; hasn't it earned your good will?

Made by

B. T. Babbitt

New York

YOU MUST WRITE FOR THIS

We believe we have the best plan ever devised for interesting you in **Sterling** Coffee and incidentally in our other high-grade bulk coffees.

We will not publish this plan for the delectation of our competitors. You must write for it, if you want it. It will pay you to write for it many, many fold.

Sterling Coffee is a fancy package Coffee of the highest grade for which most grocers have a considerable demand. It pays you a good profit.

This is the oldest Coffee House in the United States. It dates fron 1796. Age in business means reliability.

SHAPLEIGH COFFEE CO.
BOSTON, MASSACHUSETTS

YOUR DUTY IS TO TELL HER

Suppose your customer does ask for Trust Starch, is it your duty to give it to her without telling her that **Murdoch's Corn or Laundry Starch** is better?

Don't you owe it to her to give her the very best—to tell her if she thinks she is getting the best when she isn't?

Murdoch's Corn and Laundry Starches are the finest products of their class extant. We go to trouble in making them perfect, which other manufacturers tell us is ridiculous.

But that's the kind of a foundation we're laying for this business.

Oswego Maize Products Company

OSWEGO, NEW YORK



SELLS BECAUSE THEY WANT IT

Karo syrup isn't something that the public don't want. Nine out of every ten people who eat syrup at all prefer corn syrup to sugar syrup. It is smoother and suits the average palate much better.

The best corn syrup packed to-day is unquestionably **Karo.** We have advertised it some; but it has reached—and held—its present enormous sale purely because the people wanted it.

Good for you, because it is packed by us in sealed, sanitary tins; and because we guarantee both the quality and the weight. 10, 25 and 50-cent size.

All jobbers.

CORN PRODUCTS MANUFACTURING CO.
DAVENPORT, IOWA

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

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Diamond Match Co. Seemingly Not Giving Jobbers Square Deal

Evidence that in Order to Steal a March on Principal Competitor, Trust is Giving Extra Rebate to Two Local Jobbers, While Permitting Them to Sell Independent Matches, a Privilege Granted No Other Philadelphia Jobber.

There is much reason to believe that the Diamond Match Co. is not giving the local jobbers a square deal under its rebate contract.

It is generally known that the Diamond Co. ties up all the wholesale grocers it can with an exclusive contract which gives them an extra 10 per cent. rebate provided they handle only Trust matches. This 10 per cent. represents much of the jobber's profit, so that the wholesalers argue that they are forced to sign the contracts if they expect to make anything adequate on the brands which constitute the bulk of their match business.

Naturally the wholesale grocers would not so much resent the humiliation of being compelled, virtually, to sign such a contract if all of them were in the same boat. There is much reason to believe, however, that all of them are not; in other words, that certain favored jobbers are being given the extra rebate while still being permitted to sell independent goods.

The evidence of this condition is as follows:—

In Philadelphia Reeves, Parvin & Co. and Alfred Lowry & Bro., both large and representative jobbers, have for months been on the outs with the Diamond Match Co. through insisting upon their right to sell independent matches. And both concerns have sold large quantities of independent matches, upon which they claim to have made a much better profit than they could make on Trust matches, even with the latter's 10 per cent. rebate.

Several days ago the announcement was made that Mr. W. D. Peck, former local manager for the Trust and an extremely well equipped match man, had been appointed to represent the Ohio Match Co., the Trust's leading competitor. The announcement was coupled with the statement that the Ohio concern had rented a large local warehouse for three years and was about to open an aggressive campaign to get some of the local business. The very next day the Diamond Match Co. sent emissaries to both Reeves, Parvin & Co. and Lowry & Bro. and renewed relations with them, but without requiring either firm to sign the exclusive contract. Both concerns deny that they signed or would sign it, but state that the only thing the Trust required them to do, before restoring them the 10 per cent. rebate, was to promise to "push" Diamond matches. They are thus apparently given a privilege denied to every other jobber—that of handling independent matches, and both firms are selling independent matches today. Furthermore, they say that nothing would induce them to give them up, owing to the better profit they involve.

Two New Parcels Post Bills In.

Principal One Makes Rate Five and Two Cents Per Pound. Limitation in Favor of Dealers. Second Bill Names Higher Rate. New Oleo Bill Also Introduced.

Special correspondence of "Grocery World."

Washington, D. C.,
February 14, 1908.

Two bills of interest to the grocery trade were introduced this week, both in the Senate and House. One was a new oleo bill, the other a parcels post bill.

The oleo bill emanated from Representative McHenry, of Pennsylvania, and it prohibits the use of butter in the manufacture of oleomargarine and making a violation a misdemeanor punishable by fine or imprisonment. Section 2 of the bill provides that any violation of the Anti-Oleomargarine Law of 1902, of which the bill is amendatory, shall be a misdemeanor punishable by a fine of from $100 to $500 or by imprisonment of not more than one year. These penalties are applicable to any one who violates, knowingly or unwittingly, any provision of the 1902 law or the amendment to it, and provides that all cases must be prosecuted in the courts to a finish.

The parcels post bill was introduced in the Senate by Senator Burnham, of New Hampshire. It provides for a rural delivery parcels post for merchandise and other articles actually mailed on rural delivery routes.

The bill provides, in brief, for the establishment of a domestic rural parcels post, at special rates of postage, for the delivery of foodstuffs, dry goods, drugs, books and other merchandise. The rate of postage shall be 5 cents for the first pound and 2 cents for each additional pound, or fraction thereof, and on parcels weighing less than one pound, as follows: Two ounces or less, 1 cent; more than two and less than four ounces, 2 cents; more than four and not exceeding eight ounces, 3 cents; more than eight and not exceeding twelve ounces, 4 cents, and more than twelve ounces and less than one pound, 5 cents.

An important limitation is placed on the use of the proposed parcels post by the provision that only such parcels shall be received for delivery at the special rates of postage as are offered by bona fide merchants or dealers whose regular places of business are on rural delivery routes covered by the act, in the ordinary and regular course of their business, and by residents on such routes in their individual capacity.

Senator Kean, of New Jersey, also introduced a parcels post bill, but providing for somewhat higher rates of postage.

HOLT.

Maine Farmers to Open Co-operative Stores.

A big co-operative system to extend over the entire State of Maine, with stores in practically all the trade centres, is one of the schemes of prominent grangers. These stores will serve in the capacity of a clearing house for the farmers, for produce will be taken to them, where it will be held for sale, either in local or outside markets, at the highest possible prices, and the margin of profit after deducting a certain per cent. will be divided equitably among the stockholders, who will be principally grangers. The stores will do a general retail and wholesale business, not only in farm produce and the like, but will also deal in farm implements, fertilizers, etc. Big storage sheds will be built for potatoes and apples which will be held for the choicest markets and sold at the right moment to make the biggest profit.

Canned Goods Packers Swinish Over Canned Goods Contract

They Reject a Form which Gives Buyer and Seller Equal Privileges and Makes the Transaction Amount to Something, in Favor of One Giving the Packer All and the Buyer Almost Nothing. The Two Contracts Compared and Analyzed.

A close comparison of the forms of uniform canned goods contracts favored by the National Wholesale Grocers' Association and the National Canners' Association shows a wide variance of opinion between the two interests. It further seems to show that the canners are not so anxious as they have pretended, to adopt a contract which shall surround the sale of future canned goods with the same legalities which surround the making of any other legal contract.

As stated in last week's report of the canners' convention, the packers refused to adopt the form of contract which had been agreed to by the National Wholesale Grocers' Association, but adopted

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CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

a form of their own. The gist of each form appears below:—

GROCERS' FORM.

Quantity guaranteed as follows: The seller agrees to deliver not less than 75 per cent. of the quantity stated under this contract, and the buyer agrees to accept the same in full settlement of this contract, without liability except as hereinafter stated. If seller should deliver less than 75 per cent. of the quantity stated under this contract, then it is agreed the seller shall pay the buyer..... cents per dozen on such shortage under 75 per cent. of the original purchase, but must deliver not less than.....per cent. of the original purchase. The buyer shall have the same privilege of reducing the quantity named in this contract to 75 per cent. of the original purchase, without responsibility for loss or damage to the seller, and shall also have the privilege of further reducing the quantity on the payment of.....cents pe. dozen, but must accept not less than.....per cent. of the original purchase. In case either buyer or seller wishes to decrease the quantity below 100 per cent. of the original contract, notice must be given in writing not later than.....

.....

.....

Prices guaranteed.....

Swells guaranteed until July 1, 19...

Cases must be made of lumber, free from shakes and loose knots, and of material not less than ⅜-inch sides, tops and bottoms and ¾-inch ends, for No, 1, No. 2, No. 2½ and No. 3 cans; ½-inch sides, tops and bottoms and 1-inch ends for No. 8 and No. 10 cans, and of corresponding heavy material for other sizes.

Factory shipments in less than car lots to be made without charge for marking or shipping.

Seller guarantees these goods in accordance with Food Law Guarantees adopted by National Wholesale Grocers' Association and Canned Goods' Packers' Association, in convention 1907, and also in accordance with the State Food Laws of.....

In case of destruction of place of business of either party by fire or the elements, such buyer or seller shall have the right to cancel this contract by giving the other party written notice of the same within reasonable time.

CANNERS' FORM.

Seller guaraniees these goods in accordance with food law guarantees adopted by National Wholesale Grocers' Association and Canned Goods Packers' Association in convention, 1907.

All disputes arising under this contract to be arbitrated in usual manner with promptness and convenience as to place. The decision of the arbitrators to be final and binding, the aggrieved party to be entitled to such equitable damages as may be shown to have been sustained; cost of arbitration to be paid by party against whom decision is rendered and spoils guaranteed until ....., same to be held subject to seller's orders. In case of destruction of buyer's place of business by fire or the elements before shipment such buyer shall have the right to cancel this contract by giving seller written notice of same within five days, but this privilege is not to apply if shipment shall have been made prior to the receipt by seller of such notice. In event of seller's having short crop, fire, or other unavoidable causes preventing seller from executing contract in full, delivery upon same is to be made pro rata with other contracts that may be entered.

Broker, ——.
Accepted, ——.
Seller, ——.
Buyer, ——.
Date, ——.
Year, ——.

Analyzed, the two contracts show comparatively as follows:—

The jobbers' form would compel the packer to deliver at least 75 per cent. of his contract. If he delivers less he must pay the buyer, as damages, a certain sum per dozen. Only in case of the destruction of the plant by fire or the elements is the contract cancelled.

The packers' form would compel no specified percentage of delivery whatever. If the crop is short, or in case of fire, or in case of "any other unavoidable cause," the packer is then permitted to deliver pro rata. This is practically the objectionable condition that exists now. Under the clause "in case of any other unavoidable cause" the packer can always slide out of filling his contract when it pays him to do so and if he has the inclination.

The jobbers' form does not provide for the settlement of disputes between buyer and seller by arbitration, although it does not exclude it.

The packers' form does provide specifically for settlement by arbitration and makes the arbitrator's decision final.

Another important difference is in the status of the buyer. Under the jobbers' form he is given the same right to reduce his acceptance of delivery to 75 per cent., as the packer has to reduce delivery to 75 per cent. In other words, the packer need not deliver more than 75 per cent. and the buyer need not take more than 75 per cent. The buyer can even take less than 75 per cent. of the contract, but if he does he must pay the seller a certain sum per dozen as damages, just as the packer must pay him so much per dozen if he fails to deliver 75 per cent. In this respect the contract is directly mutual.

The packers' form gives the buyer no right whatever to reduce his contract, while it does give the packer, under the indefinite "or for any other unavoidable cause," the opportunity to deliver precisely what he likes.

No More Private Labels.

Messrs. William Numsen & Sons, the Maryland packers, have issued notice that they will henceforth not pack goods under private labels. The explanation accompanying the announcement was as follows:—

> In the first place, some jobbers fail to send labels for their goods until several months after the purchase of same, thus tying up shipments.
>
> Secondly, our goods comply with the requirements of the pure food law, whereas some jobbers, buying from a half dozen packers all using the same make of cans, may receive some goods that would not comply with the requirements of said law, and in view of this fact it is very likely that claims would be made against us in error, necessitating the trouble and expense of investigation on our part, and perhaps require us to defend every case that might arise.
>
> Again, we pack good goods, and we naturally wish to preserve their identity and receive due credit for same.

S. B. Goff & Sons Co., of Camden, N. J., are offering a 25-cent bottle of their cough syrup free to any dealer sending for it. They have a special offer that will interest you; better write to-day. You get in good company when you stock Goff's remedies, as more than 14,000 grocers are handling them.

STATE HOUSE



CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

The New York Letter

Canners' Convention Leaves Packers and Canners Still at Odds. A Plan to Protect Horses. Sunday Law Amended. Small News of the Trade.

Special correspondence of "Grocery World."

New York, Feb. 14, 1908.

That the differences between packers and grocery jobbers were not lessened at the convention of the canners in Cincinnati last week is the conclusion drawn from remarks made by members of the New York delegation since they returned from their Western trip. The attempt to put through a form of contract agreeable to both jobber and canner was a failure, as far as this convention is concerned, and the jobbers made no progress in getting exclusive privileges not based on quantities sold.

While many pleasant things were said at the convention as to the relations of packer and jobber, some of the packers, since the meeting, have spoken of the middleman as a factor whose importance is declining. One fault that is found with the jobber by the packers is that he is constantly asking for concessions, but is seldom willing to grant any himself.

To the mind of the packers, the jobber is often a man who keeps asking for larger and larger discounts, who tries to hold the manufacturers strictly to their contracts, but who likes to have a loophole through which he himself may escape when a contract becomes irksome. There is, of course, another side to this, as may be ascertained by a few minutes of talk with almost any of the jobbers.

The circumstances under which the contracts may be modified or cancelled are the cause of much of the existing trouble. The packer is inclined to insist on quite a lot of freedom of action in cases of short crops, fires and other unavoidable causes that may interfere with the making of deliveries in specified quantities and qualities at specified times. The jobber also seeks channels to get away from the contract in cases of fires and changed conditions of various kinds.

It is likely that negotiations will be continued between the national officers of the canners and of the wholesale grocers' associations with a view to agreeing upon some of the points on which there are now differences, and so facilitating the conduct of business. One of the chief obstacles, it is admitted, is that the jobber, while he tries to get exclusive privileges, is not willing to withdraw from the manufacturing side of his business and so is often a real competitor of the very manufacturers whose output he wishes to control. This situation makes some observers here predict that the changes of the past in the methods of the grocery business are only a prelude to other important developments.

* * *

Grocery jobbers and retailers are interested in a movement begun this week by the Vesey Street Business Men's Association to have something done to protect the horses on downtown streets that are paved with wooden blocks and asphalt, especially the latter. The grade on some of the West Side streets in the grocery districts makes them particularly slippery and dangerous to horses whenever the roadways have any snow, slush or moisture, which is most of the time during the winter.

The association has compiled some statistics on the number of horses that are killed and maimed, trying to draw loads on these roadways, but anybody who walks through the streets where there is heavy traffic and sees the poor horses falling or straining themselves in trying to get a foothold needs no further evidence. The association will not be contradicted when it says in the petition that it prepared that humane sentiments, if nothing else, should come to the relief of the horses.

As to the delay caused by the constant congestion of traffic with the frequent blockades, this loss

PRACTICE

READING these low prices on the best goods

WRITING your orders to B. & P.

FIGURING out the great SAVING we show

BUYING FOR CASH!

NOW GET BUSY!

GRIFFIN & SKELLEY'S

FANCY COAST-PACKED

SEEDED RAISINS

36 1s, 7¾c. per pound

Eye hath not seen, nor Ear hath not heard so *low* a price as this on Fancy Seeded Raisins for years.

You can now sell at 10c. per pound with a fine margin of profit.

No orders accepted from Wholesale Grocers.

Fancy California Lima Beans, bags about 80 lbs., single bags	per lb.,	$0.05¾
5 or 10 bags	per lb.,	.05⅝
Schumacher's Avena, bbls.	per bbl.,	6.50
Rolled Oats, bbls.	per bbl.,	6.25
Fancy Carolina Head Rice, almost full head white, clean and flinty, 100-lb. bags	per lb.,	.06
5 or 10-bag lots	per lb.,	.05⅞
Best Quality Light Breakfast Bacon, narrow strips, 100-lb. lots	per lb.,	.09½
S. & W. Brand Extra Fancy Tomatoes, large size, heavy No. 3 can, solidly packed with red ripe fruit, 2 doz.	per doz.,	.90
5 or 10-case lots	per doz.,	.87½
Silver Cow Brand Milk, baby size, 6 doz.	per case,	2.80
The greatest bargain in 5c. Milk on the market.		
Ideal Salt, 50 3-lb. cartons, single cases	per case,	1.30
5 or 10 cases	per case,	1.25
Clothes Pins, best quality, hard wood, full count,	per box,	.45
Fancy Irish Mackerel, 320 to 350 fish	per bbl.,	21.00
Fancy Irish Mackerel, 360 to 390 fish	per bbl.,	20.50

These Prices for This Week Only—February 17th to February 22d, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue Phila., Pa.

and annoyance is not to be expressed in figures or in language. The association asks that the city authorities do something.

* * *

Michele Pollini, who has a grocery store at 519 East 13th street, was picked out by the Black Hand as a mark several days ago. He received a letter asking him to carry $200 to a specified street corner and to turn it over to a representative of the society who would meet him there. He notified the police, who told him to hand a folded newsaper to the man and they were then to seize him. The grocer did as directed, but the detectives assigned to make the arrest made a mistake in the time of appointment and were not there. Seeing this the grocer pursued the man, firing at him until the fellow dropped with a wound in his arm. Then the supposed Black Hander was arrested, but said in court that he knew nothing as to the identity of the man who sent him to get the package. He was held on the charge of blackmail.

* * *

The New York Association of Manufacturers' Representatives was organized here during the week. It is an organization of brokers' and manufacturers' agents similar to that recently formed in Philadelphia. The object is to secure better treatment from jobbers of specialty orders, of which 40 per cent. turned in to jobbers in New York are not filled. The officers are: President, J. T. Austin, representing the T. A. Snider Preserve Co.; vice-president, E. D. Wellwood, of the Porcela-Radax Manufacturing Co.; secretary-treasurer, A. C. Monagle, Egg-O-See Cereal Co. Executive Committee (three more to be elected), G. Garrettson, Postum Cereal Co.; Drew Wade, Williams Bros. Co.; R. W. Smythe, Armour & Co. There are about fifty members so far.

* * *

"Oleomargarine is composed of pure and wholesome ingredients," said Prof. John C. Olsen, one of the United States Food and Drug Chemists, in a lecture delivered Tuesday before one of the sections of the Brooklyn Institute of Arts and Sciences. He added that oleomargarine is highly nutritious, but that it is not so readily digested as butter and lacks the latter's delicate flavor. The lecturer dealt with the food value of fats and oils. He explained the high food value of food containing oil and fat and explained the popularity of butter as due to it being the most easily digested form of fat and to its agreeable qualities.

* * *

An amendment to the Sunday law has been proposed in the Legislature at Albany. It forbids all sales on Sunday with some exceptions. Food may be sold before 10 A. M., except uncooked meat and bakery products. Prepared tobacco, milk, ice and soda water may be sold all day, but not in liquor places. Fruit, flowers, confectionery, newspapers, drugs and medicines may also be sold all day.

* * *

The headquarters of the United Retail Grocers' Association of Brooklyn were the scene of festivities Tuesday evening, when the new officers were installed. Speechmaking and songs made the hours pass quickly. The installing officer was B. Bischoff, former president. The new president, H. Lohmann, pledged himself to work day and night to further the interests of the organization and the members guaranteed their heartiest support. An oyster and macaroni lunch was served, through the courtesy of the C. F. Mueller Co.

* * *

Martin J. Glynn, a well-known tea and coffee merchant of Front street, died Monday at his home in Brooklyn, aged 67 years. He leaves his widow, seven sons and a daughter.

* * *

A certificate was filed Tuesday incorporating the United States Coffee Refining Co. The authorized capital stock is $500,000. The incorporators are J. C. Tomlinson and C. R. Woods, Jr., New York; M. F. Tompkins, C. D. Marsh, L. King, Brooklyn.

* * *

A preliminary meeting was held Tuesday in Schuetzen Park, Long Island City, for the purpose of forming an organization of retail grocers affiliated with the State Association. The new branch will include besides grocers of Long Island City those in a number of the towns of Queens Borough.

FRED. A. MCGILL.



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

Grocery World

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As to Private Labels.

The statement in another column from one of the largest canned goods packers in Maryland that no longer would he pack goods under private labels is important, if it means the beginning of a movement to end a custom which has become an important phase of the canned goods business.

Almost every wholesale grocer to-day and every large retail grocer as well buys unlabeled canned goods and puts his own label on them. He does that in order to gain the prestige of the private brand. From his standpoint it is a good idea, though the food law has destroyed much of its value by forbidding the use of the dealer's name as packer and ordering his name to appear simply as distributer.

But from the packer's standpoint the custom is bad, for the goods lose all identity. The consumer is never educated to call for them; he calls for the *private* label, which may never cover the same goods two successive years. Under this custom a packer may be in business fifty years, and the public know no more about his goods, *by name*, at the end of that time than it did before.

The "Grocery World" has long expected a general movement among packers to refuse private label business, and it should not be surprised if the attitude of the Maryland packer noted elsewhere is the beginning thereof.

Paying for Goods Before Inspection.

In the course of a statement sent to the State Department by Consul Felix S. S. Johnson, from Bergen, Norway, regarding the importation of American groceries into Norway, there is a criticism which needs some discussion:—

> A severd drawback to the extension of American trade abroad is the requirement of payment for goods before shipment; this method of doing business ought to be changed, for it obliges the importer to receive goods if they arrive in damaged condition. An importer at Bergen suggests that it would be a much wiser plan to have part payment made when the order is sent in, and the balance on receipt of goods. No European exporter demands cash payment; as a rule a credit of from three to six months is given and frequently the time is extended with a fixed rate of interest.

Very likely this is a drawback, but it is precisely the drawback which handicaps the American buyer when he imports foreign food products. In most lines of imported food products the American buyer must pay for them before he sees them—and run his chances of getting satisfaction from a seller 4,000 miles away if the goods are bad. This is even the case in buying Norway mackerel. It is wholly oppressive and indefensible, whether done by foreign sellers against American buyers or vice versa. Every buyer's right is to inspect his purchases before paying for them, and he should not be confined for protection to an action against a concern on the other side of the world.

As to a Future Canned Goods Contract.

In another column the "Grocery World" places the form of canned goods contract desired by the National Wholesale Grocers' Association side by side with the form suggested by the National Canners' Association. Both contracts have been brought forward by their respective partisans as suggestions for ending the present highly loose fashion of selling and buying future canned goods.

There is no comparison between the two forms at all. The canners' contract makes almost no improvement in the present situation. Holding the buyer with an iron hand which is only relaxed when his plant burns down, and not then if even one case of goods has been shipped, it would nevertheless continue to give to the packer all of his present pretexts to escape the honest fulfillment of his agreement. The jobbers' form, on the other hand, binds the seller and the buyer in exactly the same degree. The packer is denied the subterfuge of avoiding delivery on "unavoidable causes," so called, and is required to deliver or settle for at least 75 per cent. of the contract.

The packers refuse to sign a contract binding them to deliver 75 per cent. because at the time future goods are sold they cannot tell whether there will be any crop at all; hence the injustice of asking them to deliver what may not even be grown. Very true, and no better illustration is needed to show the irrationality of dealing in future canned goods at all. Selling tomatoes in January for delivery in September—what can it possibly amount to? The packers, by refusing to make a binding contract, say practically that it can amount to nothing. Yet they continue to do it. Why?

Because the jobbers will buy futures, and selling them costs the packer nothing if the goods are not delivered, while it brings him an advantage. In other words, to the packer, selling futures leaves everything to gain and nothing to lose. The advantage which future sales bring the packer is that he can borrow from the banks against his future orders. Some packers, were this not possible, would hardly obtain sufficient capital to run their business.

We say that the jobbers will buy futures—why? Simply because competition makes them afraid not to. One jobber during the week vehemently attacked the whole plan of handling future canned goods, but admitted that he was obliged to do as his competitors did. Otherwise, if he waited to sell canned goods until they were packed, he would find that the retail trade had been filled up with futures long before. Only by unity of action, therefore, could the sale of future goods ever be discontinued, and unity of action among the jobbing trade is an iridescent dream.

A guarantee of a positive, specific delivery would greatly advance the situation, but the packers refuse to give it. A very few do; this is their time to get very busy.

CHARLESTON, S. C., February 10, 1908.

Bought of EDWARD ALBENESIUS
GROCER
Corner Morris and Coming Streets
TELEPHONE 983.

The "Grocery World."

DEAR SIRS:—Please find enclosed check for Three Dollars for one year's subscription to THE GROCERY WORLD. Allow me to say if THE GROCERY WORLD would cost Ten Dollars I would not do without it, as for anything I buy I take it for a guide, and I know it has saved me $25.00 at least in the last year.

Very respectfully yours,

EDWARD ALBENESIUS.

P. N.—Wherever I have a chance I advocate your paper. E. A.

Expected Olive Oil Decline May Not Materialize.

Early Prospects Indicated Large Crop and Lower Prices, But Later Developments Greatly Stiffened the Market.

Before the gathering of the olive oil crop the cables reported an abundant crop and a tendency towards lower prices. Since then things have gone from bad to worse and prices are advancing daily, so that American representatives in Italy write that they are wondering where they are going to land. They say that a decline at the present moment is entirely out of question in view of the situation, and that we may take it for granted that all hopes for a sharp decline have vanished and there is absolutely no chance of the market going much lower.

According to the news received from Spain things there are even worse. It appears that olive oil

in Spain is advancing at a still quicker pace than in Italy. This applies specially to the fine qualities of olive oil, which are extremely scarce in Spain this season. Spanish competition therefore is practically eliminated for the moment, especially for better qualities, which are decidedly scarce.

The unexpected advance in price for the new crop of olive oil is undoubtedly to be found in the fact that more olive oil is used now than ever before. Formerly a lot of mixed oils were used, while now under the pure food law the consumer exacts and gets pure olive oil for the same price which he paid formerly for mixed oils. The pure food law has worked wonders in this respect.

How Does This Appeal to You?

Those of you who are up-to-date here is something strictly new, codfish in the form of steak. Talisman Cod Steak is strictly a fresh fish, cooked ready to eat cold or can be made into a salad and when so made its flavor is such as to very strongly resemble lobster. It can also be served hot and makes a very acceptable fish course for a dinner. It is packed in one-pound tins and can be obtained from Swift & Co., Gloucester, Mass., or any of the Swift branch houses. This is a novelty that will appeal both to you and your customers.

Canadian Grocers Will Meet Americans to Discuss Trade Evils

An International Confab Arranged by the Two Leading Associations of the Two Countries. Pending Amendment to Bankrupt Law Will Defeat Grocery Dead Beats. How Western Grocers Fight Box-car Competition.

Special correspondence of "Grocery World."

Cleveland, Ohio,
February 14, 1908.

At its recent annual convention, the Dominion Board of the Retail Merchants' Association of Canada, the following highly important resolution was adopted:—

> That in response to a request, this convention take into consideration the advisability of appointing a committee from the Dominion Board of this association to meet a similar committee from the Retail Merchants' Association of the United States for the purpose of interchange of views on subjetcs of common interest to the retail trade of both countries.

This will be done by the National Retail Grocers' Association of the United States.

* * *

The bill introduced in Congress by Representative Swagar Shirley, of Kentucky, to amend the bankruptcy act to the extent that none can take advantage of the act unless they owe more than $300 will protect us to a very great extent from the dead beat who so readily takes advantage of it to defeat collection of a bill for the necessaries of life.

In all parts of the country debtors owing but small sums, and that largely for the necessaries of life, have taken advantage of this act to escape such debts.

While we would very much rather have had a larger amount stipulated than $300, yet this should protect us to a very large degree, and it seems almost impossible that any of the undesirable class of trade could secure credit to exceed $300 for necessaries.

The following circular is being used by the merchants of Clifford, Mich., to meet competition of box car agents; in other words, firms that send agents through the country soliciting orders for groceries to be pooled and shipped in carload lots:—

NOTICE.

Farmers and Citizens:—

We, the merchants of Clifford, feel that to be honest and fair with you and ourselves, attention should be called to the following question:

HOW ABOUT THE BOX CAR AGENT AND THE HOME MERCHANT?

Keep the following list for comparison:—

5 lb. can baking powder	$1.85	$ .50
4 lbs. ground pepper	1.50	1.20
1 lb. cinnamon	.58	.30
2 lbs. ginger	.94	.50
2 lbs. mustard	.04	.60
1 lb. whole spices	.35	.25
¼ lb. ground cloves	.28	.15
¼ lb. nutmegs	.08	.15
3 lbs. shredded cocoanut	1.05	.55
1 pt. extract lemon	1.50	.75
1 pt. extract vanilla	1.50	1.00
12 bars tar soap	1.33	.50
1 qt. bottle ammonia	.18	.10
3 pkgs. ball blue	.15	.15
6 lbs. laundry starch	.39	.25
5 lbs. soda	.25	.25
½ lb. whole cloves	.18	.18
15 lbs. washing soda	.30	.15
1 pkg. yeast	.05	.05
100 lbs. gran. sugar	5.19	4.85
2 lbs. mocha and java coffee	.60	.60
10 lbs. raisins	.80	.80
2 lbs. currants	.16	.16

Four "Veribest" Products That Bring Very Best Results



The richest, tastiest *Vienna Style Sausage* packed.

The Government inspection mark guarantees the purity and the cleanliness. Our name backs the statement that this sausage is made only of honest and the highest grade materials.



Veribest Ham Loaf is our finest hams reduced to a convenient form.

We spice it and treat it until it is the tasty essence of tender, young ham, pure and clean and appetizing to the last degree.

Packed under Government inspection.



Veribest Corned Beef Hash is not a hodge podge of meat ends thrown together by a workman—it is a delicious dish compounded by a chef and prepared in the cleanest kitchen in the world.

No cleaner and no richer corned beef hash is made in any kitchen in this country.



Veribest Ox Tongue is packed only from clean, smooth selected tongues. There's a vast difference in ox tongue, some of it is so gnarly and grisly that it is an offence to offer it for human consumption.

We send ours under a *Veribest* label, with every confidence that it will protect our reputation in exactly the way we would have it.

ARMOUR AND COMPANY



ARE YOU IN THE SWIM?

There are millions and millious of gas mantles used every year. **Our brands** are among the **very best.** We furnish you this beautiful mantle cabinet, **Free of Charge,** to place in your store if you purchase from us one hundred of our mantles, assorted.

The cabinet holds just 100 mantles.

Write at once for prices.

R. E. TONGUE & BROS.

Lamp Chimneys and Gas Mantles

Allegheny Ave., Amber and Collins Sts.

PHILADELPHIA, PA.

Branch—NEWARK, N. J.

Wouldn't You Like to Be Sure?

¶ If you once had the satisfaction of knowing exactly what your purchase of future canned goods were going to bring in—whether you were going to get 25 per cent., 50 per cent., or all, you would never buy again on the old indefinite basis.

¶ You can get that satisfaction by buying **Blue Bell** or **Clover Farm** canned goods. They are sold on 100 per cent. delivery contracts.

¶ Your jobber can get them.

Strasbaugh, Silver & Co.

Aberdeen, Md.

1 doz. Sockeye salmon red	1.50	1.44
¼ doz. brooms	.80	.75
10 bars white soap	.55	.50
1 bar shave soap	.08	.05
Freight	1.00	....
	$24.28	$16.73

Note a saving of $7.55 in favor of home trade.

Will buying goods of box car agents and strangers, who pay no taxes in your village, county or State help to hold up the valuation of your property? A thriving village nearby makes valuable farm land. Can these box car agents help to do this? Will they take your butter, eggs, etc., in exchange for groceries in lots from 5 cents to $1? Will they exchange goods that are not satisfactory? What can they do for the good of the village and vicinity and pay no taxes whatever in our State?

We hope to meet these people in all competition, and ask that you give our prices and quality of goods consideration. We want you to join us in making Clifford a hustling and busy market for all trade.

L. B. PERRY & Co.,
T. J. FINKLE & Co.,
M. J. RYAN,
J. C. OATMAN,
L. LATHRUP & Co.

JOHN A. GREEN,
National Secretary.

Federal Label Regulations Revised.

Food and Drug Board Now Makes Suggestion Regarding Principal Label Instead of Command. Text of Amendments to Regulations 17 and 19.

The Federal Food and Drug Board has issued during the week several amendments to Regulations 17 and 19 regarding misbranding. The regulations as revised are as follows:—

MISBRANDING.

REGULATION 17. LABEL.

(Section 8.)

(a) The term "label" applies to any printed, pictorial, or other matter upon or attached to any package of a food or drug product, or any container thereof subject to the provisions of this act.

(b) The principal label shall consist, first, of all information which the Food and Drugs Act, June 30, 1906, specifically requires, to wit, the name of the place of manufacture in the case of food compounds or mixtures sold under a distinctive name; statements which show that the articles are compounds, mixtures, or blends; the words "compound," "mixture," or "blend," and words designating substances or their derivatives and proportions required to be named in the case of foods and drugs All this information shall appear upon the principal label and should have no intervening descriptive or explanatory reading matter. Second, if the name of the manufacturer and place of manufacture are given, they should also appear upon the principal label. Third, preferably upon the principal label, in conjunction with the name of the substance, such phrases as "artificially colored," "colored with sulphate of copper," or any other such descriptive phrases necessary to be announced should be conspicuously displayed. Fourth, elsewhere upon the principal label other matter may appear in the discretion of the manufacturer. If the contents are stated in terms of weight or measure, such statement should appear upon the principal label and must be couched in plain terms, as required by Regulation 29.

(c) If the principal label is in a foreign language, all information required by law and such other information as indicated above in (b) shall appear upon it in English. Besides the principal label in the language of the country of production, there may be also one or more other labels, if desired, in other languages, but none of them more prominent than the principal label, and these other labels must bear the information required by law, but not necessarily in English. The size of the type used to declare the information required by the act shall not be smaller than 8-point (brevier) capitals: *Provided*, That in case the size of the package will not permit the use of 8-point type, the size of the tpye may be reduced proportionately.

(d) Descriptive matter upon the label shall be free from any statement, design, or device regarding the article or the ingredients or substances contained therein, or quality thereof, or place of origin, which is false or misleading in any particular The term "design" or "device" applies to pictorial matter of every description, and to abbreviations, characters or signs for weights, measures, or names of substances.

(e) An article containing more than one food product or active medicinal agent is misbranded if named after a single constituent.

In the case of drugs the nomenclature employed by the United States Pharmacopoeia and the National Formulary shall obtain.

(f) The use of any false or misleading statement, design, or device appearing on any part of the label shall not be justified by any statement given as the opinion of an expert or other person, nor by any descriptive matter explaining the use of the false or misleading statement, design, or device.

REGULATION 19. CHARACTER OF NAME.

(Section 8.)

(a) A simple or unmixed food or drug product not bearing a distinctive name should be designated by its common name in the English language; or if a drug, by any name recognized in the United States Pharmacopœia or National Formulary. No further description of the components or qualities is required, except as to content of alcohol, morphine, etc.

(b) The use of a geographical name shall not be permitted in connection with a food or drug product not manufactured or produced in that place, when such name indicates that the article was manufactured or produced in that place.

(e) The use of a geographical name in connection with a food or drug product will not be deemed a misbranding when by reason of long usuage it has come to represent a generic term and is used to indicate a style, type, or brand; but in all such cases the State or Territory where any such article is manufactured or produced shall be stated upon the principal label.

(d) A foreign name which is recognized as distinctive of a product of a foreign country shall not be used upon an article of domestic origin except as an indication of the type or style of quality or manufacture, and then only when so qualified that it cannot be offered for sale under the name of a foreign article.

One of the principal changes is in the sentence in Paragraph b, regarding the form for the label. In the original this read as fol-

Left Behind on the Sand



Since you first heard of **Ralston Health Food** and **Purina Whole Wheat Flour,** how many breakfast cereals have you known to be born and died?

Hundreds of brands came in on the popular cereal wave, but when the wave receded the shipwrecked brands were left stranded.

More grocers are handling **Ralston Health Food** and **Purina Whole Wheat Flour** satisfactorily at this minute than ever before in the history of our business.

Partly because of our wide advertising, but mainly because both brands were fitted to survive. They are perfect foods!

Ralston Purina Mills

T. A. JAMES & CO., General Distributers
12-16 Chestnut Street, Philadelphia

ST. LOUIS, MO.

lows: "All this information shall appear upon the principal label, *with* no intervening or explanatory reading matter." In the amendment the reading is as follows: "All this information shall appear upon the principal label, *and should have* no intervening or explanatory reading matter." The added words "and should have" make it only a recommendation and not at all a command. The Federal Board, as has been repeatedly pointed out, has no right to interfere or dictate regarding a label which does not misrepresent.

Grocery and General Store Failures Largely Increase.

Record for January, 1908, Shows Many More Than in Same Month of 1907. Hard Times Blamed.

The official figures showing the failures in the grocery and general store lines for the month of January, 1908, show in both lines a decided increase as compared with January of the year before. The figures are as follows:—

General Stores:—In January, 1908, 308; liabilities, $2,785,417; in January, 1907, 216; liabilities, $1,381,076.

Grocery Stores.—In January, 1908, 344; liabilities, $1,292,869; in January, 1907, 243; liabilities, $800,221.

The financial crisis is held responsible.

AMONG THE TRADE.

Notice has been given that the partnership existing between Jacob G. Carter and William J. Williams has been dissolved by mutual consent, William J. Williams withdrawing. All claims will be settled and the business continued by Jacob G. Carter, trading as J. G. Carter & Co., to whom all accounts of the firm are now payable.

New Sugar Refinery to Open Shortly.

Announcement is made by the Warner Sugar Refining Co. that its plant at Edgewater, N. J., will commence operations about March 15th. On the outset the refinery will have a capacity of about 1,000 to 1,500 barrels per day, which will eventually be increased to about 2,500 or 3,000 barrels per day. The president of this concern, which is capitalized at $3,000,000, is Charles M. Warner, who was formerly in the glucose business.

Two-Minute Sermons for the Retail Grocer

XXIX.—Concentration.

Concentration is the secret of success.

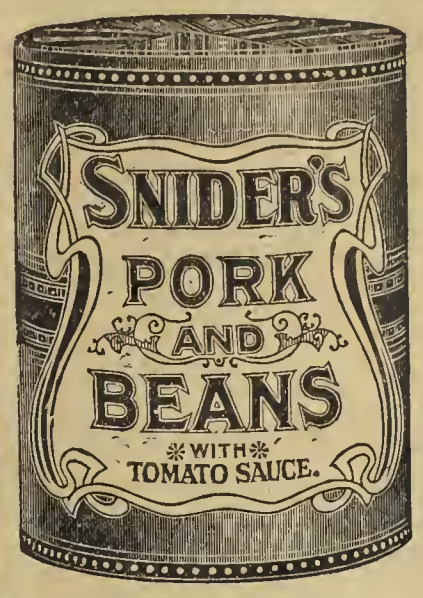
The manager who tries to scatter his attention over all the details of his business at the same time is making the greatest mistake it is in his power to make. He had better put some one else in charge of the business and go entirely away from it than to do this.

The management of any business, if it is to succeed, requires thought concentration. The manager should give his attention to every part of the business, of course, but not all parts at the same time. Let other heads take care of part of the details and then report to the manager. Take time to concentrate all thought on one detail of the business at a time, and hold it there until that particular detail is put in proper condition, and then the same mind can be concentrated on some other part of the business and thus one kink after another be straightened out and the entire machine be made to work in unison.

Any man can develop this power, which means success, and all men should strive at all times for greater development. Too many are to-day trying to make a big showing and try to do everything at once. They dabble in one part of their business for a moment and then in another, and do not put their entire attention in any one place, taking a pride in their ability to hear and understand everything at one and the same time, but the man who really accomplishes things is he who can hold his attention on one subject, no matter how many other subjects are being discussed within his hearing, and go right ahead and get results.

F. A. P.

Please Your Trade—and You'll Hold It



Many of your customers leave it to you when they order a can of Pork and Beans, because they have confidence in your judgment and ought to know what kind are the best, even if you don't. If you do know, you have tied your customer to you; if you don't, you are taking a chance. Don't take chances with your trade, it is risky. Just open a can of

Snider's Pork and Beans

serve it on your own table, and you will know you are safe in telling your customers to stick to that one brand.

The T. A. Snider Preserve Co.

Makers of Snider's Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

TIN CANS



METAL SHIPPING PAILS

No Boxing or Crating Necessary

FOR Coffee and Spices we believe you will find this new metal shipping pail the best transportation package on the market to-day. It has been perfected only through practical and exacting experiment. We believe it to be practically theft-proof. The cover fits into the pail and is fastened by clinching the cover-lugs over the wired top of the pail. In addition we furnish small steel fasteners (not shown), which are clinched over the cover-lugs and effectively prevent theft in transit.

This galvanized shipping pail is made in four sizes: Small, Medium, Large, Extra Large.

Submit Your Requirements to Our Nearest Office.

AMERICAN CAN COMPANY

NEW YORK CHICAGO SAN FRANCISCO

PAILS BOXES

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

Put in a stock of the

NEW FIVE-POUND PACKAGES

DEPENDABLE

MILLBOURNE

FLOUR

and watch how quickly it goes. And remember always that the quality is better than ever. All jobbers.

MILLBOURNE MILLS
Philadelphia

SHANE BROS. & WILSON Proprietors 308 BOURSE

THE GROCERY MARKETS

Tea.

The tea market is fairly active and steady, no change having occurred during the past week. The demand is probably half what is considered an active demand. Prices show no change and the entire list is steady and unchanged.

Coffee.

The market for Rio and Santos coffee has been very stupid during the week, and speculative options have declined slightly. The receipts of coffee at primal points have increased somewhat, interfering materially with the syndicate's attempt to push values still further upward. The trade is still continuing its hand to mouth attitude, more on account of the financial situation than anything else. Mild coffees are steady. Mocha easy and Java steady. The general consumptive demand for coffee is fair.

Sugar.

The sugar market has weakened slightly during the week. As raws have become in larger supply, the price has eased off, as was expected, and sales have been made for immediate shipment at 1/8 cent off. Refined sugar is unchanged, but if the raw market continues weak it will probably decline. The demand is light.

Syrup and Molasses.

Glucose shows no change for the week. Compound syrup is unchanged in price and in fair demand. Sugar syrup is steady and moderately active. Molasses is quiet, and as to the high grades, firm.

Canned Goods.

Tomatoes are unchanged, both future and spot. Prices show no change in either. Corn is quiet on spot and unchanged; some little future shoepeg is selling. Peas are inactive, both spot and future, prices being unchanged. Eastern peaches and apples are both quiet, peaches being scarce and firm and apples steady to easy. The small Baltimore line shows no change and is quiet. California canned goods in first hands is dull.

Fish.

There have been no changes in the fish market during the week. Norway mackerel are firm and in light demand, without further change in price since the last report. Irish mackerel are almost unobtainable and very high. Shore mackerel are quiet and unchanged in price. Cod, hake and haddock are in moderate demand at prices that are rather easy than otherwise. Domestic sardines are unchanged and prices from second hands are easy. Imported sardines are scarce and firm, the demand eagerly taking all the French brands offered. Salmon is steady in price and quiet.

Dried Fruits.

Prunes are unchanged in price and are in fair demand on the last reported low basis. Peaches are about 1½ cents below the highest point reached, due no doubt to the small demand. Apricots are dull at ruling prices. Currants are active at unchanged prices. Raisins are still dull and weak. The coast shows no further weakness, but second hands holders are very easy in their ideas. Raisins are very cheap just now in all markets. Dates, citron and figs are all unchanged in price, the first named selling in only a small way, and the last two not at all.

Beans and Peas.

Pea beans are firmer, especially on spot. To come forward the quotation is $2.30, but good beans on spot would command $2.40. The demand is good. Marrows have also advanced, being quoted now at $2.25. The demand is fair. California limas are nominally unchanged, though sales have been made at a concession of about 5 points. Dried peas of all grades are unchanged, and as to green and Scotch, very firm and high.

Butter.

The butter market is firm and unchanged. Arrivals of fancy fresh butter are very light, and considerable goods of all grades are being withdrawn from cold storage. Stocks of storage butter are decreasing very fast, and the market is healthy throughout. No change in price is considered likely within the coming week.

Eggs.

The egg market has remained stationary during the past week. Storage eggs are so low in quantity that they can scarcely last more than a week or so. Fresh eggs are increasing, and if there is any change during the coming week it will probably be a slight decline, but weather conditions

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).



"Skipper" Sardines.

THEY'LL SUIT YOU TO A TEA

As you must sell sardines, why not sell the best—the kind that will bring and hold trade for you? **"Skipper" Sardines** will do this.

The special features **"Skipper" Sardines** possess are—

Delicate and delicious flavor,
Superb quality of pure Olive Oil,
Nourishing properties,
Ease of digestion.

NOTE.—Our new booklet entitled "History of the 'Skipper'" is yours free on receipt of your name and address on a postal. It contains the "Skipper" history, the *true history of the sardine*, and some choice sardine recipes. You and your wife will appreciate it.

ANGUS WATSON & CO., Canned Fish Specialists
1011 CHESTNUT ST., PHILADELPHIA, PA.

Branch of ANGUS WATSON & CO., Newcastle-upon-Tyne, England

can change the situation at any time.

Cheese.

The market on fancy cheese is unchanged. Stocks of late made cheese are gradually decreasing, and in another week or two the under grades will be out of the market. The consumptive demand for cheese is about normal. The price is about 10 per cent. above a year ago, while stocks are fully 40 per cent. below a year ago. There will likely be a firm market and unchanged prices for the next few days, after which will probably come a slight advance.

Provisions.

Smoked meats are unchanged throughout. There has been some increase in the demand, but not enough to influence prices. Pure and compound lard are unchanged and in moderate demand. The price now ruling is already low and therefore no change is looked for in the next few days. Dried beef, barrel pork and canned meats are in normal trade and rule at unchanged prices.

Produce.

Yellow globe onions, 75 to 85 cents per bushel; York State, 75 to 80 cents per bushel, demand good; white, $1 to $1.25 per crate, demand poor; Pennsylvania potatoes, 80 to 85 cents per bushel; York State, 75 to 80 cents per bushel, demand fair to good; sweet potatoes primes, $1 to $1.25 per basket; culls, 50 to 60 cents per basket, demand good; Danish cabbage, $2.50 to $3 per 100, $11 to $12 per ton; Savoy, 50 to 75 cents per barrel, demand fair; white turnips, 30 to 35 cents per basket; yellow, 50 to 60 cents per bushel, 35 to 40 cents per basket, demand fair to good; carrots, $1.50 to $1.75 per barrel, demand fair to good; Pennsylvania celery, 5 to 20 cents per bunch, demand poor; parsnips, $1 to $1.50 per barrel, demand fair.

Green Fruit.

Apples, Greenings, $3.50 to $4.50 per barrel; Hulbersons, $3 to $4 per barrel; Spy, $2.50 to $4 per barrel; Spitz, $3 to $4 per barrel; Baldwins, $2.25 to $3.50 per barrel; Kings, $3.50 to $4.50 per barrel; Russets, $2.25 to $3.25 per barrel, demand fair; bananas, jumbo, $1.50 to $2; firsts, $1.50; 8-hands, 90 cents to $1.15; 7-hands, 65 to 80 cents; 6-hands, 40 to 60 cents, demand poor; California oranges, $2 to $2.40 per box, demand fair to good; grapefruit, $2.50 to $6 per box, demand fair; pineapples, $2.50 to $3 per box, demand poor; lemons, $2.75 to $3.25 per box, demand fair to good.

Nuts.

Almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed nuts, 11 cents per pound, demand poor; peanuts, choice, green, 4 cents per pound; fancy, 5 cents per pound; jumbo, 6¼ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

We are getting numerous inquiries for No. 3 standard tomatoes at 77½ cents per dozen, though the amount of business being done is not large. There is only a packer here and there who is willing to sell at 77½ cents per dozen. A great majority of packers are holding firm at 80 cents per dozen. They seem to figure that the present is a poor time to force goods on the market and that it is a pretty safe calculation to look for a decided improvement in buying sometime within the next few months. This seems like pretty good reasoning, and although there are no doubt a number of packers who will weaken and close out their small stocks of tomatoes, yet the majority will probably work along on this policy.

There is nothing being done on future tomatoes. Some good brands are being quoted at 60 and 80 cents per dozen, but there is evidently no disposition either on part of buyers or sellers to get together just yet.

The situation here on oysters is very much stronger. We have had some of the coldest weather of the winter during the past week, together with a good snow storm. The result has been a complete stop of all oyster packing with no prospects of opening up again for at least a week or ten days, under the most favorable conditions; possibly two or three weeks.

Sweet Potatoes.—Stocks here have been reduced almost to the vanishing point. The price may go to $1.25 per dozen at any time.

THOS. G. CRANWELL & CO.
Baltimore, Md.

Imported Fish Products.

The business in general has shown a decided improvement during the last week and orders are coming in more freely for all our lines.

Holland herrings are in better demand, the prices are unchanged and low.

Scotch herrings neglected and prices unchanged.

Irish mackerel decidedly scarce and prices have advanced further during the last week.

Norway Mackerel.—There has been a much better demand and quite a number of sales have been made on a basis of slightly higher prices than were offered by the buyers last week. Buyers are gradually coming around and are placing their orders for immediate wants, as they can clearly see that there is no chance of any lower prices this season. On the contrary prices are sure to advance, as stocks are exceptionally low.

Imported Oil Sardines.—There is a good inquiry and desirable lots are taken out of the market rapidly.

Sprats.—Demand has improved on those, and owing to reports from Europe of poor catch, prices

have shown a hardening tendency and buyers are taking hold of the goods in moderate quantities.

Olive oil has shown a further tendency to advance, especially for fine grades.

Spanish Red Peppers are in very good demand, and present low prices offer an excellent opportunity for purchases for the spring and summer trade. Prices are likely to advance in the very near future.

STROHMEYER & ARPE CO.
New York, N. Y.

—

Spices.

The market has improved, the demand during the last week being far in excess of what we have experienced lately. We now look for a gradual but certain advances in prices from this date.

Pepper is in very good demand. Has had the tendency to make the market firmer. Cables quote decidedly higher prices. We expect to see still higher prices rule within the next week.

Cayennes are very firm at prices somewhat higher. Demand is fair.

Cloves are firmer. Receipts, as stated in last week's letter, have been unusually large. It is very hard to predict how the market will go.

Nutmegs are firm at unusually low prices. Demand shows some improvement during the week. The present is the most safe time to buy in large lots.

Cassias.—Demand improving; prices moving upward. China Cassia in cases is exceedingly scarce and practically none to be had, market value having advanced steadily during the week.

Pimento (Allspice).—Demand is fair. Prices are steady but unchanged.

Gingers are somewhat firmer abroad. Our market is practically unchanged.

Seeds.—Caraway holds firm; in fact 10 cents is selling price today. Poppy is slightly weaker. Coriander is somewhat firm and higher prices will likely rule.

Rubbed sage and sweet herbs are unchanged in value and in very good demand.

McCORMICK & CO.
Baltimore, Md.

MARKET NOTES.

Florida oranges are doing a little better. The range for the lower grades is about 25 cents higher—$2.75 to $3.50. The receipts are ample, but not excessive, and the demand fair.

—

Florida tomatoes are poor in quality for the most part and show a wide range of price—$1.50 to $4. There is a good demand for good fruit. Hothouse tomatoes average 25 cents per pound, and the demand is good on account of scarcity.

—

Florida strawberries have ruled a little higher during the past few days, even poor stock bringing 45 cents per quart. Later the market sagged, however, and the present range is 25 to 35 cents. Berries have been very cheap this season. The demand is fair.

—

New Bermuda white potatoes are doing a little better. No. 2s average $5 and No. 1s $6.50 to $7. The demand is only fair.

—

Florida grapefruit still maintain the old range—$3 to $6. The demand is good.

—

Florida tangerines range from $4 to $5, and the demand is limited.

—

Florida eggplants range from $2 to $2.25, and the demand is only fair.

—

Florida salad shows a wide range. Stock can be obtained as low as 75 cents, but for anything good the market ranges from $1.75 to $2.50. The demand is fair.

—

Boston hothouse cucumbers average $1.75 per dozen, which shows an advance. The demand is light.

—

Red hothouse radishes range from $3.50 to $4 per 100, and white $4. The demand is fair.

Official Chemists' Ideas of Sausage and Mincemeat.

The Association of Agricultural Chemists', in session at Chicago last week, fixed upon the following definition of sausage and meat products:—

> It contains no larger amount of water than the meats from which it it prepared, and if it bears a name descriptive of composition or origin, it corresponds to such descriptive name. All animal tissues used as containers, such as casings, stomachs, etc., are clean and sound.
>
> Mincemeat is declared to be "a mixture of not less than 10 per cent. of cooked, comminuted meat, chopped suet, apple and other fruit, with salt, spices, sugar, syrup and molasses, vinegar, fresh concentrated or fermented fruit juices and spirituous liquors."

Breaking the News of the Cash Basis.

California Grocer Produces a Model Letter to Announce to His Customers That After a Certain Date He Will Sell Only for Cash.

The "Grocery World" has frequently been asked by subscribers for suggestions for a letter from a retail grocer to his customers announcing the adoption of the cash system. An extremely good model of such a letter is now available. Mr. A. Russell, a retail grocer of Los Angeles, Cal., decided several weeks ago to adopt the cash system and sent to all his credit customers a letter to that effect. A copy of that letter has been obtained and is as follows:—

> My Dear Madam:—On February 1, 1908, I shall place my business on a strictly cash basis, after which date no goods will be sold except for cash. In making this announcement I feel an explanation is due my many friends whom I have to thank for their valued patronage, some of which has extended into years.
>
> In my endeavor to hold prices down to the lowest notch, notwithstanding the many recent advances in all grocery staples, the advantages accruing for the cash business have not failed to attract my attention, with the result that, after studying the matter from every side, I am convinced that the interests of all are best served by the cash basis. It is the one way to keep your living expenses to the minimum.
>
> In the first place it is commonly known that every credit business must figure on a percentage of loss through bad accounts. The cash plan turns this loss into profit for you, as the cash dealer does not suffer such loss and can sell you much cheaper.
>
> By paying cash for my goods I can take advantage of cash discounts and get better prices; this means a material saving which I can turn directly to your benefit.
>
> Again, it costs much less to conduct a cash business, as it does away with soliciting, etc., which means more saving for you.
>
> The cash grocery is not an innovation by any means—it has been tried and proven so successful both from the dealer's standpoint, as well as the consumer's, that the largest stores in the country are rapidly adopting this method.
>
> My cash customers have already expressed themselves as pleased with my intentions, so it is particularly to my credit customers that I appeal for a trial of the cash plan, and it shall then be my aim to show you that your money will go further and that you will save more by paying cash than you thought possible.
>
> The main point now is—will you give the cash plan a trial? I believe you will, and after that I know you will be better satisfied than ever.
>
> My store has been remodeled with up-to-date fixtures with a view of making a sanitary and attractive display of fresh fruits, vegetables and seasonable goods at lowest cash prices. A full line of granite ware and kitchen utensils will be in evidence. Come and get acquainted with our new conditions.
>
> Yours for economy,
> A. RUSSELL.

The "Grocery World" has written to Mr. Russell, asking him how the letter worked, and hopes to present this interesting information later.

—

Michigan rhubarb is scarce, especially anything good. The range in price is 50 to 60 cents. Most of the receipts are coming in bad order.

Biscuit Trust's Enormous Profits.

The sales of the National Biscuit Co., or the Biscuit Trust, during the twelve months ended January 31st last amounted to $41,802,224 and the profits for the same period to $4,101,414, the per cent. of profit to sales being 9.81 per cent. The profits were equal to 7 per cent. of the $24,804,500 preferred stock and 8.03 per cent. on the $29,236,000 common stock. How much of this enormous profit comes from charging for excelsior and cardboard fillers at the cake price is not stated in the report, but it must be a considerable percentage.

—

The desire for money, being the most constant and universal passion among men, it often leads to disputes which the use of Forbes' Coupon Books would have avoided. (See advertisement.)

Fresh Cod Steak



This is one of the finest codfish products ever packed —**Talisman Cod Steak**

Not cured but fresh. Packed in Newfoundland. Cooked and ready to eat cold, when the tin is opened, or can be served hot.

Packed full weight, one pound tins, no bones or skin —clean, tender, delicious.

Nearest Swift branch or us direct. You can sell this.

SWIFT & COMPANY
Gloucester, Mass.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Johnstown, N. Y., Dec. 14, 1907.
Editor Science of Advertising.

Sir:—I would be glad to hear the criticism which you have to offer on the inclosed advertisement which we had in our regular space for Friday and Saturday's sales. Thanking you in advance, I beg to remain,

Yours truly,
J. SPONNOBLE, JR.

Here is the advertisement inclosed. In the original it measured 10 inches across three columns:—

Brooklyn Market | **JOHN SPONNOBLE, JR.** | **Telephones 115 and 337 Johnstown**

BROMO SELTZER
A speedy and reliable remedy for nervous headache, neuralgia, depression, over brain work, etc. For this sale, 10c size, **7¢** pa; 25c size, **19¢** pa

For years we have served Johnstown's citizens. The size of the present business shows how well—We want you all to try our service, to note our pleasing prices, and get Quality Goods.

BLACK PEPPER
In grinding our own pepper our trade can depend upon its full strength and purity. We grind it just as it is needed. For this sale, per lb., **25¢**, ¼ lb., **7¢**. Regular price, 40c.

A NOTEWORTHY VALUE
For Friday and Saturday's Selling.
In our dry goods section you can see a large stock of very fine, best quality of FLANNELETTE. The patterns are all new, stylish goods, but we want to reduce the stock, will make the price **9 1-2¢** per yard. The price of these goods is 13c, it is the best of its kind made.

FIGS
New, clean Smyrna Figs. Packed in layers, washed. Very fine. 2 lbs. for **25¢**.

SALMON.
Full pound flat cans of red salmon, the regular price of which is 20c. Today, **17¢** can, **6** cans for **$1.00.**

APPLES.
Hand picked. Greenings, Russets, Spitzenburgs, Northern Spies.. **25¢** peck, **90¢** bushel, **$2.50** barrel.

ORANGES.
Sweet, juicy, thin skin. Another special sale for Friday and Saturday. 18 for **25¢**.

SOAP.
Toilet soap in fancy boxes, 3 in a box; heliotrope, violet, lilac, carnation. Made by the well known house of Armour & Co. None but the purest and finest products are used in its manufacture.. **17¢** box.

Fresh, Crisp
CANASTOTA CELERY

SPICED CAKE.
Made from good baking molasses, having a nice spicy taste. Special, 3 lbs., **25¢**.

TEA.
Another opportunity to get a set of those pretty dishes with 1 lb. Japan Tea, **50¢**. The set consists of 5 decorated pieces.

FARINA.
An ideal breakfast food, made from pure wheat. Can be used for griddle cakes, pudding, also for soups. 4 lbs., **25¢**.

COFFEE.
We have a very fine full strength, cheap coffee, but without that bitterness so often found in cheaper grades. This is certainly a leader. 2 pounds, **25¢**.

PIGS.
In our wholesale department we have a number of small, young, country fed pigs, which will be sold for cash only. They weigh from 75 to 150 pounds. The price will be alike for whole or half pigs, **8 1-4¢**.

PORK.
In no department is the buyer so much dependable on honest merchandising as when buying pork. In order to get sweet, juicy, tender meat, the pork must be young, country fed pigs. These are the essential points which are fully appreciated by the discriminating purchaser. We fully realize our responsibility in serving you, and you can depend upon getting the finest pork you ever ate. It is our specialty.

Fresh Shoulders, weighing 4 to 6 lbs each, per lb	9¢
Fresh Hams, weighing 10 to 14 lbs., each, per lb.	11 1-2¢
Pork Chops, best cuts	14¢ lb.
Shoulder cut	12 1-2¢
Sausage—This is certainly delicious, 3 pounds	25¢
Side Pork—Very fine, small strips, 5 lbs.	55¢
Hamburgh Steak—Made from best beef, 3 lbs.	25¢

I don't much like the way this advertisement is set. The paragraphs ought to have been more definitely divided. The advertisement does not present a clean-cut appearance. If I were Mr. Sponnoble I should put my name and address at the bottom. I know of no good reason whatever for putting it at the top. It kills whatever headlines might be put there, which should have no competition, so to speak, and is generally out of place. It would be much better to use a regular headline, followed by whatever introductions might be desired. Let the main head about fill the full width of the advertisement and the introduction, confined to a few lines, be indented both ends. Then I should divide the balance of the space into columns of even width. Mr. Sponnoble's printer has used columns of all sorts of widths—what is the idea of that? It simply clutters the advertisement up and makes it hard to read. An advertisement this size would stand dividing into three columns, rules being used between the columns, and wide dashes between the paragraphs. The advertisement would then look clean and present a much more inviting appearance than it does now.

W
WHY
Y
? ? ? ?

WHY do the big downtown merchants light their windows at night and display bargains in them?

To induce the people to stop and look.

WHY do they want the people to "stop and look"?

Because experience has told them that some of these people will come into their stores the next day.

WHY do they want them to come into their stores?

Because they know that is the only way to get them to buy something.

WHY can't the grocer do the same thing? If it works with the department stores, won't it work with yours?

WHY isn't it worth trying, when one new customer a day will pay the cost of the light for a week?

We will have a representative call and show you how to make your windows draw trade and tell you just what it will cost, if you will drop us a line.

THE PHILADELPHIA ELECTRIC COMPANY
TENTH & CHESTNUT STS.

AGENTS WANTED

To Solicit Subscriptions to
"The Grocery World"

Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

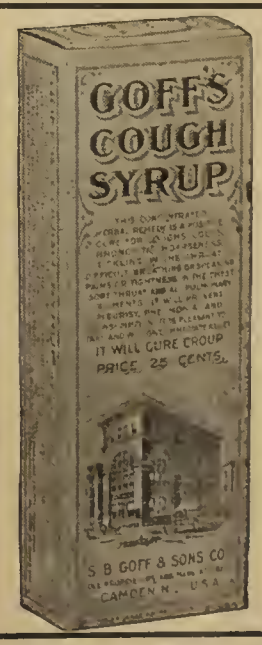
TO BE HAD ONLY FROM JOBBERS
Quaker City Preserve Co.
Philadelphia, Pa.

$20.00 *A DAY TO SALESMEN SURE.* No bonds. Best side line. Samples in coat pocket. For general and Dry Goods Stores. Live salesmen act quickly. Give past and present lines handled. Dept. B
Boston Piano and Music Co.
Willard F. Main, Mgr. Iowa City, Iowa

LOOK FOR THE
GLOBE

On Hams, Bacon, Lard and Sausage; it you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.



Half the women who trade with you have Colds, Coughs, and their children get Croup. The grocer who gets his customers to try

Goff's Cough Syrup

will sell hundreds of bottles and make money. We will tell you how, if you will write for our proposition.

S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

Fancy Ohio Onion Sets

For shipment about March 10th.

YELLOW, per bushel, - - - $2.50
WHITE, per bushel, - - - 2.80

Send in your orders for shipments on arrival, or shipments direct from Ohio. We have secured some of the finest lots, and our prices are for ***First-class Sets.*** Crop is reported short on this grade, so kindly place your order early.

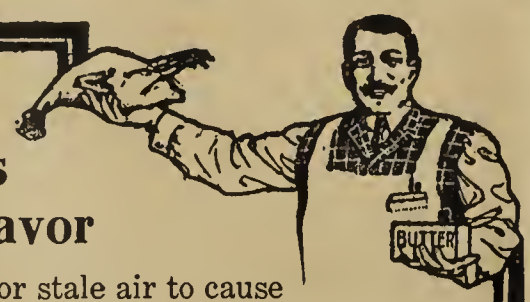
All farmers who grew onions last year made money.

Be sure and secure good sets this year.

C. WILKINSON'S SONS

134 Dock Street Philadelphia, Pa.

Each Perfectly Kept With Its Own Flavor



There is no dampness or stale air to cause one article to taint another with its odor in a McCray Refrigerator, because there is an active circulation of pure, cold absolutely dry air all the time. The temperature is even in all parts, and you use much less ice than with any other kind of refrigerator.

McCray
Grocer's Refrigerators

pay for themselves in the ice they save. They are built right of the proper materials, and haveperfect refrigeration.

A McCray Refrigerator will attract much attention in your store by its elegant appointments, fine finish and perfect workmanship.

A McCray Refrigerator brings new customers to you.



McCray Refrigerators are made in regular sizes for immediate shipment, or are built to order, and are guaranteed to suit you in every respect. You cannot make a more profitable investment than to buy a McCray Refrigerator for your store.

Send today for handsome catalog No. 65 for grocers, or No. 58 for meat markets, which will show you the complete line.

McCray Refrigerator Company,
714 Mill Street, Kendallville, Ind.

As to the matter itself, it is good. Best of all because it is short—there is such a tendency to use unnecessary language and thus waste space. If this advertisement were displayed better it would be a good advertisement.

* * *

Mr. Sponnoble also sends in a full page advertisement used by him during the Christmas season. It is surrounded by a holly border in colors and is a very ornamental affair. I cannot reproduce it, on account of its size, but I should make this criticism of it—it purports to be a Christmas advertisement, but contains considerable matter which has nothing whatever to do with Christmas. I should have made all the matter appropriate to Christmas and should have made the advertisement smaller before I put extraneous matter in it.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

LOOSE CEREALS.

Very likely the grocer of the future will look back upon us today and say, "how did they ever do business and dig meal from a barrel." But we're going to do some cereal selling the coming week, and we want you to get into this spirit of bulk goods.

Take the Irish oatmeal for instance. Think of the quantities of that we used to sell. The same with the Graham and rye and rolled oats.

We'll put the Irish or Pinhead oatmeal out at 6½ cents a pound, the Graham flour at 5 cents, and the rye flour at 3½ cents—and see that you sell some.

Hundreds of wise old-fashioned people want to buy rye flour by the pound; they want to buy hominy by the pound and oatmeal as well.

The fact is we'll have to step back a few paces. We're going too quick with the package craze. Let us take a breath and allow present eaters to catch up with us, so that they can buy what they want and have the order filled.

SALT HERRING.

Four nice salt herring for 10 cents. Many a customer would be glad to have you say that. There are people that don't like to ask for anything so common as a salt herring.

SELL MINCE MEAT.

That is, loose mince meat. We have more of it on hand at this season than the law allows, so to speak. We will allow a commission of 5 cents for every three pounds sold. Price, three pounds for 25 cents.

FRIDAY ORDERS.

We noticed a decided increase in our Friday order business the last two weeks. That's what comes from seasonable notice in the paper and quiet suggestions by yourselves. Keep it up. There is no strong argument for everybody crowding in on us Saturday. Make it clear that Friday is the better day, and that Friday's order will leave the store Saturday morning at 7 o'clock.

FACING MISTAKES.

Be manly about an error. When it comes home to you meet it. It may sting. It may humiliate, but don't try to shift it. Don't excuse yourself out of it. Take your medicine. If "you're business" it will do you good. Many a bright successful man in this city owes a large part of his success to his early carelessness. That sounds contradictory. The "Boss" simply kept knocking the carelessness out of him, until he waked up. Face your mistakes. Take every one to heart. Say to yourself, "This won't happen again."



On Top

"Malta-Vita" has always been the "top notcher" Wheat Flake.

"Malta-Vita" Corn Flakes have just been pronounced by experts the "top notcher" Corn Flake—and they ought to know.

An Easy Seller!

It's the biggest 10c p'k'ge on the market—36 p'k'g's to a case—you can sell it on the reputation that "Malta-Vita" has always had.

Free Deal

Until April 15th order all corn—all wheat—or assorted as desired and get

1 case free with 7

With 7	cases	1	case	free,	equivalent	to	$2.36	net	per	case		
"	5¼	"	¾	"	"	"	"	2.36	"	"	"	
"	3½	"	½	"	"	"	"	2.45	"	"	"	
"	1¾	"	¼	"	"	"	"	2.45	"	"	"	
"	⅞	"	⅛	"	"	"	"	2.45	"	"	"	

Regular prices $2.85 per case—$2.75 in 5 case lots.

Order thro' your Jobber.

Malta-Vita Pure Food Co.,

Battle Creek, Mich,



Give Me the Loafs.

The other Saturday my wife begged for my company at lunch. She wanted to go to Wanamaker's tea room. The tea room's up on the third floor right across from the harness department. It's a pretty place—a regular quick lunch place. If you're lucky you can get a ham sandwich in forty-five minutes.

While we sat there John Wanamaker, the mighty, passed along a gallery on the other side.

"There he goes," I said to my wife.

"I see," she said, "think of the money he takes in in this store in one day."

"He won't take in any of mine if they don't hurry along that sandwich," I said.

But the thought of the day's receipts wasn't what *I* thought of as I looked at Wanamaker go by. What I thought was that no man with as much under his hat as John Wanamaker has can ever feel the happiness that comes to a fellow who has only one well-heated iron in the fire.

Maybe the one-iron man won't make as much money, but he'll make more flesh and have a smoother mind.

Honest, I don't envy John Wanamaker. Why look at him! First he's got two stores, one in Philadelphia and the other in New York. Both of 'em are among the biggest stores in the country. Of course he can get competent people under him, but the stores are run under his name; he's responsible for 'em, and he's the head of both.

For both of 'em he's just built two big buildings—enormous places. Each one took a monumental lot of financing outside of the businesses themselves. *He* had to do it.

Outside of the stores and the buildings he's got a lot of other things up his sleeve. He's partner in a clothing store and he's got money in maybe a dozen other schemes. He's *got* to look after 'em all, first because that's the kind of a man he is, and second because if he don't he may lose his money.

The man who can stand up under a load like that is a giant. But he's a badly worried giant. I'll bet business ain't absent from his mind a single minute of the day, awake or asleep.

Why you know for years there have been rumors that John Wanamaker was about to go under. Last fall they got so bad he issued a statement over his own name. My idea is that a fellow like him gets in so deep that his creditors simply can't let him fail—they've *got* to club together to tide him over.

The only way a merchant like John Wanamaker can be perfectly happy and contented is for him to have a tremendously big capital so he can float everything without going outside. If he can do that he can get along. But none of these big merchants have that much—they all have to go outside. John Wanamaker's paper's floating about the market all the time.

I know a good many merchants—friends of mine—who have a lot of irons in the fire. Of course, on a smaller scale than Wanamaker.

Not one of 'em is what I call a happy man.

I'll tell you what my idea of a happy man is. It's a fellow who don't have to think of business after he comes home to supper; who can sit down before his fire in the evening and play with his children or talk with his wife in absolute leisure—got nothing on his mind—got nothing to do for the time being but loaf, and who can go to his bed when the time comes and snore like an old horse till morning.

These fellows with ten irons in the fire can't do that. I've known a lot of 'em and I say to you I never knew one who could.

A man like that either can't stay at home at all, or if he does his mind's so full of stuff that the children must go to bed an hour before their time because they make a noise. Or he's chewin' over a lot of figures and grunting when his wife tells him her little story of the day's home doings.

The ten-iron man may leave more money than the other fellow, and he may have more to spend while he lives, but he hasn't got what's better than money—leisure of body and leisure of mind.

I say what I've said before—that the man with a good grocery store in a country town that makes him a comfortable living, and who contents himself with that and don't go galooting around after other schemes—he's the fellow who has a chance to be just about as comfortably contented as anybody on earth.

Some of these days, that's the sort of business I hope to have. I've loved the road—I love it yet. But it's a poor trade for a home. One of these days, as sure as you live, I'm going to have a clean little retail store somewhere that'll give me, after hours, the comfortable loafs that John Wanamaker, I'll bet, hasn't had for twenty years.

THE STROLLER.

Money Tightness Hits Cocoa.

The cocoa market, which was on the crest of a mild speculative movement when the financial crash came, has undergone a sharp readjustment in prices. In some cases, as, for instance, Trinidad, there has been a drop within less than four months of over 40 per cent. Cocoa beans, which sold at 26 cents, are now finding few buyers at 15 cents, and, according to present indications, a still lower level of prices will be reached. In this regard it might be noted that two years ago cocoa beans quoted now at 15 cents sold at 11 cents.



Slices Everything from 6-pound Knuckles to half-ounce Ends.

IF YOU SLICE DRIED BEEF

you need Johnson's "EVERSHARP" slicing machine. Because it slices dried beef to perfection, and moist freshly cured beef in full-size wafer slices, thin, smooth and delicious, will attract more new trade than any article you can offer.

IF YOU DON'T SLICE DRIED BEEF

you certainly need Johnson's "EVERSHARP" slicer, because you are losing the prestige and profit of the most salable and profitable specialty in the whole line of eatables.

This machine was invented by an experienced retail grocer to correct the faults, remove the defects and improve the shortcomings of all other machines.

It will slice five pounds of dried beef in five minutes, every slice perfect, the full size of the meat, transparently thin, smooth and shining. It will cut the tough sinewy ends in perfect slices. It will slice up every little end. It will save enough time and labor, prevent enough waste, draw enough new trade, and increase the sales of sliced meat, sufficient to pay for itself in a very short time.

Send for a sample of sandwich sliced beef and see the magnet that draws the trade.

A. W. JOHNSON, New Brunswick, N. J.

READY
and FREE

B·B

¶ Our Spring Catalogue will be ready for mailing about the time your request for it can reach us.

¶ This is one of the numbers of our monthly catalogue for which the demand is always extra big. We allow for it liberally; but sometimes we do run out.

¶ Besides—with conditions as they are—the demand is sure to be more enormous than ever. Better write for YOUR copy to-day.

¶ You'll be glad you made SURE. On nearly every page are such prices as prove better than anything else could that we DESERVE business—from YOU.

¶ Then the Resultful Plans for using the goods in producing more business with more profit—right now—will add to the interest the book holds for YOU.

¶ Take THIS moment for the purpose. There's the paper and ink, and here's your pen.

¶ Now write "Send me Catalogue No. D656."

B·B

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE DALLAS

No Consumer Gets a Price from Us

Why does **Mother's Oats** have the largest sale of any rolled oats in the United States?

First because it suits consumers, but mainly because it suits grocers and they lend it a hand.

It is easy to get 12 cents a package for **Mother's Oats,** and it is never advertised to the consumer for less. As a matter of fact, we never advertise any price to the consumer, for such a course would bind the dealer to sell it perpetually at that, even though an advancing market made it wholly unprofitable.

Great Western Cereal Company
Chicago, Ill.

DON'T IMAGINE

that because you have not enjoyed as great a business on Egg Dyes for the last few seasons, that the custom is on the wane, for you are in error. It is more likely that you have been selling a brand of Dyes not quite up to the standard, one that does not give your customer as much for his money, or as brilliant colors as he desires.

This, in an "egg shell," is a very good description of **Fleck's New Combination Egg Dyes.** Each package will color and decorate more eggs with more colors, shades, effects and designs than any other sold.

JUST THINK

of each five cent package containing four dozen separate designs of animals, flowers, birds, funny pictures, and a half dozen plain colors, from which may be made more than a dozen shades.

Three and one-half dozen of these five cent packages in each $1.00 box, or six boxes, containing 252 packages, for $5.40. You don't make from 110 per cent. to 133 per cent. on everything you sell; but you do on Fleck's Dyes.

Order while you are thinking of it from any Grocer Jobber in the United States or Canada, or send direct to

J. J. FLECK, TIFFIN, OHIO

Little Things That Help Trade

Clever Ideas That Retailers Everywhere Have Used to Woo and Win Business. Tonics for Dull Times.

[All of the following plans have actually been used, and so far as can be learned, have all succeeded. They were compiled by Butler Brothers.

An Alabama firm thoroughly systematized its advertising. At the start a territory for a radius of about ten miles from the store was mapped out and they hired a man to go to every house in it and fill out a card like this

Name .....
Sex ..... P. O. .....
Mail How Often? .....
Age ..... Married .....
White or Colored? .....
Occupation .....
Employer .....
Dist. to Jonesville .....
Usually Trade at .....

for every member of the household to whom advertising matter might be sent. These names were divided into four classes, the heads of families, their wives, young men and young women. Some advertising matter is sent out each week to one of the four classes. In this way the whole list is covered every month, and every home in the territory is getting something about the store each week. As the town has no newspaper, the mimeograph used at first has been supplanted by a small printing press that will print a sheet 8¼ x 10½ inches. The mailing list carefully secured and the persistent following up of each name have brought the store a gratifying increase of business. Few large stores have as systematic a method of reaching their customers.

* * *

A Kentucy customer has found these two plans excellent in holding trade. A teaspoon costing about $1.15 per gross is given with each cake of a staple soap. This has increased the soap sales and also those in other goods. With another staple a glass tumbler is given with each 10-cent package. In this way the customer is induced to buy until she secures the set, which costs about 20 cents.

* * *

Here is a suggestion for a window display that will boom your candy department and at the same time utilize in another way the popular Teddy Bear. In the centre of your window put a small round table, around which seat a happy family party—father, mother and two cubs; put a dish of sweets in front of each and a tall dish filled with candy in the centre of the table.

* * *

Several merchants in a town where there was no printing office within a reasonable distance bought a copying machine, which they used together in getting out their advertising matter.

* * *

A department store in a Missouri city had an umbrella window which attracted unusual attention. A waterproof umbrella at a stated price was the feature. To emphasize the waterproof idea, the umbrella was opened, turned upside down and placed in the centre of the window and partly filled with water. In it four gold fish were seen swimming.

* * *

Put as many home-goods items as you feel like offering for 25 cents in a conspicuous place in your window with a card reading: "These would cost you —— any time but now. During this sale 25 cents for choice."

* * *

One of our Indiana customers who introduced baking powder gave away a complete aquarium, globe, two gold fish, water plants and pebbles with every pound.

* * *

A Utah merchant has bought a fine baby weighing scales with a basket attachment, weighing up to 25 pounds. Anybody is welcome to use them and the merchant even goes so far as to deliver them free of charge on request. The good will of the baby's parents is certainly secured for the temporary loan of the baby scale, as such a one of approved pattern costs more than the average family cares to pay for the little time it will be of service.

Hotbed spinach averages $3 per barrel, and the demand is fair.



Lansing, Mich.

The Lansing (Mich.) Retail Grocers' Association will endeavor to have a city market established where growers of green stuff and hucksters may gather to dispose of their goods.

A committee has been appointed to confer with the Business Men's Association and the Council.

If sentiment is in favor of it the Grocers' Association will endeavor to have the Council set aside some central and convenient place for the market.

The scheme, the grocers think, is a good one for buyers and sellers alike. It will not bar hucksters from selling on the streets after certain hours, and will give housewives and dealers a chance to get the choice of vegetables, etc., early in the day, and the produce raiser who does not have a clean, good stock would have to "peddle" it if he disposed of his stock at all, it is argued.

The grocers also decided last meeting to establish a credit system for delinquents. Each member of the association will hand to the secretary on meeting nights a list of those customers who have eaten at his expense. The secretary then will compile a list, to which each member of the association will have access.

Colorado.

The action of the Attorney-General of Colorado in the recent suit against the organized merchants of that State, in charging the association with being a trust, and the attitude of the newspapers which have stirred up the agitation against the grocers was considered at the annual convention last week, at Trinidad, of the Retail Merchants' Association of Colorado at a meeting of the Board of Directors held before the convention opened. The committee reported resolutions as follows:—

Resolved, That we denounce and condemn as unjust and untrue the charges of unlawful acts made against the Retail Merchants' Association of Colorado and individual retail grocers, as stated in the complaint of the Attorney-General of Colorado in the recent injunction suit against the association and others, in the District Court of the city and county of Denver, and

Whereas, The daily papers of Denver seem to have been misinformed as to the facts and have not published the just and actual truth in regard to said members, be it

Resolved, That a committee be appointed representing this association to formulate and lay before the public a true statement in regard to all said matter so charged against this association.

Massachusetts.

The Legislative Committee of the Massachusetts Retail Grocers' and Provision Dealers' Association has issued the following letter to all members:—

Dear Sir:—The bill in the present legislature to prohibit the sale of intoxicating liquors in grocery and provision stores will receive the hearty support of the Massachusetts Retail Grocers' and Provision Dealers' Association. It is known as House Bill No. 402, and reads as follows:—

Section 1. Each license of the fourth and fifth class shall be subject to the further condition that it shall not be exercised in any premises used in whole or in part for the grocery, provision or other retail business except for the business of innholder or common victualler.

Sec. 2. This act shall take effect upon its passage.

The question of prohibiting the granting of licenses to grocers to sell intoxicating liquors is an important measure.

As a grocer are you interested in the subject?

Are you in favor or opposed to the granting of such licenses?

Do you believe in this association taking active part in the controversy?

Are you willing to back your opinion by your effort and influence?

Will you express your opinion to the Legislative Committee of this association, which, if you prefer, will be considered confidential?

Per order,
LEGISLATIVE COMMITTEE.

How American Groceries Sell Abroad.

Syrians Eat Our Oleomargarine. Brazil Wants American Foods and Would Take Even More Than We Send. Norway Good Consumer of American Syrup. Pepper's Great Drop.

Special correspondence of "Grocery World."

Washington, D. C.,
Feb. 14, 1908.

Consul-General Thornwell Haynes, of Singapore, furnishes the following review of the pepper market of that emporium of the East Indies:—

There are several kinds of pepper, but those produced in the East are generally the black, white and long varieties, the first of which is most important. Singapore is regarded as the great

DOLLARS IN RETAILERS' POCKETS

Hundreds of Manufacturers and Jobbers of High-grade Standard Selling Goods are offering

UNIVERSAL COUPON CERTIFICATES TO RETAIL DEALERS

as an inducement to push the sales of their goods to consumers. These certificates are given at no increase in the selling prices, or cheapening of quality in their products, but are intended solely as a compensation for your assistance, and are exchangeable through us for valuable and useful merchandise, of which the following list are a few of the

1000 ARTICLES TO CHOOSE FROM

Pianos	Harness	Buggies	Silverware	Typewriters	Scales	Lamps
Coffee Mills	Safes	Leather Goods	Strong Boxes	Wagons	Trucks	
Desks	Tools	Chinaware	Jewelry	Furniture	Sporting Goods	
Rubber Goods	Watches	Cut Glass	Toilet Articles	Trunks	Rugs	Clocks

Any retailer taking advantage of this liberal offer is simply putting extra dollars into his pocket, and not only cost him absolutely nothing but represent a saving of 15 to 60 per cent. over the cost if he were to buy them in the regular retail way.

Write To-day for List of Goods and Manufacturers

Manufacturers' Trade-Mark Association, Dept. W, 253 Broadway, New York

emporium of this spice, exporting 14,316 tons, valued at $2,900,131, during 1906, and 8,644 tons of $1,501,740 value during the first half of 1907. America takes more than any other country, the value being about one-fourth of the total export.

Of late it has become difficult for planters who began or extended their business during the boom in the industry some four years ago to maintain their markets. The planters are Chinese and their difficulties have come mostly by speculation, followed by a fall in the price of pepper. About four years ago the price advanced to 11 cents a pound, and, in the hope that it would be maintained, plantations were extended and others opened; but the present market value is about 4 cents.

* * *

The American Consul at Syria writes that the recent continued advance in the prices of foodstuffs in general, and of butter in particular, has placed this commodity out of the reach of great masses of the people, who, of necessity, are compelled to turn to the most wholesome and convenient thing at hand, which in this case proves to be oleomargarine, or "American butter," as they are disposed to term it. Certain commission agents of that Consular district are just now very active in the quest of this article, against the use of which there is no prejudice whatever, but on the contrary it is rapidly growing in favor, the market extending to every community.

* * *

American flour, lard and bacon are again on the increase in Brazil. Little is done in the way of tinned American meats, hams and other products, because of the excessively high tariff duties. The United States has been sending a large quantity of codfish to Brazil annually for a good many years, but the Canadians are cutting into the trade, simply because American exporters have not paid proper attention to the requirements of the market. The trade in canned fish and canned fruits is small, because of the duties. Canned vegetables in the market are mostly from Europe, and are confined to two or three articles for the fine trade. Dried fruits are very high in price, but there is no reason why Americans should not have most of the trade, except that their European competitors have better steamship connections and can furnish goods more promptly and in better condition. With proper steamship service and cold storage American fruit men could supply Brazil with green fruit in what would be the best season in Brazil and the season of greatest plenty and least expense in the United States.

All food products for Brazil must meet the ever-present requirements of the hot, damp climate. Thorough packing and careful protection from climatic influence are not only the better policies in all cases, but in many cases are imperative.

* * *

Large importations of American syrups are at present being made into Norway. American syrups are in great favor and demand and more attention should be given to the development of the Norwegian trade by manufacturers, which in the course of a few years could be doubled. There is no customs duty on ordinary syrup and molasses. The routes employed in transportation are Rotterdam, Hamburg, Newcastle and Hull.

HOLT.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

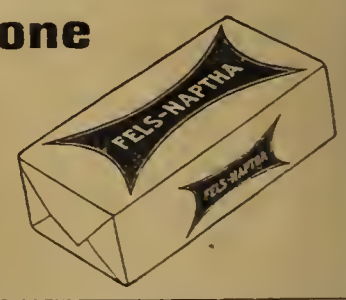
You can sell hundreds of boxes, and every one at a profit.



Anker's
Bouillon Capsules

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

Perhaps the main reason for **Fels-Naptha** soap's quality excelling the host of imitators is that an army of skilled men and women daily give all their attention to this **one** soap. Most factories make dozens or hundreds. There's no scattered effort on **Fels-Naptha.**



IT WAS BORN IN 1847

It is Still Very Much Alive in 1908

It thrives on the Pacific Coast, on the Atlantic Coast, at the Great Lakes and the Gulf of Mexico and all the points between. Climate doesn't affect it. You will find it EVERYWHERE, and you will always find it the same flaky, deliciously-flavored little necessity. Imitated by many, duplicated by none.

"The Best Known and Known as the Best."

"THE EXTON CRACKER"

MADE ONLY BY

A. EXTON & COMPANY, Trenton, New Jersey

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Two Seasonable Displays.

A SALT FISH WINDOW.

Here is a window that we got more direct results from than any we ever had.

The background of this window is built like a board fence, out of old boxes. It is about 20 inches high, except in the centre, where the boards are left high enough to saw out the curve.

This is then covered with paper and the curves marked out with chalk or lead pencil where the bloaters are to be tacked. Only one tack in each is needed for the ones that hang straight down. The others will require a tack in each end.

The fish in the circles are tacked on cheese box or lard tub lids. After tacking the fish on nail the whole thing to the background in the position shown in the drawing.

In the centre of the window cut out a whole in the floor the size of a pan. Put in the pan so the top edge will be even with the floor. In this pan put water and a few live gold fish; around the edge of the pan put a little sand.

Seat on a can a Teddy Bear with fishing pole and line. Print a card "At Oyster Bay" and put in front of window.



Across the back of the window place a row of canned salmon, sardines, lobster, oysters, clams, shredded codfish, etc.

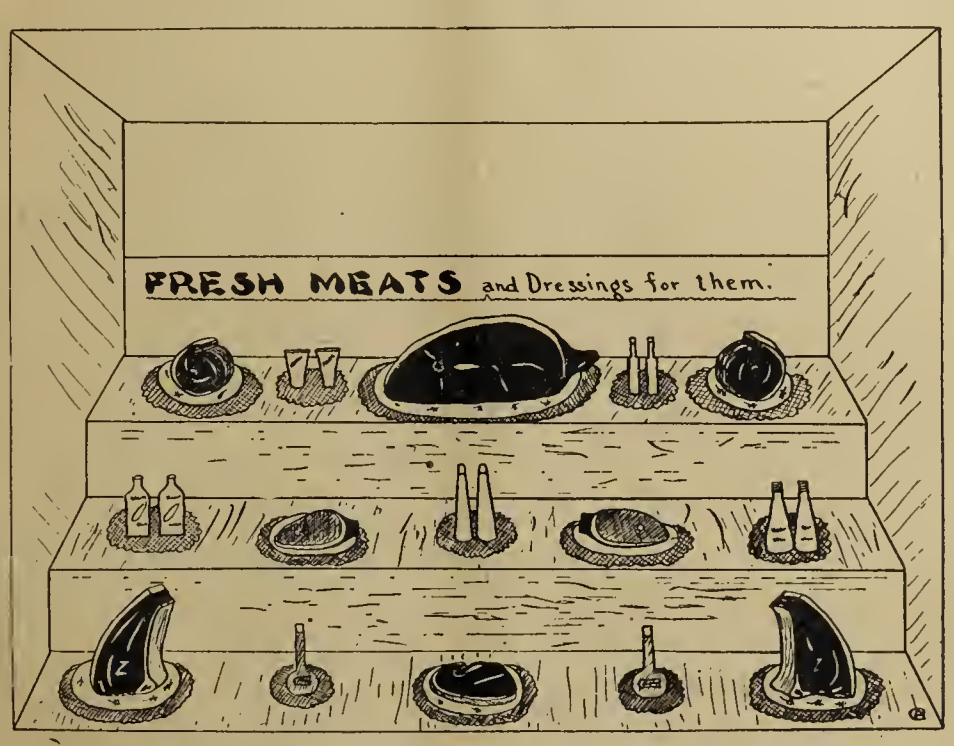
In the front of the window place salt mackerel, shad, herring, codfish, etc., on platters.

All the different kinds of fish should have price cards on them. A green card with white letters looks well.

(Thanks to Mrs. S. G. Irwin for the Teddy Bear idea.)

FRESH MEATS AND DRESSINGS FOR THEM.

The meats, catsup, horseradish, mustard, salad dressing, etc., are arranged on shelves, the floor of the window being the first shelf.



The second shelf is made of a row of empty corn cases and the third is made of larger boxes or a double row of corn cases. This is all covered with white wrapping paper.

The meat is, of course, on plates and under each plate and bottle is a mat cut out of green crepe tissue paper. The meats are garnished with parsley.

It does not take much stock to dress this window, as it looks better not too crowded.

E. W. ALEXANDER.

Oxford, Pa.

Pennsylvania Food Commissioner Foust's First Year.

Receipts and Disbursements of the Office for the Year 1907. Food Fines Show Falling Off, Due to Effect of New Law.

The following statement for the year 1907 of receipts and expenditures of the Dairy and Food Division of the Department of Agriculture has been furnished the "Grocery World" by the Dairy and Food Department:—

RECEIPTS.

Oleomargarine licenses	$26,586.21
Oleomargarine fines	16,438.44
Pure Food fines	8,381.27
Renovater butter licenses	2,369.17
Milk fines	1,015.86
Vinegar fines	589.68
Renovated butter fines	202.00
Meat fines	100.00
Lard fines	50.00
	$55,732.63

The above receipts were turned into the State Treasury for the use of the Commonwealth, as required by the General Appropriation Bill.

The receipts of the office for the year 1907 compare favorably with former years. There is, however, a considerable dropping off in pure food fines, which is due to the new Pennsylvania food law placing the responsibility on the wholesaler and manufacturer, who are often non-residents of the State. In such cases the proceedings are turned over to the national authorities.

The receipts from oleomargarine prosecutions are much larger than any previous year in the history of the division.

The expenditures were as follows:—

Special agents' salaries	$20,491.86
Chemists' expenses	17,588.37
Attorneys	15,815.52
Agents' expenses	14,543.78
Clerical and stenographers' salaries	10,016.35
	$78,455.88

The Acker Toasted Corn Flake Demonstration.

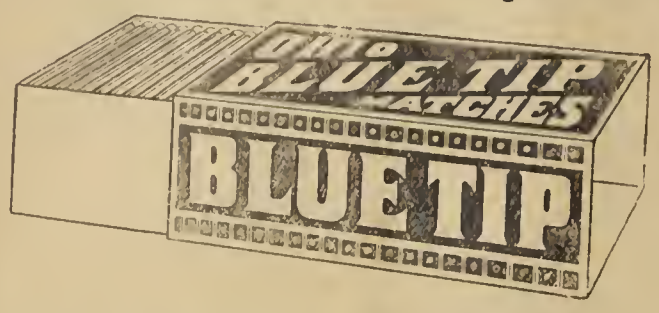
Large Advertisement Showing Apparent Defection of Finley Acker Co. Arouses Much Discussion. Ackers Say Contract Was Signed by Manager Without Their Knowledge and They Could Not Escape.

Apropos of the local conflict over Toasted Corn Flakes, much discussion was aroused on Monday last by the appearance in local papers of a large advertisement announcing a demonstration of Toasted Corn Flakes at the Finley Acker Co's store. The Finley Acker Co. is a close member of the Retail Grocers' Association and has stood with the organization from the beginning of the fight. Naturally the Toasted Corn Flake Co. has made the most of the Acker Co's apparent desertion of the association cause, and its emissaries have worn copies of the advertisement to shreds showing them to retailers as evidence that "one of the leaders of the fight had succumbed."

The whole truth of the matter, according to Mr. A. Lincoln Acker, the general manager, is that the contract admitting the Toasted Corn Flake Co. to the Finley Acker store was signed by a branch manager without the firm's knowledge, in a way which bound them legally. After the matter was brought to their attention they made every effort to escape, but found they could not do so.

The "Grocery World" states, on its own responsibility entirely, that the success which the Toasted Corn Flake Co. will have with its Acker demonstration will probably not dazzle it much.

The Ohio Blue Tip, Double Dip



SAFETY MATCH

is the **only** one that never gets soft and never drops.

All Jobbers. Prices Will Interest You.

OHIO MATCH COMPANY, Wadsworth, Ohio

Philadelphia Office and Warehouse, 411 Marshall Street

The STEEL FRUIT JAR CAP from the Chemist's Viewpoint



Prof Chas. T. P. Fennel, the famous Cincinnati chemist, says that a steel fruit jar cap submitted to the influence of organic acids, such as are contained in fruits, do not corrode as much as zinc caps. He further says that resulting salts from this corrosion in the case of the steel cap are absolutely harmless, and that those from the zinc caps are poisonous to the human system.

If you tell this to your customers you can sell a lot of our steel caps.

THE WM. GLENNY GLASS CO., Cincinnati, Ohio

Niagara Fish Co.

CHARLES NOBLE, JR., MANAGER

BUFFALO, N. Y.

Catchers, Jobbers and Dealers in

LAKE, RIVER AND OCEAN FISH OYSTERS AND CLAMS

Producers of the Continent famous Canadian Northwest Winter-caught fish. Caught through the ice and also boxed on the ice, when the temperature averages 40° below zero. The intense cold produces a flavor beyond the calculations of the epicure.

White Fish, Yellow Pike, Pickerel, Tullibees and English Perch are caught in that wonderful region. Write for prices, Fast-Day Art Calendar, etc.



To Display Pickles

Here is a handsome single jar for displaying pickles on your counters. Embodies an entirely new idea. The support is made of hard wood with brass nickeled hinge supporting a composition cover which doesn't warp, is acid-proof, and is both fly and dust-proof. A salesman that never gets tired. Very moderate price. Write

The Welles & Davis Mfg. Co.

WYALUSING, PA.

Warning Against Improper Food Labels

Some Manufacturers, Despite Rigidly Enforced Food Laws, Are Placing Themselves and Their Customers in Dangerous Positions. Two Sample Labels, Both Illegal.

Considering the stringent way in which both Federal and State food laws are now being enforced, some manufacturers of compound goods seem to be taking chances which may place both them and their customers in an exceedingly uncomfortable position.

The chief question surrounding the sale of compound goods is as to branding. Under the law such products are given a perfectly good status, provided they contain nothing deleterious to health and are truthfully branded. The question of branding is essentially a simple one—it involves only the telling on the label of enough of the truth about the contents of the package to completely inform consumers as to what they are buying. This degree of frankness some manufacturers do not seem to be able to reach, and the result is that many goods labeled in absolute violation of the law are still regularly selling in the open market.

One of these labels, for example, is as follows:—

> **FRESH FRUIT PRESERVES**
>
> **Strawberry**
>
> LOGAN, JOHNSON & CO.
> BOSTON, MASS.

Nothing could legally be packed under this label except straight strawberry preserves. And yet on the small band encircling the neck of the bottle, at the back where not one consumer out of one hundred would ever see it, appears the following in type exactly the size and style of that used below:—

> PREPARED FROM FRESH FRUIT, GRAN. SUGAR AND ENOUGH CORN SYRUP TO PREVENT CRYSTALLIZATION.

This is a flat contradiction of the main label "strawberry," and shows that the product is an ordinary compound, and the designation "strawberry" improper and illegal. In spite of this, however, the words "No. 1,509. Guaranteed under the Food and Drugs Act, June 30, 1906," appear on the other side of the neck band. The guarantee in this case is wholly unfounded because the goods are misbranded and not in conformity with the law. Only under some such description as "Compound Strawberry Preserves" could these goods be legally sold.

The package on which this label appeared was purchased at a Philadelphia retail grocery store within the past few days. The manufacturer may have changed it since the particular goods were sent out, although the label is not an old one, as it bears the Federal guarantee.

Many other manufacturers are using a label for their compound goods of which the following is a type:—

> **FRESH FRUIT JAM**
>
> (Manufacturer's name, etc.)
> These goods are compounded from 40 per cent. each fresh fruit and granulated sugar, with the addition of 10 per cent. each fresh apple juice and corn syrup to prevent crystallization.

There is nothing here to show what kind of preserve the jar contains. That information is supplied in a way from the band on the neck of the bottle. Looking the package squarely in the face, all that shows is the words "White Cherry." Turning the bottle around, however, one sees the words "with 10 per cent. apple juice." There is no mention of glucose here, however.

This in the writer's judgment is an illegal label. The proper name for goods of this character is "Compound White Cherry Preserves," and the Federal food law clearly requires the use of the word "compound" in Section 8. Furthermore, even if the words "with 10 per cent. apple juice" were a legal substitute for "compound," the deceptive manner in which they are placed upon the label would undoubtedly fall short of the statutory requirement.

Manufacturers who are correctly and legally labeling their

goods are complaining very bitterly over the fact that they are compelled to meet such competition as this, and their complaint would seem to be justified. They contend that retail grocers refuse to discriminate between legally labeled goods and those obviously mislabeled, on the ground that the latter are guaranteed, which makes the dealer safe.

It is practically certain that the retail dealer handling goods packed under the first label above shown is not safe, even if he holds a guarantee of purity. That is because if he examines the package at all he must see that the goods are misbranded, because it is common sense, not to speak of law, that it is not honest to sell as "strawberries" a compound of strawberries and glucose. Such a dealer must therefore know that he is selling a misbranded article, and because he does it with his eyes wide open he is not entitled to the protection of a guarantee and the courts would almost certainly refuse to extend it to him. So that there is such a thing as relying too far upon a guarantee of purity.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

To Buy Horse Radish Grater.

East Mauch Chunk, Pa.,
Feb. 10, 1908.

Editor "Grocery World."

Dear Sir:—Can you give me the address of a party making horseradish grater or grinder?

Yours truly,
H. E. BUCHMAN.

H. F. Heacock, 51 North Second street, Philadelphia.

* * *

To Buy Mica.

Vermontville, N. Y.,
Feb. 7, 1908.

Editor "Grocery World."

Dear Sir:—Where can I find a place to buy fine mica, the kind that is put on post cards?

Kindly reply through the columns of the "Grocery World."

Yours truly,
N. H. BRECKENRIDGE.

John Lucas & Co., 322 Race street, or George D. Wetherill & Co., 114 North Front street, both Philadelphia, Pa.

* * *

Mr. Sielcken Not Commissioner.

Phila., Pa., Feb. 13, 1908.

Editor "Grocery World."

Dear Sir:—Referring to two recent articles in your paper, one of which was the report of the Deputy Consul-General at Rio de Janeiro regarding the situation of coffee in Brazil, and the other a dispatch from Washington announcing that charges had been preferred against this gentleman by the Brazilian Government on account of matter contained in this report, and that Mr. Herman Sielcken, head of the syndicate in this country, had been appointed special commissioner to investigate whether the protest of Brazil was justified by the facts, the writer would call your attention to a subsequent notice sent out from Washington denying that Sielcken had been appointed as such special commissioner, and this denial must be given credence. This would have been an entirely too open a manner for these people to show their hand, as the trade would have hardly stood for Mr. Sielcken (who is the head of the valorization syndicate in this country) being appointed a special commissioner to investigate charges against a man whose report directly interfered with the claims given out through the syndicate press bureau. Their leader is one of the ablest of the financial pirates infesting the Wall Street Main, and would be the last one to make a false move of this character.

In this connection, the writer would like to call your attention to the manner in which the coffee valorization interest in this country is using the trade press to further their plans. In an article published in the "Journal of Commerce and Commercial Bulletin," under date of Tuesday, February 11, 1908, which bears all the earmarks of intellectual prostitution, the writer is such a poor hack that he doesn't even take the trouble to make his own figures tally. He writes that the last crop of Santos coffee was 18,000,000 bags, that the present crop will be 7,000,000 bags (made up from an actual crop of 4,500,000 bags and a carry over of 2,500,000 bags), and proceeds to prophesy that the coming crop will probably show 8,000,000 bags. He then states that his figures make a total of 30,000,000 bags for the three years, or an average of 10,000,000 bags, while the consumption is between 10,000,000 and 11,000,000 bags. The inference here is that there will be a short-

Do You Buy Pasteboard or Apples when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY

A card brings delivered quotations.

E. V. Peirson & Co., Newark, Wayne Co., N.Y.





THEY ARE WAITING FOR THIS

Somewhere among your clientelle there are people waiting for Tabaseo Sauee. To them it is what they have long been looking for, and onee established with them, they will use it indefinitely.

Go after this trade with **Moss' Green Heart Tabasco Sauce,** made in Louisiana, of the famous tabaseo pepper. It is the most piquant and appetizing sauce on the market.

Put it in.

Philadelphia Pickling Company, Distributors

NEW IBERIA EXTRACT OF TABASCO PEPPER CO.

NEW IBERIA, LA.

What "Accounts Receivable" Are Worth

EVERY bankruptcy case on record shows that where "accounts receivable" are included in the assets their value invariably scales down far below their face.

Why? Because they've been neglected. If they hadn't been chance is the estate wouldn't have been bankrupt.

After you've done everything you can to collect your bills and failed, take the matter up with us. "We know the way through the dead beat's skin."

Union Mercantile Agency 314 COURT EXCHANGE BLDG. BRIDGEPORT, CONN.

age for the three years and that part of the stock controlled by the syndicate through the valorization plan will be used to make up this deficit. You will notice that according to the gentleman's own figures the total of the three years would be 33,000,000 bags, and as he only claims a maximum consumption of 11,000,000 the shortage which he infers would not therefore exist.

This is only one of the many statements of a similar character which are being spread broadcast through the United States and Europe. If the valorization plan is feasible and a good thing for both the grower and the dealer in coffee, it should not need the help of false figures to bolster it up.

C. W. ERVIN.

* * *

To Buy Potato Flour.

Allentown, Pa., Feb. 8, 1908.

Editor "Grocery World."

Dear Sir:—Will you kindly let me know where I can get flour made out of potatoes?

Yours truly,

JAMES CASSONE.

Carl Wilde, 357 North Second street, Philadelphia.

After Jobbers Who Sell Consumers.

Pen Argyl (Pa.) Retailers Will Seek to Have the Retail Mercantile Tax Assessed Against Jobbers Who Sell Consumers. New Local Association Officers.

Special correspondence of "Grocery World."

Erie, Pa., Feb. 13, 1908.

E. S. McAlevy, secretary of the Oil City Business Men's Exchange, has resigned. W. E. Barrett has been elected to fill the vacancy.

J. P. O'Donnell has a successor as secretary of the Merchants' Association of Pottsville and vicinity in the person of T. E. Hummel.

The Retail Grocers' Association of New Brighton has elected the following officers for the ensuing year: President, F. H. Iden; vice-president, Fred. Roth; secretary, A. M. Latshaw; treasurer, Ed. Blount; delegates to State convention, Stuart Magee and George W. Powell; alternates, S. O. Caven and F. H. Walker; directors, F. H. Walker, chairman; Stuart Magee, A. G. Harvey, John R. Rawling, C. W. Veiock, C. Woods, George Powell. This association took up the matter of wholesalers retailing and are going to ask the mercantile appraisers to impose the retail mercantile tax as well as the wholesale mercantile tax on all wholesalers who are known to sell in a retail way or to consumers.

The Retail Merchants' Protective Association of Hazleton and vicinity has elected the following officers: President, Hugh McKenna; vice-president, James Bond and W. W. Shiner; secretary, George Bittenbender; treasurer, J. B. Brown; insurance board, J. B. Brown, chairman; James Tosh, H. H. Allen, D. M. Montgomery, Frank Haberland.

Arrangements have been made with one of the constables of Pen Argyle to handle all delinquent accounts upon a commission basis. This excellent idea is worthy of the notice of other secretaries in small towns.

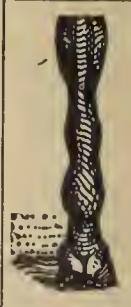
The Connellsville Merchants' Association has elected the following officers: President, E. W. Horner; vice-president, P. H. Beighley; treasurer, Harry Dunn; secretary, W. C. Armstrong; Executive Committee, B. P. Wallace, S. M. Goodman, John Duggan, J. S. Patterson, A. W. Bishop, J. G. Groman, A. S. Silsox, J. M. Sembower, Robert Norris and J. A. Renner.

A. M. HOWES.

State Secretary.

Maryland Will Pass a New Food Law.

From all appearances the Legislature of Maryland will surely pass a pure food bill this year. There are three bills now before the Legislature: one called the Jarrett Bill, one the Ray Bill, and the third the Baltimore Drug Exchange Bill. The principal bill has been indorsed by the Wholesale Grocers' Association, the Retail Grocers' Association, the Wholesale and Retail Druggists, Maryland Pharmaceutical Association, and bids fair to go through just as it is. A copy of the bill has been sent to the "Grocery World." In all important respects it is identical with the Federal food law.



An Inflamed Tendon

Needs Cooling

ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister; no hair gone; and you can use the horse. $2.00 per bottle delivered. Book 2-B free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Strained Torn Ligaments. Allays pain quickly. Genuine mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost.* Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—Active interest in established grocery business, city or suburbs. Strictly groceries, or groceries and liquors preferred, or would buy a business outright. About $5,000 to invest. Address, with particulars, L, Grocery World. 7

WANTED—Meat and Butter Box combined. 10x10 feet 4 in. Write full particulars, giving price. Florence Foundry Store, Florence, N. J. 7

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—Fifty thousand cigars from $10.00 to $20.00 per M. Jas. C. Kirk's Sons & Co.'s stock. Big bargains. Any quantity. Steelman & Archer, 16 So. Front St., Philadelphia, Pa. 8

FOR SALE.—Grocery Store on De Kalb street, Norristown, Pa., one square from market and one-half square from Main street, doing a good cash business. Owner going out of business on account of his health. Will sell at inventory. Stock about $1,500. Can reduce stock to suit purchaser. Call or address C. L. Kellar, 326 De Kalb street, Norristown, Pa. 7

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to Increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1111 S. Broad Street, Philadelphia. 3

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 267.—In Bradford, Pa. Size of store, 22 x 60 feet, with back room. Business in 1906, $21,683.28, half cash. Stock $2,600. Business very profitable and nets 12 per cent. profit above everything. Owner is to enter business in another city, and will sell at Invoice prices.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at Inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 305.—In South Jersey. General store. Store 30 x 45 feet. Does $15,000 yearly, two-thirds cash. Stock $2,000. Uses one team. Net profits, 15 per cent. Fixed charges low. Business thoroughly established and profitable. Bad health cause of selling. Price, inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 315.—Near Wayne Junction, Philadelphia. Store 12 x 20 feet. Does $200 weekly, all cash. Stock $700. No team used. Small dwelling connected. Clear net profits 25 per cent. as expenses are low. Owner making business change. Price, inventory.

No. 316.—In Wayne Junction, Philadelphia. Size 18 x 25 feet. Does $300 weekly, two-thirds cash. Stock $600, clear net profits 20 per cent. One team. Dwelling connected, for sale or rent. Illness cause of selling. Store thoroughly established. Will sell at inventory.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 332.—In West Philadelphia. Size 20x30. Does $350 weekly, two-thirds cash. Stock $500 to $600. Nets 15 per cent. above everything. Dwelling connected. Team if wanted. Owner has not sufficient time owing to other business. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334.—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price Inventory.

No. 340.—In West Philadelphia. Groceries, meats and provisions. Size 24x60 feet. Does $45,000 yearly. Three-fourths cash. Stock carried, $2,500. Uses two teams. Actual net profit, 12 per cent. Reason for selling, ill-health. Established 21 years. Price inventory. Fixtures will run about $1,500. Amount required, around $3,800. No dwelling.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 342 —In North Philadelphia. Groceries. Size 16x25 feet. Does $100 weekly, nearly all cash. Stock $600. No team. Business now profitable. Owner wants to leave city. Price, around $600 to $700. Dwelling.

No. 344.—In West Philadelphia. Groceries, meats and provisions. Size 15x27 feet. Does $500 to $600 per week. All cash. Stock only $500, as business handles large amount of meats. Clean net profit 10 per cent. Best reasons for selling. Price Inventory. Will need about $1,400, but can be reduced by not taking cash register. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price Inventory. Take around $800. Dwellllng.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

In all of these the cause of selllng is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else In the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

PHILADELPHIA GROCERY STORES WANTED?

We have immediate buyers for live Philadelphia Grocery Stores, running from $1,000 to $2,000. Must be healthy, established, profitable. No sale no charge. Waiting list of buyers all the time.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

AN UNUSUAL BUSINESS

We offer now a wonderfully profitable business in meats, poultry, butter and eggs. Located near Philadelphia. Does $1800 weekly, 65 per cent. cash. Average stock is only $1000 as it is turned very rapidly. Uses two teams. Nets clean profits of 12½ per cent. Real estate if wanted. Owner started this business thirty-three years ago and wants to retire. Does some small manufacturing, such as sausage and has fully equipped plant. Price complete, which is simply inventory, is about $7000.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

ONLY STORE IN THE PLACE.

We offer the only grocery store in a high-grade Philadelphia Suburb. Under restrictions no other store can be built there. The owner has another business to which he wishes to devote his entire time, and will sell the place at inventory, asking nothing for good will, though the business is unusually valuable. Store 16x50 feet, with two storerooms, does $33,000 yearly, all gilt-edged. Stock about $2,000; uses three teams. Dwelling connected. Actual net profits 8 per cent. The business is open to the very deepest investigation. Teams and fixtures will inventory around $1000 to $1200, and the stock around $2000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WILL EXCHANGE FOR TRUCK FARM

Grocery located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory, Owner will sell for cash or exchange for good city property or truck farm within 15 miles of Philadelphia. The store will run about $3,500; if property exchanged is worth more will pay the difference in cash.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals to furnish during the fiscal year, beginning July 1, 1908, supplies of Chemicals, etc., Lumber and Plumbers' Supplies, will be received at this office until 2 P. M., Monday, April 20, 1908, at which time they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals will be received at this office until 2 P. M., Monday, March 2, 1908, to furnish during the fiscal year, beginning July 1, 1908, the following classes of supplies, viz: Oils, etc.; Textiles, etc., Hardware and Grocers' Sundries. The proposals must be received not later than the time above specified, but they will not be opened until 10 A. M., on respective dates, as follows: Oils, etc., May 27, 1908; Textiles, etc., May 22, 1908; Hardware, May 25, 1908; Grocers' Sundries: May 20, 1908. On which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals will be received at this office until 2 P. M., Monday, April 6, 1908, to furnish during the fiscal year, beginning July 1, 1908, the following classes of supplies, viz.: Paper, etc.; Binders' Supplies, Electrical Supplies, Printers' Inking Rollers, and Paper Boxes. The proposals must be received not later than the time above specified, but they will not be opened until 10 A. M., on respective dates. as follows: Paper, etc., and Binders' Supplies, May 18, 1908; Electrical Supplies, Printers' Inking Rollers, and Paper Boxes, May 16, 1908. On which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals will be received at this office until 2 P. M., Monday, March 23, 1908, to furnish during the fiscal year, beginning July 1, 1908, the following classes of supplies, viz.: Dry Colors, etc.; Rubber Goods, Engravers' Supplies, and Dextrine. The proposals must be received not later than the time above stated, but they will not be opened until 10 A. M., on respective dates, as follows: Dry Colors, etc., June 1, 1908; Rubber Goods, May 22, 1908; Engravers' Supplies, May 29, 1908, and Dextrine, May 25, 1908. On which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

FOR RENT.

FOR RENT—Large General Store (owned by the undersigned estate) in Quarryville, Lancaster County. Pa. This Borough has a population of about 800. Is the terminus of two steam railroads, a trolley line and two new state turnpikes. It is the only town of any considerable size in the ten lower townships of Lancaster County, and commands a large proportion of their patronage. It has two banks, and does more business in a week than most towns of its size in a month. In fact, during the year of 1907, it is carefully estimated to have exceeded $800,000, not including the money paid out in the borough for tobacco which will amount to about $150,000 yearly. The borough has, besides this store, one large general store, carrying every line, and one smaller general store, one small grocery and a large hardware store. This store has enjoyed a large patronage for half a century. The location is the best in the borough, and in the midst of the town's business activity, within 200 feet of the depot of the Lancaster & Quarryville Railroad, the Lancaster, Oxford & Southern Railroad, the freight station and the terminus of the trolley line. The building is large, well-lighted, and is undergoing repairs; it has a fine cellar. It will be rented on good terms. The opportunity for an energetic man to establish a fine business in one of the best towns of its size is here afforded. A renter will not be handicapped with a stock of old goods, as the building is entirely empty and ready for immediate occupancy. For any further information address George W. Hensel's Estate, Quarryville, Lancaster Co., Pa. tf

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. t

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL

Got to Buy Good Materials



It is not difficult to make a flavoring extract; but only long experience and particularly the willingness to spend money for good materials can produce an extract like "**Waldorf Lemon *and* Vanilla.**"

They are truly extracts de luxe. Smooth, penetrating and strong. They are surpassed by no extract made and equalled only by one or two brands at a much higher price. They are the product of the finest materials plus the most expert manipulations.

You can sell these. Every woman using them once will use them again.

Hetfield Extract and Mfg. Co.
370 Greenwich Street, New York

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on prices ruling Monday, February 17th. Terms, net 10 days. First orders must be accompanied by references.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag	$3.25 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.50
Fancy Brights, 150-176 size, per box	2.65
Fancy Brights, 200-216 size, per box	2.50
Fancy Brights, 250 size, per box	2.30

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	2.75
Fancy quality, 126 to box	2.50
Fancy quality, 150-176 to box	2.50
Fancy quality, 200-216 to box	2.50
Fancy quality, 250-288 to box	2.35
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.40
Extra choice, 150-176 to box	2.50
Extra choice, 200-216 to box	2.40
Extra choice, 200-250 to box	2.35

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.25
Fancy quality, 360 to box	3.25
Fancy quality, extra large, 270 to b	3.00
Choice quality, 240 and 270 to box	2.75
Choice quality, 300 to box	2.75
Choice quality, 360 to box	2.75

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$3.00
Choice Messina, 300 size, per box	2.75
Choice Messina, 360 size, per box	2.75

ALMERIA GRAPES.

Fine quality, kegs, 61 lbs.	4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good quality, kegs, 62 lbs.	3.50
Good quality, kegs, 60 lbs.	3.00

NEW CROP PERSIAN DATES.

Finest Hallowee, weighing about 65 pounds, per pound	.05
Finest Khadrowee, weighing about 65 pounds, per pound	.04¼
Finest Sair, weighing about 65 pounds, per pound	.04
Finest Fard, weighing about 60 pounds, per pound	.06½
Finest Fard, in cases containing 9 boxes, weighing 13 to 14 pounds	.08

NEW CROP TURKEY FIGS.

Extra fancy quality, 10 to 12-pound boxes, per pound	.10
Extra fancy quality, 4-crown, 10 to 12-pound boxes, per pound	.09
Extra fancy quality, 3-crown, 10 to 12-pound boxes, per pound	.08
Fancy quality glove boxes weighing about 14 ounces, per box	.10
Fancy quality locum pulled boxes, 4 to 5-pound boxes, per pound	.14

FANCY JERSEY SWEET POTATOES.

Fancy Prime, per barrel	$5.00 to $6.00
Choice Prime, per barrel	
Fancy Medium, per barrel	4.00
Choice Medium, per barrel	2.00 to 2.50

CRANBERRIES.

Cape Cod, fancy, large	$8.00
Cape Cod, Early Black, per bbl.	6.50
Cape Cod, not so dark, per bbl.	6.00
Fancy Cod, large dark, bushel crate	2.25
Fancy Jersey, medium dark	2.00

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



We are paying a lot for your influence, but we think it is worth it

We will *give* you a Cash Register like the one pictured here with your first order for General Macomb Cigars, if you need one, because we believe your customers will find them so good that they will continue to ask for them, which means that you will continue to sell them. This unprecedented offer is made simply to get a trial for them.

If you write we will give yon full particulars about the Cash Register.

FAVORITE CIGAR COMPANY, Detroit, Mich.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.85
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	1.00
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.25
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz	2.95
Fair Quality, 3s	.90
2s, 2 doz	.75

CANNED FISH.

	Per case.
Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Victor, 1 lb., tall, 4 doz	1.05
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.30
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	1.05
Blackberries, 2 lb., 2 doz	1.25
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.50
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	10½
Evaporated, 1 lb. packages, 4 doz	.11
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.13
Best, 25 lbs	.15
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb ....per doz.	
New Prunes—	
30- 40, 25 lbs	.09
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.08
60- 70, 25 lbs	.07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	.08½
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ....per box	1.85
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	.10
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.03¾
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.60
Lady Washington Beans, about 200 lbs. to bag	2.60
Green Peas, dried, about 165 lbs. to sack	2 35
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.42
Kingsland, N. O	.33
Julian F. Bradshaw's Molasses, No. 44	.29
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz	2.50
California Amber Drips, ½ gal. cans, 1 doz	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4 35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.35
Hircs' Silver, 4 doz	4.65
Square, 4 doz	3.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.00
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Midway, 1 gross	1.35
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 1, blue heads, 5 gross	.65
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross	5.25

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	100	4.00
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00

* 5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dbtcn Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.48
Prime	.37
Good	.85
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen	per case, 2.90
Quarts, 2 dozen	per case, 2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen	per case, 1.95
Tins, 2½-lb., 2 dozen	per case, 2.30
Tins, 3-lb., 2 dozen	per case, 2.50
Tins, 5-lb., 1 dozen	per case, 2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	38.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 450	22.00
Norway, count 400@450	24.00
Norway, count 300@350	27.50
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
	Per lb.
Codfish—	
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.19
Bloaters, Cromarty, 100s	1.50

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.20@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.12½
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.22@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Gunpowder—	
Common to fair	.16@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Maguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17¾
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16¼
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14¼
Good	.18¼
Fair	.12¼
Rio—	
No. 1—Golden	.15¾
No. 2	.15
No. 3	.14¾
No. 4	.14
No. 5	.18¾
No. 6	.18
No 7	.12¼

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.85@.88
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleacned	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.25@.35
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26¼
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

	Per doz.
Asparagus—	
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	.90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

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Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1:40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2½s	8 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	8.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	8.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb.
Seeded Raisins—	
Fancy, 1-lb. cartons	.11
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 8 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb.	.15@.18
Layers, 2¾-in., 10 lbs	
2¾-in., 12 lbs	.10¼
2¾-in., 12 lbs	.09½
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.10½
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¼
Natural, choice	.07¾
Citron—	
According to quality	.19@.22
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs.	.05¾
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.15
30x40, choice	.10¼
40x50, choice	.08¾
50x60, choice	.07¾
60x70, choice	.07¼
70x80, choice	.06¾
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in cartons—	
Fancy 40x 50	.11½
50x 60	.10
60x 70	.09¼
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs	.10¼
Choice, 1-lb. cartons	.12½
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.15½
Extra Choice Muir	.14½
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.26
Royal, choice, 25 lbs	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ¼s, accord'g to qual.	25.00@35.00
Mushrooms, ½s, accord'g to qual.	18.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.06@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Dried Peas	29
Rolled Oats	30
Live Poultry	45

DECLINES.

	Column.
Canned Oysters	12
Flour	29
Oat Meal	29
Dressed Hogs	44

ADDITIONS.

Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	27
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	22
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Pudding	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	62
Tacks	35
Tapioca	31
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	62
Witch Hazel	48
Yeast Cakes	63

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SUGAR.

Confectioners' Lozenge, XXXX	5.15
" Powdered	5.15
" Crown A	5.35
" Crystal A	5.00
" Coarse Granulated	5.25
Eagle Tablets	6.30
Crystal Dominoes	7.35
Cut Loaf	5.80
Patent Cubes	5.25
Powdered	5.10
Extra Fine Granulated	5. 0
Coarse Granulated	5.10
Granulated	5.00
Fine Granulated	5.00
" in 50-lb. bags packed 2 in 100-lb. bag	5.05
" in 25-lb. bags packed 4 in 100-lb. bag	5.05
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.20
" in 5-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. bags packed in bbls	5.30
" in 2-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. cartons in cases	5.20
" in 2-lb. paper packages in cases	5.20
Coofectioners' A	4.80
1—Keystone A	4.75
2—American A	4.70
3—Centennial A	4.65
4—California A	4.60
5—Franklin B	4.55
6—Keystone B	4.50
7—American B	4.45
8—Centennial B	4.40
9—California B	4.35
10—Franklin Extra C	4.30
11—Keystone Extra C	4.25
12—American Extra C	4.20
13—Centennial Extra C	4.15
14—California Extra C	4.15
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	28 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea .50

Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas .40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins,	per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

200 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 200	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 25 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
2 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	26 75

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5 lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45

Rumford's Yeast Powder:—

4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass. 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25

Rumford Baking Powder:—

5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

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Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 2 " 1 "	4.65
Ralston Baking Powder, 2-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purity Brand 5 " ½ " "	6.00
" 1 " 1 " "	1.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ¼ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, witb knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 2, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING Per Doz.

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70

Whittemore Bros. & Co:—

Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, frictlon polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	0.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	.12½
" Fancy	.09½@.09¾
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11¾
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ¼ and ½ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.10½
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½

Lipton's Blended Coffee—

Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—

Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¾	15 25/100
Lion	13¾	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—

Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—

	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ⅓-lb. cans per ⅓ lb	.35

Levering Coffee Co.—

Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoeo, 40 or 60 1 lb. tins	.20½
Almoeo, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¼

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—

50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per dos.	5.75

George Floto's Sons—

Floto's Coffee Essonce, ¼-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin onds, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essonce, tin can, ¼ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Solig's, 65's	.05⅞
" English Ground, bags about 160 lbs.	.05¾
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.35
" First, "	.34
" Second, "	.33
" Third, "	.31-.32
" Imitation, 30-60 lbs	.24-.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.36
Ladles, 30-60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.40
B. B., E. D. brands, 20-50-lb. boxes	.39
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.38
Sheaf ("400") Elgin, 20-50-lb. boxes	.37
Sheaf	.30-.36
B. S. Gilt Edge, cartons	.41
Gurnse, pounds or half pounds	.38
Belle Spring	.35

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅜
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " per box	2.50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.50
Mason's, quarts, per gross	4.75
Mason's, half-gallons, per gross	6.75

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Jelly Tumblers—	
Barrels, 22 doz, per dos.	.16½
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 dos. cartons, per lb.	.45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per dos.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 dos. Sweet Marjoram, 1 dos. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz, per dos.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz, per doz.	.90
¼-lb. square cans, 2 doz "	.85

CANNED GOODS.

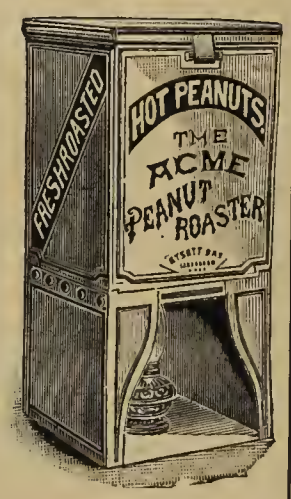
Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1 22½
Frying, Good Luck Brand	1.07½
DuBois' Frying	1.12½
Jersey King, No. 3, Standard Jersey	1.00
Blue Hen Chickens, No. 3	.95
Silver Lake, fancy, Jersey	1.07½
Plantation, No. 10, 1 doz	2.85
Silver Lake, No. 10, 1 doz	3.15
Alta, No. 2	.67½
Bull Dog, No. 2	.67½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Mikado, Penna., fancy	1.00
Codorus, fancy, cut, No. 2	.92

You Can Use Kerosene Gas or Gasoline

The **Acme Peanut Roaster** is equipped to use either of the three and give the same results—*i. e.*, perfectly roasted peanuts in the smallest amount of time, with the least expense and no labor.

The **Acme Peanut Roaster** is the cheapest and yet the most effective automatic roaster on the market. By its use you can earn at least from one to three dollars per day more than you now are making, and have an added attraction in your store. Full particulars and price on application.

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.





What's in a Name?

We'll tell you. We have picked out the name **Apelpi** for our Evaprated Apples, so that every time it is thought of particular people will think of the finest fruit of this kind ever put on the market.

We have adopted the sentence, "The bottom as good as the top," because that is unusual with evaporated apples, and we pride ourselves on the fact that it applies to ours. Put them in, and your troubles in this direction are over.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON, Distributers — 28 So. Front Street, Philadelphia, Pa.

Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA
AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY

If You Can't Get French Sardines

And you probably can't, because there aren't many, sell **VITA** Norwegian Sardines. They are packed in Norway, the source of the finest fish products in the world, and only the best autumn fish are used, packed in pure olive oil.

Even more delicious than French sardines. Anybody who likes the French brands will like **VITA.**

F. H. PHILLIPS & CO.
444-446 Greenwich Street NEW YORK

—9—

Boyer's, 2s	.82½
Acorn, 3s	1.05
Acorn, No. 2	.77½
Safe, No. 2	.60
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Beans (Pork and Beans—	
B. & M., No. 3	1.30
B. & M., No. 3, tomato sance	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	1 00
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.47½
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Luncb, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.75
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.92½
Cream of Suzquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.85
Shoe Peg, Osborn's	.75
Mark, crushed	.70
Rex, No. 2, Fancy Whole Grain	.70
Vanity, No. 2, Whole Grain	.67½
Royal Exchange, Whole Grain	.65

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10 75
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	
Little Neli's, Baltimore	.65
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.00
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Sbawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	4.00
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrewz & Co., No. 2	.42½
Silver Lake, No. 10, 1 doz	2.35
Asparagus—	
Extra mammotb, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2.75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s,	2.40
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½s	3.30
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2 65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½
Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1 90
Pinms—	
Extra standard egg	1.75
Extra standard green gage	2.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Appies—	
Wayne Co., No. 10, 1 doz	3.40
Keystone, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	2.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries—	
Loggies, No. 2	1 50
Loggies, No. 10	6.85
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.30
Raspberries—	
Red Farinside, extra, preserved, No. 2	2.55
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.75
Defence, No. 2	2.10
Pineapple—	
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2 00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Orange Grove, E. & C., No. 2	1.50
Singapore Chunks, No. 1½, 4 doz	1.10
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.05
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Chop Tan Hin, ⅞ lb., cubes	.75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 12½
Star, No. 1, 4 doz	1.05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.20
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 25
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2.50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 1, 2 doz	1.60
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.95
Boyer's, No. 2, 2 doz	1.87½
M. & B., No. 1, 2 doz	.95
Stewart's, No. 2, 2 doz	1.75
Stewart's, No. 1, 2 doz	.87½
Victory, No. 1, 2 doz	.90
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.82½
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat	2.15
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

It Is Spelled R=A=M=L=Y

If you want to sell a really delightful smoke, get the **real** Ramly, don't take something gotten up to **look** like the Ramly, because there the similarity ends.

No cigarette ever made has jumped into such immediate popularity. It has become famous on its quality alone.

If you put Ramly Cigarettes in stock you will be assured of the permanent patronage of every man to whom you sell a package.

Don't get confused on the name—it is spelled R–A–M–L–Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.45

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17 00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8 00
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.40
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
½s, Harbor, 48 cans, wrapped	3 40
¼s, Booth's, 50 cans	
¼s, Continental, key, 48 cans	2.50
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3 40
½s, Le Baron, 100 cans	
Gold Label, ¼s, oil, 100 cans	6 40
" ¼s, mayonnaise dressing, 100 cans	6 40
" ¼s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.15
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No. 14, ½ doz, per case	8 15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Beef.

No. 1, 2 doz	2.60
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

—14—

Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1 30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.20
Kingan's, No. 2, 1 doz	2.20

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2 25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ⅛ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.85
Bouillon	3.15	1.75	1.85
Beef	3.15	1.75	1.85
Julienne	3.15	1.75	1.85
Printanier	3.15	1.75	1.85
Vegetable	3.15	1.75	1.85
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.85
Mock Turtle	3.15	1.75	1.85
Tapioca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.85
Mutton Broth	3.15	1.75	1.85
Clam Chowder	3.15	1.75	1.85
" Broth	3.15	1.75	1.85
Chicken Gumbo	3.15	1.75	1.85
Mulligatawny	3.15	1.75	1.85
Chicken	3.15	1.75	1.85
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.18
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz	.90
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.85
Gallons, 6 jugs in crate, per jug	.85

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*



Unbroken Eggs Mean Unbroken Profits



We will show you how to deliver Eggs without breaking them—this will interest your customers some, and it should interest you *more.*

We will show you that a small portion of the money you save by not breaking Eggs will equip you with our carriers, and that the balance will represent profit.

We will show you this in *figures*, so there will be no more question in your minds about it than there is in ours.

Star Egg Carrier & Tray Mfg. Co., Rochester, N. Y., U. S. A.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.32
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.32
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.33
" ¼-lb. " "	.34
Premium Chocolate, ½s, 12 lbs	.31
" ¼s, 12 lbs	.31½
Best Sweet Chocolate, ½s	.20
Best Sweet Chocolate, 1-5s	.20
Hershey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box "	3.50
1-lb. tins, 1 doz. in box "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.37
" ½-lb. tins, 6-lb. boxes, per lb.	.36
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.30
Sweet Clover, ½s, 6-lb, per box.	1.65

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ⅓-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to balt case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.20
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.60
Dime, 4 doz	3.90
Winner, 4 doz	4.60
Baby, 1 doz., glass	1.90
Red Cross	4.50
Peninsular	4.35
Leader	4.30
Banner, 4 doz	4.30
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 60
Peerless, 5c. size, 4 doz	2 10
Yacht, family	3 50
St. Charles, family size, 4 doz	3 75
St. Charles, botel size, 2 doz	3 95
Silver Cow, 5c. size, 6 doz.	3.25
Pet, 10-c. size, 4 doz, per case	3.45
Pet, 5-c. size, 6 doz, per case	3.60
Van Camps, 6 doz., small	2 90
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

Per case.



Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

HORSES ARE A NUISANCE



Why are they? Because you never know when they'll be sick, and they're expensive to keep.

"Same thing applies to automobiles" you say? Not at all. It did once; but it doesn't now. The **Lindsley Commercial Delivery Car** is so simply constructed that it almost never gets out of order, and when it does, its mending is a good deal simpler and cheaper than a big veterinary bill.

Will carry 1,500 pounds thirty miles on a gallon of fuel. Horses can't begin to deliver so cheaply. Think it over.

J. V. LINDSLEY & COMPANY
Suite 1112 Monadnock Building
CHICAGO

"I Wish I Had Some Real Gelatine"

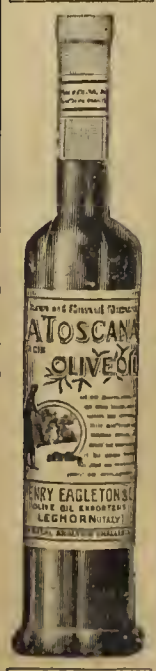
Every day some woman in your town bemoans the disappearance of old-style gelatine--the clean, delicious, melting kind, flavored with lemon, that we learned to like on our mother's table.

Old-style gelatine has not disappeared, though at times it has seemed to be snowed under by the flavorless imitations that hide their worthlessness behind bright colors.

Chalmers' Gelatine is old-fashioned gelatine—nothing in it but purest calves' stock and spring water. Your customers want it.

James Chalmers' Sons

Williamsville, N. Y.



"I'ts Too Fine"

Some people said to us when we first put **La Toscana Virgin Olive Oil** on the market: "You can't sell it—it's too fine." But we did sell it, and we're selling more every year.

This is probably the fanciest brand of Italian Oil that comes to this country. There is, however, no prohibitive price on it. If you want an Olive Oil you can boast of and take pride in, sell **La Toscana.** Simply the pure, clear, rich first pressing of the finest oil olives in the world!

J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.

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COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅓s	.26
" ¼s	.28
" ⅓s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08⅓
Oyster "	.08	.08⅓
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08⅓	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09⅓	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07⅓	.08
Quaker City Mixed	.07⅓	.08
Salted Strips	.08⅓	.09
Sa ltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07⅓	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06⅓	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1.00
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

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Wein Senf, in bbls. ...per gal.	
" 1 gallon stone jars ...per jar	.75
" 5 gallon kegs...per keg	2.50
Prepared Mustard, in bbls. ...per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Salected tub	.26
...loaf,	.26½
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .35, "	.36
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin...per lb.	.26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes.....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .19 cut	.20
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.19
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese ...per lb.	.19
Brick Cheese, No. 1 "	.18
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box...per box	3 00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size..per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.05
Star Cream, or Phila., 12 " .... "	2 25
Miniature Cream, or Phila. 12 " .... "	1.10
Hand Cheese, 8 doz. "	1.35
" 4 " "	.70
" 4 " Thuringer "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schnitzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages ...per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) ..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short ...per lb.	.24
" " long "	
" Mortadella, Dry ...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75.....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .18½; less	.80
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .17; less	.19
" Cervelat, Crescent, 50 and 100-lb. boxes, .14½; less	.16
" Cervelat, Tip Top, 50 and 100-lb. boxes, .18; less	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .21; less	.23
" Salami (E), 50 and 100-lb. boxes, .18½; less	.80
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .15½; less	.17
" Tongue Sausage...per lb.	.18
" Smoked Braunschweiger Liver Sausage...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz	.90
" Petit Delicatess Frankfurters, with Saner Kraut.....per doz.	.90
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Bintwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz	4.75
" (Derby Brand), quart glass jars per doz	5.75
" (Derby Brand), 10-oz. jars, per doz	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

The "Ladies' Home Companion" is finding fault with dirty grocers, and they are making the grocers' customers "sit up and take notice." You can't have dirty goods and bins like these at the same time.



10-foot Counters, $47.50
12-foot Counters, $57.00

F. O. B. PHILADELPHIA

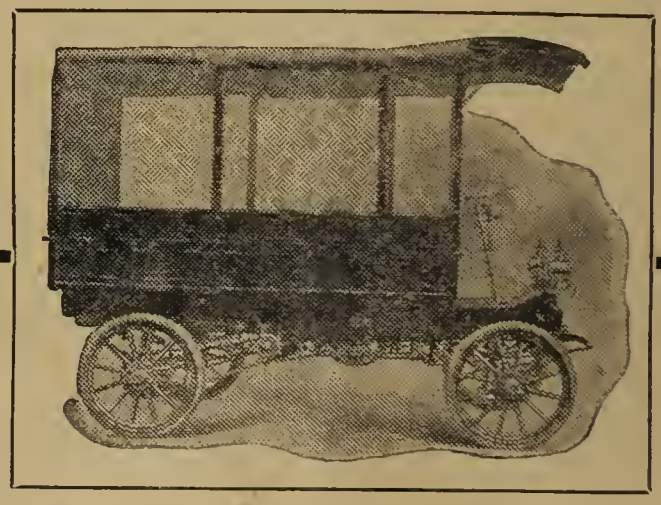
These counters are equipped with Patented Tilting Bins, with display fronts, made of selected golden oak, highly polished.

MILLER & ENGLAND

If you want one or more, order them quickly for we won't make this price long.

7012-14-16-18 Woodland Ave.
PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.



You May Think You Can't Afford an Automobile in Your Business, but, as a Matter of Fact, You Can't Afford NOT To Have One

A Rapid Motor Truck or Delivery Wagon will do more work than two teams at half the cost. If you can deliver twice as many goods at half your present expense with one of our machines, are you not making a mistake to stick to horses and wagons. Do you know that the trolleys don't cost as much to run as the horse cars? We are certain you know they do much better work.

Get our catalogue and we will show you the Twentieth Century method of delivering goods.

Address all communications to

F. A. HENRY, Sales Manager

Rapid Motor Vehicle Company PONTIAC MICHIGAN

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ⅛bbl.	5.50 60–75
" milkers, " ⅛ bbl.	6.50 75–85
" mixed, Standard, bbl.	
⅛ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl.	
⅛ bbl.	
Scotland Herring, mixed, large fulls, bbl.	
⅛ bbl. 8.00	
" milkers, large fulls, bbl.	
⅛ bbl. 8.00	
Marinirte Herring, Imported, about 40 in pail.	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail.	1.00
Norway Stockfish, dry per lb.	15
Matjes Herring per pail	

BISMARCK HERRING.

Pint size, round tins, with key per tin	.20
Quart " " " " "	.35
2 Qt. " " " " "	.55
4 Qt. " " " " "	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand) per keg	.75
" 5-lb. pails per pail	.55
" 10-lb. pails "	1.05
Cut Spiced Sardines, per 10-lb. pail "	.75
" " 5-gal. keg per keg	2.75
Russian Sardines, in glass jars per doz.	2.25

NORWAY ANCHOVIES.

Original Package per ⅛ bbl.	5.50
Repacked in 5-lb. pail per pail	.60
" in 10-lb. pail "	1.10
" in 5-gal. kegs per keg	2.75
" in ⅛-lb. flat tins per doz.	.95
" in ⅛-lb. tall tins "	1.50
" in 1-lb. tall tins "	2.00
Fancy Kegs—1½ keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg	.20

SALT SARDELLEN.

Original Package, 1902 per anker	16.00
Repacked—kegs, about 8 lbs. per keg	3.25
" pint jars per doz.	6.00
" large tumblers "	2.25
" small tumblers "	1.25

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RUSSIAN CAVIAR.

1-lb. Tins,	per doz	19.50	½ kilo Cans,	per dz.	19.50
½ "	"	10.50	¼ "	"	10.50
¼ "	"	5.50	⅛ "	"	5.50
⅛ "	"	2.75	1/16 "	"	2.75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000			per cask
50 " bbl.— "	1200		per bbl.
15 " keg— "	500		per 100
10 " keg— "	300	"	1.00
5 " keg— "	150	"	
10 lb. pail— "	50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask per cask	
48 gal. bbl. per bbl.	6.50
10 " keg per keg,	2.40
5 " " "	1.25
10 lb. pail per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse) per lb.	.18
Spitzkugeln "	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg. per bundle	.30
Basler Lebkuchen, No. 1, 5 " "	.50
" " No. 2, 6 " "	.75
" " No. 3, 6 " "	1.00
Amandines, 9-lb. tins per tin	5.25
" small tins "	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

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COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on twe-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.27
Western	.26

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15½
New York, Full Cream, new, 1st's, 40-lb. bxs.	14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.27
Anchovies, in oil, ½ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz.	4.75
" plain, per doz.	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ½ gallon kegs	1.50
" " Quart, glass per doz.	7.00
" " bottled, ½ size per doz.	2.35
" " " ½ " "	1.90
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.00
" small " " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz.	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.85
" ¼'s	5.50
" ½'s	10.50
" 1's	20.00

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French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	.29
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marqnet Mushrooms:—	
First Choice	28.00
Choice, 100 tins per case	26.00
Extra, " "	
Hotel, " "	24.00
Truffles, ⅛ per tin,	.30
" 1/16 "	.55
" ¼ "	1.15
" ½ "	2.25
Shrimps, Pickled, small size	1.00
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs in Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallized Ginger, 1-lb. tins, per doz.	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	5.25

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50



Do You Sell "Just Print Butter?"

Why is it that so many of you grocers just sell print butter without having a butter leader?

Do you forget that the store that just sells nameless bulk goods never has as much hold on people as the store that keeps itself identified by brands of some individuality?

If you will sell **Gurnse** butter you will see very clearly the force of this. **Gurnse** print butter represents a certain standard of quality that never varies; it represents a quality that you are never sure of getting in ordinary print butter.

Don't you see the benefit of identifying your store with such goods?

P. F. Brown & Co.

39 S. Front St., Philadelphia, Pa.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.50
Gold Medal	6.25
Millbourne	6.15
On Top	6.40
Ceresota	6 25
Pillsbury's Best	6.25
Taylor's Fancy	5.50
Semper Idem	4 75
Pride of the West	5.25
Sunbeam	5.15
Quaker City	5.80

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	2.85
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.90
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	3 15

HONEY.

Domestic, barrels, per gal.	.69
Selser's, lunch bottles, 2 doz., per doz.	.95
Selser's, medium bottles, 2 doz., per doz.	1.35
Schimmel's, 10-oz. bottles, 2 doz. in case	1.45
" 6-oz. " " " "	.95

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, Table, 100 lbs.	2.00
" yellow, granulated, 100 lbs.	2 00
" " table, 100 lbs.	1.95
Western yellow, granulated, 100 lbs.	1.60
Western white, granulated, 100 lbs.	1.65
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05⅞
Marrows, Fancy N. Y. State, grain bags, bush	2.37½
Marrows, Extra Choice, grain bags, bush.	2 35
Medium, Fancy N. Y. State, grain bags, bu.	2.40
Pea, fancy, N. Y. State, grain bags, bushel	2.35
Pea, fancy, Michigan, grain bags, bushel	2.35
Red Kidneys, "	1.95
Peas—	
Green, per bushel	2 17½
Scotch "	2.35
Split, yellow "	2.10
" green "	—

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Lentils—	
110-lb. bags, per lb.	.06¾
Less quantity "	.07
Shaker Corn—	
Fancy, barrels, per lb.	.06⅜
Less quantity "	.06⅞
Hominy—	
Lea's Breakfast, 10 pkgs., case	1.65
Lea's Pearl, 100 lbs., per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100 lb. bags	1.70
Western Grits, 100 lb. bags	1.05
Barley—	
OO	.07
No. 3, 100-lb. bags	4.00
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl.	7.40
" " kegs 100 lbs., per keg	3.85
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.55
Banner Oats, 20 packages	4 35
Friends' Oats, 36 packages	
H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.55
Quaker, 10 large size	2.20
Rolled Oats—	
Avena, per bbl., 180 lbs.	6.75
Avena, per keg, 90 lbs.	3.55
Standard, 180-lb. bbls.	6.40
" 90-lb. bags	3.10
Sago—	
Fine, bags about 160 lbs.	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs.	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs., per lb.	.04⅝
" " less quantity "	.05¼
" Pearl, 210 lbs. "	.04⅜
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3 00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2 65
Cook's Malto Rice, 36 2-lb. packages	4.20
Cerealine Flakes, 36 packages	2.35
Force Food, 36 packages	3 65
Mapl Flake, 36 "	3 75
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.88
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2 70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3 90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated "	1 07½
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz. "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz. "	.87½
Jell-O Ice Cream Powder, 2 doz. "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs., per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz., per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs.	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs.	1.60
" in boxes, 12 lbs.	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

The Digestible Part of Corn

In our **Winorr** Brand of Canned Corn we do away with the indigestible hulls, packing only the kernels of the corn, which we extract by a special device, leaving the hulls on the cob.

There is no other brand like the **Winorr** brand, and it will readily sell on that account. It is most delicious and *entirely digestible*, and when once shown will always be in demand.

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.



THE PRESSING & ORR COMPANY
NORWALK, OHIO

You Cannot Afford to be Without It!

No up-to-date grocer can afford to allow his competitor obtain the business that should and would come to him if he stocked

Buchan's Toilet Soaps

Number "363" is known throughout this entire country as a symbol of soap purity, because it was the first, and we belive the only serial number given to a soap firm by the United States Government.

Buchan's Toilet Soaps contain phenol absolut, the greatest antiseptic known. That is why they are the cleanest and purest soaps made.

Let us show you how to make big profits.

Buchan's Soaps Corporation
FLATIRON BUILDING, NEW YORK CITY

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Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip".....per doz.	.90
Hopper's Can Opener.....per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4.....per doz.	9.00
" 5..... "	12.00
" 6..... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3..... "	2.60
" 4..... "	3.00
" 5..... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Butchers', without weights, No. 0
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case.....per doz.		.90
Tins, Keyed (Jewel) 2 doz. in case..	"	.90
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case.....	"	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6. 0	1.45	1.21
Ex. Bloaters, xxx.....	40.00	20.60	10.45	2.2	1.95
Ex. Bloaters, xx.....	38 00	19.60	10.00	2.15	1 77
Fancy Shore, No. 1...	37.00	19.10	9.75	2.10	1.73
Med. Shore, No. 1 ...	26.00	13.50	6 90	1.55	1.29
Large Irish, No. 2.....	24 00	12 60	6.50	1.45	1.21
Extra Irish, No. 2,....	23.00	12.10	6.25	1.40	1.17
Medium Irish, No. 2..	22.50	11.85	6 08	1.38	1.15
Small Irish, No. 2.....	22.00	11.60	6.00	1.35	1.13
Irish, No. 3.....					
Large, No. 3	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish.....	6.00	3.60	2.00	1.50	
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case.....	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.c6
Medium Bank	.05¼
Pollock	.05
Hake	.c4½

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring.....per box	.17
Small Extra Scaled Herring .....per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.11½
Smoked Salmon, whole fish.....per lb.	.27
Cromarty Bloaters, 50s.....per box	.67½
" " 100s ..... "	1 25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.03¾
Fancy N. Y. State, 48 1 lb	.10½
Choice N. Y. State, 50-lb. boxes	.09¼
Penn ¼s, 60-lb. bags	.07
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.22½
Standard Royals, 25 lbs	.19
Cherries—	
California, unpitted, Black, 25 lbs	.16
California, pitted, Black, 25 lbs	.25
Currants—	
Gold Medal, recleaned, 36 1s	.08
Gold Medal, loose, 25 lbs	.08
Private Growth, extra, cleaned, 36 lbs	.08
" cleaned, 30 lbs. bulk	.07¾
Peaches—	
Extra Fancy, pared, 25 lbs	.25
Extra Fancy Muirs, 25 lbs	.14½
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12¾
Choice Yellows, 25 lbs	.11¾
Pears—	
Fancy California, Bartlett, 25 lb	.13

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.09½	.09	.08½	.07¾
40– 50, 25 "	.08¾	.08¼	.08	.07⅛
40– 50, 50 "				
50– 60, 25 "	08¼	.08	.07½	.06⅞
50– 60, 50 "	.08	.07¾		.06⅜
60– 70, 25 "	.08	.07¾	.07	
60– 70, 50 "	.07¾	.07½		
70– 80, 25 "				
70– 80, 50 "				
80– 90, 50 "	.06⅛	.05¾		
90–100, 25 "				
90–100, 50 "		.05¾	.05¼	
100–120, 50 "				

25–30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.08¾
Raisins—	
Muscatels, 4 crown, 50 lb	.07¼
" 3 " 50 lb	.06¾
" 2 " 50 lb	.06¼
Cal. Thompson Seedless, 50 lbs	.07
Cal. Cleaned Sultanas, 50 lbs	.07¼
Cal. Sultanas, 50 lbs	.06¾
Cal. Seedless Muscatels, 50 lbs	.06½
Roger's, Layer, Valencias, 28 lbs	.07½
Llano, Layer, Valencias, 28 lbs	.07
Gilabert's, Layer, Valencias, 28 lbs	.07½
Raisins, Seeded—	
Ensign, fancy, 36 1s	.09⅛
G. & S. fancy, 36 1s	.09
Tiger, fancy, 36 1s	.08⅞
Admiral, fancy, 40 1s	.08⅜
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ⅓ doz. 25-cent size in case .....per case	2.30
Case No. 5, 1 doz. 25-cent size..... " "	2.05
Case No. 6, 2 doz. 15-cent size..... " "	2.47½
2 doz. 15-cent size, 1 lb..... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case .....per doz.	2.15
24-12 oz. package, packed 2 oz. in case..... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz.....per doz.	.65
Tumblers, 5-c. size, 2 doz..... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

It isn't so much a question of *"Getting Along"*—the other fellow may get along so much faster that you won't be in the race—
What you want to do is to *"Get Ahead"*
Your best asset is "ENTERPRISE"

"ENTERPRISE"
With New Total Registering Device



SELF-PRIMING and MEASURING PUMP

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

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INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pnre Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38
		No. 1.	No. 2.
Jnmbo Chimneys, plain, per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Colnmbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rnle, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dasb	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.15
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popnlar, 4 doz	"	1.45

MATCHES.

		Per gro
Swift & Conrtney's, 200's, 1-gross case		1.75–1.90
" 400's, 1 "		3.50–3.70
" 500's, 1 "		3.75–4.00
Blue Hen, 200's, 1 "		1.50–1.60
" 500's, 1 "		4.00–4.25

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	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 200's	1.30–1.35
American Paraffine, 500's, ex. qual	4.15
Telegrapb, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1 00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckers, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits,	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent. bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Klts, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " " "		5.30
" 5-lb. Glass Jars, 6 to case	"	6.25

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National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Palls, 18, 37 and 68 lbs	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs	"	.08¼
Wooden Klts, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	15.50
" Extra, 64 oz	13.50
" Mammoth, quarts	7.25
" Extra, quarts	6.75
" Extra, pints	4.50
" Mammoth, ½ pints	3.15
" Extra, ½ pints	3.00
Fourees, 19 oz., finted bottle	4.75
De Lucques, 10 oz	2.40
Farcles	3.75
Queen, 6 oz	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15
California, quart bottles	6.50
California, individuals	1.50

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz	8.75
" Finest Snblime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Snblime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Snblime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case	per case, 8.50
Pints, " 2 " "	" 9.00
½ Pints, " 2 " "	" 4.75

Oliver's Olive Oil—

1 dozen large	6.00
2 dozen medium	6.75
2 dezen small	4.25
6 1-gallon tins	per gal. 2.10
10 ½-gallon tins	per gal. 2.20
20 ¼-gallon tins	per gal. 2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz	per doz. .55
Stohrer's, No. 16, 2 doz	per doz. .95
Stobrer's, No. 32, 1 doz	per doz. 1.85
Keystone, bottles, 2 doz	per doz. .95

L & S Pickles

L. & S. Pickles are only one of many brands of sweet pickles on the market—why should you push them instead of the others?

A natural question, and here's the answer:

L. & S. Pickles are preserved with granulated sugar. Many, many brands—it wouldn't be fair to specify—are sweetened with saccharine, a harmful chemical substance made from coal tar! Besides the harmfulness, saccharine only sweetens on the outside anyway; sugar goes clear to the heart of the pickle and preserves it through and through.

That's why you should choose **L. & S. Pickles.**

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

We Will Pay You
TO PUSH ARIOSA

Besides giving you a good profit on **Ariosa Coffee** and making it so widely known that it needs an introduction nowhere, we will give you almost any article of merchandise you may want either for your home or store in exchange for the vouchers which come to you with every case.

If you haven't a catalogue we will send you one.

Arbuckle Brothers
NEW YORK

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.18½
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03⅜
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.—Manila.

Size of bag.	Panther, Yellow Union Self-opening Sq.	Record or Flyer, Square.	Alligator, Embossed, Extra Qual., Yellow, Union, S.O.S.	Wolt Automatic Self-opening, Square.	Union Bear Automatic Self-opening, Sq.	Buffalo, Yellow, Self-opening, Square.
¼	.48	.29		.31	.35	.45
⅓	.53	.32		.37	.43	.55
1	.71	.45	.78	.49	.55	.73
2	.89	.53	.97	.61	.71	.93
3	1.09	.65	1.25	.75	.89	1.15
4	1.25	.77	1.39	.87	1.05	1.33
5	1.45	.91	1.65	1.07	1.21	1.55
6	1.73	1.03	1 95	1.23	1.41	1.81
8	2.09	1.19	2.29	1.49	1.68	2.19
10	2.27	1.37	2.55	1.65	1.83	2.41
12	2.69	.....	3.11	.....	.....	2.89
14	3.37	.....	3.97	.....	.....	3.75
16	3.87	.....	4.41	.....	.....	4.01
20	4.39	.....	4.79	.....	.....	4.55
25	4.83	.....	5.41	.....	.....	5.05

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25
Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10

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Russian Sardines	per keg	.75
" 5-lb. palls	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

William Bros., 32 gal., 1500s	10.75
" " 16 " 800s	6.10
" " 16 " 600s	5.25
Barrels, 45 gal., 1200s	10.75
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal. per keg,	3.30
Sweet Pickles, 700s, 5 gal. "	3.60
Sweet Pickles, 1,000s, 5 gal. "	4.15
Sweet Pickles, 2,000s, 5 gal. "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00

Willliams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz	.95
No. 8, Sweet Gherkins, 2 doz	.95
No. 8, Sour Mixed, 2 doz	.95
No. 8, Sour, assorted, 2 doz	.95
No. 8, Chow-Chow, 2 doz	.95
No. 8, Onions, 2 doz	.97½

Crosse & Blackwell's:—	
Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Caulliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18-20 lbs	.09¾
" 14-16 lbs	.09¼
" 10-12 lbs	.10
Picnics, 6-8 lbs	.09
N. Y. Shoulders, 10-12 lbs	.10
Dried Beef, sets (city smoked)	.15
" Tenders and Knucks	.16
" Flats	.13
" Air Dried, sets	.20
" " Tenders and Knucks	.21
Jersey Pork, Butt per bbl.	17 00
" Family "	18.00
Breakfast Bacon, rib in	.10½
" boneless	.12
S. P. Bellies, 14-15 lbs	.09
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.17
Beef Tongues, smoked, 5-6 lbs. per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.12
" " large	.12
" " medium	.12
" " small	.12
" Breakfast Bacon	.12
" " boneless	.14
Beef, air-dried, regular sets	.20
" " insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.20
Beef Tongues per doz.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb	.12¼
Premium brand Hams, 12 lb	.12
Premium brand Hams, 14 lb	.11½
Premium brand Hams, 16 lb	.11½
Premium brand Hams, 18 lb	.11½
Premium brand skinned Hams, 18-20 lb	.11
Premium brand boiled Hams, skinned, fatless	.22
Premium brand Bacon	.19
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.16
Winchester brand skinned Hams, all aver	.10
Winchester brand Picnics	.09

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	08¾	7¾
Plain Tubs, 50 and 60 lb. cans	08¾	8
10-lb. Tin Palls, 60 lbs	09¼	8⅛
5 " "	09⅜	8¼
3 " "	10	8⅜

John Bower & Co.—	
Pure Kettle Rendered, tierces	.09¾
" " tubs	.10
" " 3, 5 and 10-lb. cans.	.11
Swift & Co.—	
Premium brand, tierces	.09¾
Silver Leaf brand, tierces	.08¾
Jewel, compound, tierces	.07⅜
Cotosuet tierces	.07⅜

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.08 –.09
Common to fair, native	.06 –.07
Western Dressed Beef—	
Choice, native cattle	.08 –.09
Common to fair "	.06 –.07
City Dressed Veal—	
Prime	–.13
Good to choice	–.08
Dressed Hogs—	
Pigs	–.07
Hogs, heavy	–.07
" 180 lbs	–.07
" 160 lbs	–.07
" 140 lbs	–.07
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.10
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00



They Must Keep Expert

It is a provable fact that a majority of cooking experts use **Nicelle Olive Oil** in all their demonstrations.

Why? Because they must use the very best oil obtainable in order to insure results. Otherwise they would soon cease to be known as experts.

Nicelle Olive Oil is bottled in France, where produced. It is the first pressing of the finest oil olive grown. You will be proud to sell it.

Nicelle Olive Oil Co.
105-109 HUDSON STREET, NEW YORK

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



"As Good As I Bought Last Time"

You ought to sell Swift's PREMIUM Hams for your own protection. Can you satisfy your trade unless your hams are uniform? And can they be uniform unless bought from a packer who can keep his raw material uniform?

Few packers have our facilities for keeping hams up to a given standard year after year. Swift's PREMIUM Hams scarcely vary a hair's breadth from one year's end to another. That does us a whole lot of good, as it will do you.

The woman who can always depend on getting good ham—"as good as I bought last time"—is going to buy lots of ham.

Swift & Company, U. S. A.

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.10
" " western		.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.	
Turkeys—		
Western, Y. H., 8 to 10 lbs	.18	–.20
" Y. T., 15 to 17 lbs	.18	–.20
Old hens and toms	.16	–.18
Common to Good	.14	–.15
Broilers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22	–.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22	–.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22	–.24
Western, 4 to 4½ lbs. to pair, fancy	.18	–.20
" 3 to 3½ lbs. to pair, fancy	.18	–.22
" fair to good	.15	–.16
Fowls—		
Western, fancy	.14	– 15
Heavy Roasters, 4 to 5 lbs	.14	–.16
Fair to good	.12	–.13
Old cocks	.10	–.11
Western capons, fancy	.22	–.24
" " small	.20	–.21
Squabs—	Per doz.	
Prime, large, ancy	4.00–4.50	
Mixed	3.00–3.50	
Dark	1.50–2.00	

LIVE POULTRY.

	Per lb.	
Spring chickens, nearby, 1½ to 2 lbs	.15	–.17
Largo Springers	.14	–.15
Fowls	.14	–.15
Roosters		–.10
Ducks	.14	–.15

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 " "	"	.85
Large or No. 2, 1 " "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	5 45
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz. doz.	.90
Spring Garden, fancy, No. 3, 2 doz. doz.	.80
Compass, No. 3, cans, 2 doz	.75

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ½ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—	
Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ½ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.80
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails per pail	1.15
Apple, 20-lb. crocks per lb.	.07¾
Apple, Schimmel's, 30-lb. pails per lb.	.06
Prune, 30-lb. pails per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, importod	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		o 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size per doz.,	1.20
Laudanum, 25c.-size per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk per lb.	.08
" Lump, bulk "	.08
Butter Color, W. & R. per doz.	1.00
Bluestone, bulk per lb.	.09
Copperas per lb	.01¼

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Camphor, gum, 1-oz. blocks	"	.95
" Flakes, 250 bbls	"	.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02¼
" " less quantity		.02¾
Castoria, Fletcher's per doz.		2.80
" Pitcher's "		.85
Carbonate of Ammonia "		.11
Epsom Salts per lb.		.01½
Glauber Salts per lb.		.01½
Glue, ordinary		.09½
Glue, white		.20
Glue "		.11
Goff's Cough Syrup, 25c. size per doz.		1.75
Goff's Herb Bitters, 25c. size "		1.75
Goff's Oil Liniment, 25c. size "		1.75
Goff's Sarsaparilla, 50c. size per doz.		3.50
Goff's Worm Syrup, 15c. size "		1.20
Goff's Horse and Cattle Pwd., 15c.size "		1.20
Goff's Dyspepsia Tablets, 10c. size "		.75
Gum Arabic per lb.		.55
Haarlem Oil per doz.		.40
Licorice, P. & S., 5c. stick, Imported "		.36
" M. & R., 5-lb. boxes per lb.		.23
" " Lozenges, 5-lb. boxes, "		.27
" Y. & S., " 5-lb. glass front, "		
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "		.24
" Root "		.11
Putty, 25-lb. cans per 100 lbs.		1.60
" 50-lb. cans "		1.55
Petroleum Jelly, screw top, 5-c. size "		.35
" " 10.c. " "		.75
Paris Green, 100-125-lb. kegs per lb.		29½
" ¼-lb. packages "		.34
" ½-lb. " "		.33
" 1-lb. " "		.32
Jamaica Ginger, Hires', flasks per doz.		.90
Rosin per lb.		04
Saltpetre, crystal, barrels, about 350 lbs. "		.07
" granulated, kegs, 100 "		.07
Sulphur, Flour, 175-lb. barrels per 100 lbs.		2.45
" 100-lb. bags		2.25
" less quantity		.03¼
Venetian Red per lb.		.02
Whiting "		.02
	1 oz.	2 oz.
Husband's Magnesia per doz.		2.85
Bull's Cough Syrup "		1.90
Roach Powder, Omega, 4-oz. cans		.80
" " per gross		9.00
Roachsault, 10c.-size, 1 doz. per doz.		.80

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.

MORGAN & CORNELL — 211 DUANE ST. NEW YORK

—49—

W. F. Young's Veterinary Remedies, wholesale prices— Per doz.

Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

		Per doz.
McCormick & Co., Bee Brand—		
Vanilla, Rose, Pistachio	10c. size	.85
	15c. size	2.00
	25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 3, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.		2.00
" " " " No. 2X, "		.80
" " " " No. X, "		.45
" Lemon, " " No. 25, "		1.75
" " " " No. 2X, "		.80
" " " " No. X, "		.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Knight's Liquid Rennet	per doz.	1.15
Blair's " "	"	1.10
Hansen's Junket Tablets, 5 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 5 doz., 5c		.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts		3.75
" " 2 doz. pints		4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.05⅞
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03½
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs		2.50
" " 60 bags, 5 lbs., llm		4.00
" " 22 " 14 "		3.75
" " 30 " 10 "		3.75
" " 115 " 2¾ "		4.00
Worcester, Irish Linen, bags, 250 lbs		2.50
" " " 56 "		.65
" " " 28 "		.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.		3.00
" Pretzel, bbls. contain 280 lbs		2.40
" " sacks, 180 lbs		1.55
" Cheese, bbls. contain 280 lbs		2.40
Ivory Salt, dime size, 36 wooden boxes to case		2.20
New Ivory Salt, 24 large cartons to case		1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel	per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags		.40
" " " 140-lb. " "		.75
Agricultural Salt, 200-lb. burlaps		.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.	doz.	.87½
Durkee's, large, 1 doz.	per doz.	4.00
" small, 2 doz.	"	2.40
Schimmel's, small, 2 doz.	per doz.	.87½
My Wife's, large, 1 doz.		2.30
My Wife's, small, 2 doz.		1.45
Snider's Salad Dressing:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Luncheon, 3 doz.	"	.90
Gallons, 6 jngs in crate	per jng	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.65
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.65

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.		.77½
North of England Sauce, No. 8, doz.		.77½
Chef Sauce, 2 doz., doz.		.75
Snider's Chili Sance:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jngs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



50 YEARS THE STANDARD

BORDEN'S

Eagle Brand Condensed Milk



Three Generations Attest its Merits Give Your Trade Satisfaction

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY" NEW YORK

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SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.10	Mustard, Yellow..	.07
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb.	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Bahbitt's, ¼'s, 25-lb. boxes, "	.04½
Arm & Hammer bd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ½, ¼, 36 lbs., "	.05¼
Saleratus, Bahbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50

5 per cent. discount on 5 case lots.

Cilcquot Club Co. : —	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatuh, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz., per doz.	.72
Putz Liquid, large, 3 doz., per gross,	16.50
Putz Liquid, large, 3 doz., per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans, "	18.00
No 2, pint cans, "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans, "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pastehoard boxes, 3 doz. in case, 50 lbs., per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Bahbitt	100	3.70
Bahbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	72	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Napbtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.25
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tubs	150	4.70
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.50
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo, gross	6.60
Buttermilk Cosmo, doz.	.60
Buttermilk, Swift's, gross	4.05
Castile, Imported, Conti, lb.	.13½
Castile, Conti, original boxes, lb.	.11¾
Cutaneous, Dr. Raub's, doz.	.70
Elderflower, large cake, gross	4.40
Fleur-de-lis, gross	4.50
Fleur-de-lis, doz.	.45
Hearts and Flowers, gross	10.25
Maxine Elliot, gross	8.10
Oatmeal, 3 cakes in box, gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box, lb.	.09
Turkish Bath, doz.	.40
Sweetheart, 50 cakes, box	1.75
Witch Hazel, 3 cakes, ½ gross, gross	3.25
Witch Hazel, Swift's, gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, lbs., ¼-gross boxes, per box	2.70
" 6 oz., 100 packages, "	2.65
" 8-oz. packs, "	2.70

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Bagbitt's 1776 Powder, 100 6-oz.	2.35
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.55
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.60
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz., per doz.	.43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand— Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ½ lb. .40
¼ lb. .75

Banquet Brand—
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ½ lb. .40
¼ lb. .75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St
PHILADELPHIA, PA.

"As Good as the 'J. M.'"



No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—

5 cent tins, 2 and 4 doz.	per des.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb. net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22

Colman's Mustard, D. S. F.:—

1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, Ne. 6, with spoon, 2 doz.	.95
Gulden's, Ne. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.09½
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, large	.18
" Medium.	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

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CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		06½
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅜
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs.	.04⅞
" 3-lb. cartons, 48 lbs.	04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish, 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs	.07¼
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enamelline Paste, small, ¼ gross	4.00
Enamelline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ⅛ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ⅛ gross		4.50
Per gross		9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 des.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per dez.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 dos.	"	.70
Bath Brick, 25 bricks	per box	.60
Tootbpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 os.	per dos.	.06½
6 oz.	"	.07
8 os.	"	.07½
10 oz.	"	.08⅓
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		2.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, dos.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

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Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, Ne. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 101	.32
Fancy, No. 100	
Choice, No. 576	
Prime, Ne. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, cholce, Ne. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per doz.	.87½
Karo, 25 cent size, 1 doz.		2.25

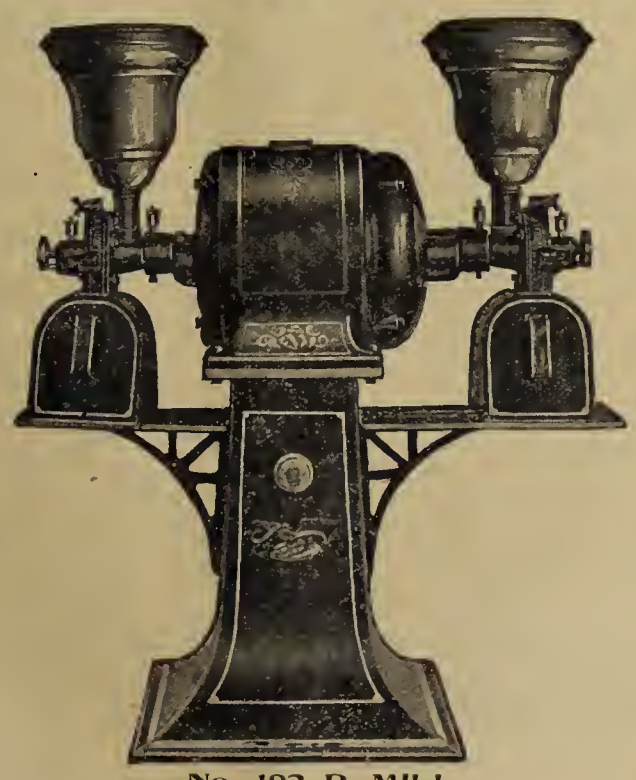
HENRY TROEMNER'S

Electric Coffee Mills

ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



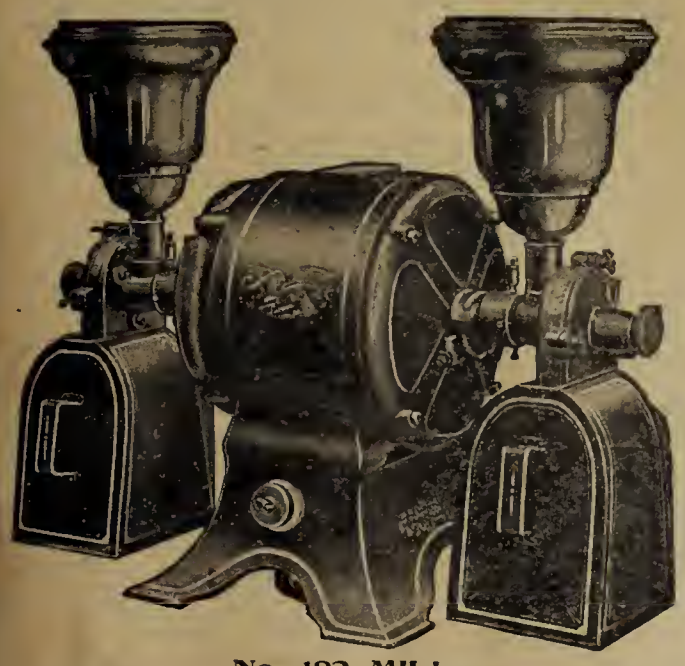
No. 192 P MILL

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 192 MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

No. 911 ARCH STREET



No. 19 MILL

—61—

Banner, in jars, compound	per doz.	1 00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz	2.40
" " medium, doz.	1.40
" " small, doz	.90
Vermont Maple Syrup, gal. tins, per gal.	1.25
" " ½-gal. tins, per doz.	7.75
Hazen's Maple Syrup, qt. bottles	4.00
" " pt. bottles	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.

	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

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No. WASHBOARDS.	Per doz.
69, Good Enough, double, 2spring protector	3.65
57, Peerless, double	3.65
80, Seal Globe, double, 2wing protector	3.30
61, Peerless, double, 2spring protector	4.45
110, Peerless, 2ingle, 2spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, 2ingle, protector	2.75
118, Good Enough, 2ingle, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.80
Galvanized, 12 quart	2.05
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.30
2, Solid oval	2.50
3, Solid oval	1.70
5, Solid oval	2.10
1, Wire ends	1.15
2, Wire ends	1.35
3, Wire ends	1.55
5, Wire ends	1.95
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

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BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
29, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

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TOBACCOS—PLUG.

	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.

	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed, per doz.	.18
Magic, 1½ doz. packages, per box,	.58
Yeast Foam, 1½ doz., per box	.58



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The Walter M. Lowney Company

447 Commercial Street, Boston, Mass.

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases, 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-¼ gallons, per gallon	2.25

JOS. M. OLIVER & SONS

IMPORTERS 5 South Front St., Philadelphia

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," 'Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

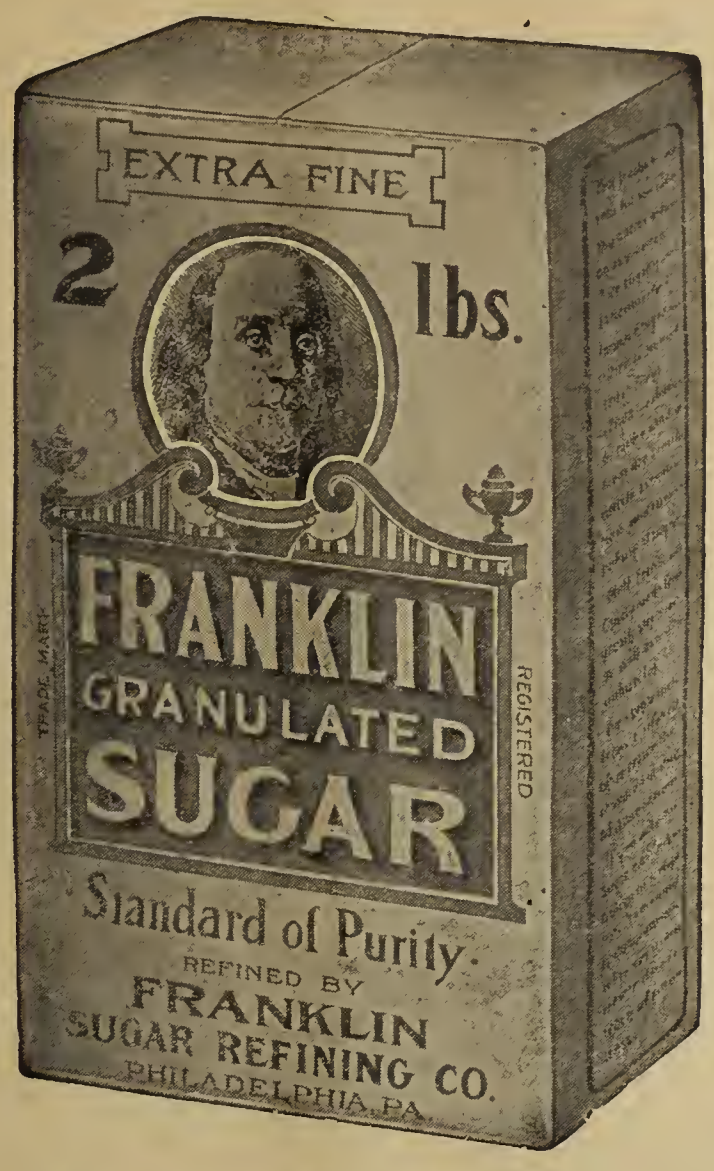
TOLEDO, OHIO

Does the Department Store Take Some of Your Trade?

Do you know why you lose trade to the Department Stores? It's because when these stores are closed at night the windows are lighted and the light shows bargains in groceries. These offerings attract passers and the next day they come in and buy.

You can do the same thing—make your store advertise you while it is closed—light it well, show something in your windows that will attract attention and many of those who see it will come in the next day. One new customer will pay the cost for a week. Write us and we'll show you how to do it.

THE PHILADELPHIA ELECTRIC COMPANY
TENTH & CHESTNUT STS.



Do You Spend Your Principal When You Could Live on the Interest?

The grocer who does unnecessary work during the summer is as foolish as the man who spends his principal when he could live on the interest?

Franklin Carton Sugar offers you a way of getting rid of at least some hard work during the coming summer—the work of digging up and wrapping sugar. "You've never thought that very hard work," you say? Well, but if you can get rid of even that much without sacrificing anything, hadn't you better do it?

"Sacrificing anything!" Why, it's a gain all along the line. Not only do you save the work; but the loss that comes from overweight when you sell sugar in bulk.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

They Thought We Did Miracles

If we could make every credit grocer understand how clean and wonderfully strong our collecting plan is, we could probably get three-fourths of all the credit grocers in the the country on our books—because every credit grocer has debts that he can't collect.

Our plan has had results that to some merchants have seemed almost miraculous, since we have literally squeezed blood from a stone—yet the only thing we do is to hunt for the weak spot in the dead-beat's armor—it's there somewhere—and plant our blow there.

Write us for your own good.

Union Mercantile Agency

314 Court Exchange Building
BRIDGEPORT, CONN.

The firms advertising on these pages are all well-known; their products

FOOD



VALUE

Better Than Milk or Meat

¶ **Royal Peanut Butter** is one of the most healthful food products ever manufactured. We want you to tell this to your customers, and as a real incentive for you to do so we are going to give you the money we would otherwise use to tell consumers of its merit. Universal Coupons packed in every case from January 1, 1908. Remember, it is the best thing of its kind ever made. You make a splendid profit on it and the coupons are exchangeable for any article of merchandise you may need for your home or store.

Cleveland Health Food Co.

Cleveland, Ohio

"Every Little Bit Added to What You've Already Got Makes Just a Little Bit More"

Wrigley's Soap pays you better than any similar article on the market. By pushing it you will add a **great deal more** to your profit.

Universal Coupons in each box.

THE WRIGLEY MANUFACTURING CO.

PHILADELPHIA, PA.

We Want You to Sell This



There are good reasons why you should. It is the finest floor wax ever manufactured. Lots of your customers have hardwood floors, and if you sell **Moore's Floor Wax** to them ONCE they will always buy it. To make it worth your while to tell your trade about it, we are giving you enough Universal Coupons with it to entitle you to a handsome premium with every case.

E. B. MOORE & CO.

76 Wabash Avenue **Chicago, Illinois**

The result of 80 years' experience is

DIXON'S POWDERED Stove Polish

Joseph Dixon made the first stove polish in 1827, and a good stove polish it was too. The Dixon Company has been making good stove polish ever since.

The new Dixon Stove Polish is as good as 80 years' experience can make it. No adulteration, a generous size box, Universal Coupons—this means good business for you. Write our Stove Polish Department about it.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

are the best on the market and all bring you UNIVERSAL COUPONS

S-E-A F-O-A-M

Sell Sea Foam Baking Powder because it's the best leavener.
Every housekeeper who has tried it knows a little goes further.
All your customers will KEEP using it, once they start.

Failures in baking are impossible with Sea Foam.
Other baking powders mean—taking chances.
A big saving to your customers over trust powders.
Much better profit for you.

It's too good not to push. UNIVERSAL COUPONS in every case for the grocer.

Sea Foam Baking Powder Co., 1 and 2 Hudson St., New York

Giving It To You

We want you to handle our **Macaroni, Spaghetti, Noodles** and **Pastels.**

Why should you? Partly because we assure you on our honor they're as good as Freihofer's Bread. We *must* make a superior grade of these things to sell them, and we *are* making it.

Another reason why you should think favorably of these goods is that every case contains Universal Coupons, which you can exchange for things you want.

We're spending our advertising money with you instead of your customer.

The Freihofer

VIENNA BAKING COMPANY

PHILADELPHIA, PA.



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York



A BAG FULL OF GOODNESS

We don't have to say a word about the quality of **Private Estate Coffee** to the many thousands of retailers who are selling it—their **customers** do the talking for it. But those who haven't made **Private Estate** their Coffee Leader have missed a chance to wean their customers away from the Tea and Coffee Stores. It can't be beaten. We share our profit with grocers by giving them Universal Coupons with each case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS 33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street

Baked Beans Ought To Be Baked

Most "baked" bean manufacturers are much exercised over the status of their goods under the National food law. Why? Because their beans aren't baked at all—they are merely boiled or steamed. It's a question whether they can be sold as baked beans.

Actual baking makes a big difference not only in the flavor but in everything else. Boiling or steaming swells the bean and makes it mushy. Baking reduces the size and make it not mushy but mealy. Anybody can see and taste the difference instantly.

The tomato sauce used on ***L. & S. Baked Beans*** is genuine tomato sauce made from the ripe tomatoes; not the catsup that is often used.

Lutz & Schramm Company
ALLEGHENY, PA.

BACON
AS A BREAKFAST FOOD

There are dozens of breakfast foods on the market but none of them can take the place of Bacon; nothing is so thoroughly satisfying and nothing adds so much zest to one's life as a breakfast, the foundation of which is

Burk's "Butternut Bacon"

This Bacon is selected from corn-fed hogs, specially cured with granulated sugar, mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste impossible; wrapped in highly glazed and parchment paper and embellished on two sides with an attractive blue and white label. A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the "Five B" Bacon, because of its name

Burk's Butternut Boneless Breakfast Bacon

This Bacon was first introduced at the National Export Exposition, held in Philadelphia in 1899. It has had a steadily increasing sale each year, and today is the best known and most used Bacon in Philadelphia.

Burk's Lard

Is guaranteed to be absolutely pure and to contain nothing but what results from the rendering of good, wholesome hog fat and to contain all its original properties, none of which has been extracted.

Many brands of Lard are "pure," but the rich oils have been extracted so that the manufacturers can make a larger profit.

Such Lard is not to be compared with *Burk's*, because it lacks richness, and while cheaper in price is in reality dearer because a larger quantity must be used to produce the result.

Get in touch with us.

Louis Burk
GIRARD AVE. and THIRD ST., PHILADELPHIA

This Tells the Tale



A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

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How Co-operative Delivery Works in One Town

In Adrian, Mich., It Reduced the Cost of Deliveries to Two Cents for Meats and Three Cents for Groceries. Works Better in Every Way Than Individual Delivery.

The co-operative method of delivering goods has been in use in Adrian, Mich., for some time. It has proved exceedingly popular to the merchants of the town and has been successful beyond all expectations. Since adopting the system of delivery the dealers have educated the people to order goods but once or twice each day instead of every half hour as heretofore. It seemed a hardship at first, but through concentrated effort the merchants have won out and now all is smooth sailing.

The merchants formed a stock company and members buy shares at $100 each. They built a barn upon leased ground. This building is about 50 x 100 feet and is constructed of brick throughout, with cement floors suitable for horses and wagons. It is arranged so as to make it particularly adaptable to the purpose for which it was intended.

When the system was first put into use the merchants had a hard time to adjust matters properly so far as deliveries, routes, etc., were concerned, but by careful study and a little patience this was finally adjusted to meet all requirements. They have twelve wagons, and all are kept busy during certain times of the year, while at other times they frequently cut off a few wagons, increasing each one of the routes sufficiently to take care of the territory from which the two or three wagons were taken. They have found the single horse wagon the most practical. Four trips over each route are made daily, the first wagons leaving the various stores at 7.15 A. M. All wagons then drive back to the barn, where they are unloaded and routed. Wagons return from their delivery routes so that they may again leave their various stores at 9.45 A. M. Two deliveries are made in the afternoon. Each customer is given a card explaining the delivery system and the time orders must reach the store in order that they be delivered upon a certain trip. Through a coupon system every merchant keeps track of the various jars, oil cans, etc., that leave his store, and these same coupons are used to check up the number of deliveries made from any one particular store. No order is delivered upon which the purchase amount does not allow sufficient profits to make the delivery.

Deliveries to members have been costing 2 cents each for meats and 3 cents for groceries, while transient dealers, or those holding no stock in the company, must pay the contract price of 2½ cents for meats and 3½ cents for groceries. Department stores pay 5 cents for each delivery.

Merchants wishing to send orders C. O. D. can do so, as each driver is given a certain amount of change and authorized to make collections.

C. A. Wilson,
Secretary Adrian Retail Merchants' Association.
Adrian, Mich., Feb. 18, 1908.

Costs $25 to Sell These.

Internal Revenue Commissioner Issues List of Patent Medicines Sufficiently Alcoholic to Impose Government Tax on Sellers. Directly Affects General Storekeepers Selling Patent Medicines.

Special correspondence of "Grocery World."
Washington, D. C.,
Feb. 21, 1908.

During the past few days Internal Revenue Commissioner John G. Capers has sent to all deputy commissioners a list of patent medicines which had been found to contain so much alcohol as to make the seller liable to the Government license of $25.

There are just fifty-four of these preparations that come under the ban of the Internal Revenue Department, that is, that have been found from analysis to contain sufficient alcohol to require the payment of the special tax required by the Government, and in this official notification the deputy collector is directed to notify all retail dealers in his district who have not already paid the special tax as a retail dealer.

The list is as follows. All general storekeepers selling patent medicines should take notice:—

Angostura Aromatic Tincture Bitters, Aroma Stomach Bitters, Atwood's La Grippe Specific, Augauer Bitters, Augauer Kidney-Aid, Belvederep Stomach Bitters, Bonekam Stomach Bitters, Boonekamp Bitters, De Witt's Stomach Bitters, Dick's Nutritive Elixir, Dr. Dade's Blackberry Cordial, Dr. Bouvier's Buchu Gin, Dr. Fowler's Meat and Malt, Dr. Gray's Tonic Bitters, Dr. Hortenbach Stomach Bitters, Dr. Worme's Gesundheit Bitters, Dr. Rattinger's Bitters, Duffy's Malt Whiskey, Ducro's Alimentary Elixir, Gilbert's Rejuvenating Iron and Herb Juice, Ginger Tonic, Ginseng Cordial, Green's Chill Tonic, Harrison's Quinine Tonic, Jerome's Dandelion Stomach Bitters, Jones' Stomach Bitters, Juni-Kola, Brown's Aromatic Cordial Bitters, Brown's Vi Nerva Tonic, Botanic Bitters, Cinchona Bitters, Clifford's Cherry Cure, Cooper's Nerve Tonic, Cuban Gingeric, Dandelion Bitters, K. K. K., Katarno, Kudros, Lemon Ginger, Laxa Bark Tonic, Magen Bitters, Meta Multa, Obermuller's Bitters, Old Dr. Scroggin's Bitters, Panama Bitters, Rockcandy Cough Cure, Royal Pepsin Tonic, Scheetz Bitter Cordial, Smith's Bitters, U-Go, Uncle Josh's Dyspepsia Cure, Warner's Stomach Bitters, Westphalia Stomach Bitters, William's Kidney Relief.

Holt.

Less Ceylon Tea Brought in in 1907.

The official reports of the exports of Ceylon tea to this country during the year 1907 show the figures to be 11,845,337 pounds, as compared with 12,241,870 pounds in 1906.

Dr. Wiley Overruled in Glucose Controversy

Secretaries of Treasury, Agriculture and Commerce and Labor Decide That Glucose May be Called Corn Syrup. Decision a Flat Repudiation for Dr. Wiley's Theories.

Dr. H. W. Wiley, chairman of the Federal Food and Drug Board, is no longer the dominant factor in the enforcement of the Federal food law. Judging from the decision just handed down in the glucose case, it is still possible for business men to get a square deal under the food act. The decision referred to is that glucose can be sold labeled corn syrup, and it overturns Dr. Wiley flatly.

This controversy between the Corn Products Co., chief manufacturer of glucose, and the Federal Food and Drug Board, has been several times referred to in this journal. The Corn Products Co. wished to call their product "corn syrup," contending that it was in every sense a syrup made from corn, and that the term glucose would always mean an impure adulteration in many person's minds. This they contended they had a right to escape if they could.

Dr. Wiley refused to permit the concern to call their product corn syrup, and the Corn Products Co. accordingly carried the controversy first to the three secretaries in charge of the food law, the secretaries of the Treasury, Agriculture and Commerce and Labor, and finally to the President himself. After much consideration and filing of briefs the secretaries decided that Dr. Wiley was wrong and straightway handed down the following decision:—

We have each given careful consideration to the labeling, under the pure food law, of the thick viscous syrup, obtained by the incomplete hydrolysis of the starch of corn and composed essentially of dextrose, maltose and dextrine.

In our opinion it is lawful to label this syrup as "corn syrup," and if to the corn syrup there is added a small percentage of refiner's syrup, a product of the cane, the mixture, in our judgment, is not misbranded if labeled "corn syrup with cane flavor."

There is some difference of opinion as to whether this decision applies only to glucose table syrup, or whether it also includes the manufactured glucose that is used chiefly for manufacturing purposes. The Corn Products Co. take the position that it applies to all their products and will at once change the name from glucose to "corn syrup."

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Written for the "Grocery World."

When a Grocer Ought to be a Substitutor

The Other Side of the Substitution of Goods. Where a Grocer Must Substitute or Betray His Customer. Must Protect His Customer from Paying Exorbitantly for Mere Name.

There are two sides to this substitution question, and the honest "substitutor" (for I claim there are such) is entitled to state his case and to a respectful hearing. While I am a firm believer in advertising and in honest dealings, believing also that no article lacking merit can be brought to lasting success by sheer force of advertising, I contend that continuous, liberal advertising is not always proof of merit in the product, and that it is quite possible for an article of the same general character which is not advertised generally to be as good or better and as low or lower in price. In which, of course, I am treating of more or less rare exceptions and not of general averages.

If I were a retail dealer in groceries, for instance (which I have been), my policy would be to sell my customers that which I believed to be best for them, quality and price considered. Not from an excess of honesty, but purely for selfish reasons. I would say to them frankly over the counter and in the newspaper:—

"I am a substitutor in every case where I know that your interests will be better served by substituting. Not an insistent substitutor, but one who will say when I believe it to be true: 'Here is an article which is just as good and a little cheaper,' or 'a little better at the same price.'

"From pure, unadulterated selfishness I must be honest with you; I must live with you and, to some extent, by you. I need all of your trade in my line, while the distant manufacturer could get along comfortably if he never sold a cent's worth in this town, and when I know, as I sometimes do, that you are paying a few cents extra for somebody's name, and for that alone I am going to tell you so; that is a part of the service which you have a right to expect of me, whose business it is to know what I am buying and selling.

"I shall always carry an adequate stock of all advertised brands that are in local demand and sell them to you as cheaply as they can be bought in this market. You can get what you ask for, and without trouble. But, and mark this well, please, I shall not help any manufacturer to an unreasonable profit at your expense without a friendly warning. Nor shall I, on the other hand, so far forget my own business interests as to urge upon, or even offer you, an inferior article in order to make a few cents more profit.

"I am not the agent of manufacturers, but your purchasing agent, and I serve myself best when I bring to you the best that I can secure at the price you want to pay, absolutely regardless of labels or advertising, though, as you know, I am a believer in advertising and not a dealer in job lots or goods of doubtful character.

"This, then, is my business creed, and I am going to live up to it, not only because it will satisfy my conscience and meet your conception of square dealing, but because I know it will pay both you and me."

I believe that this line of argument and action will inspire confidence; that it will work injustice to advertised trade-marked articles only when it is deserved; that it will give the intelligent dealer new responsibilities and place him in the right attitude toward his customers—that of an advisor, an expert, if you please, whose experience entitles him to be something more than a machine to hand over the counter, automatically, any fake that has money enough behind it to buy much space and convincing copy.

K.

New York, Feb. 20, 1908.

How Many Grocers in the United States.

A recent inquiry as to the number of retail grocers in the United States and in the several States has brought out that the latest classified figures on the subject are contained in the United States

STATE HOUSE



CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

census report of 1900. This classifies grocers under a single head and may include wholesale as well as retail grocers. The total for the United States is given as 156,557. The number of general storekeepers is given in the census as 33,031, making an approximate total of 189,558 dealers in groceries. The number of wholesale grocers is estimated at 2,591,- which would leave as the number of retailers of groceries 186,967, according to the 1900 census.

It Will do the Same for You.

Chas. E. West, Gotcha, Okla., writes under date of November 15, 1907: "I purchased your Absorbine from the druggist and applied it according to directions for bog spavin and had grand success. One bottle was enough to do the work. I can give high praise for your Absorbine and shall recommend it for bog spavin above all other medicines that I tried, and I tried a good many different kinds." If you have a lame or blemished horse in your stable get a bottle of Absorbine to-day and you will be surprised at the satisfactory results you will get. Absorbine removes bunches, kills pain and cures lameness without blistering or removing the hair; horse can be used. Mild and positive in its action and cures to stay cured. Try a bottle to-day and you will find it a necessity in your stable hereafter. At all dealers or express prepaid upon receipt of $2.00. W. F. Young, P. D. F., 9 Monmouth Street, Springfield, Mass.

Written for the "Grocery World."

Cash Change Worked Well

Los Angeles (Cal.) Grocer, Whose Letter Retiring from Credit Business Was Recently Published as a Model, Tells "Grocery World" How the Plan Succeeded.

[A few weeks ago the "Grocery World" published a letter which A. Russell, a retail grocer of Los Angeles, Cal., had issued to his trade, advising them of his intention to cut off all credits and thereafter sell only for cash. The letter was published as a model and simultaneously with its publication the "Grocery World" wrote to Mr. Russell, requesting a report as to how the plan succeeded. His reply follows:]

I was pleased to think that my letter had even reached as far as Philadelphia, and hope that it may be of some benefit to the credit grocers of that city.

I will say that I am very well satisfied with the results in the short time since adopting the new style of business. Of course, I lost some good monthly customers, but on the other hand I gained a great many new ones who were spending their money at the cash stores downtown.

I find that I have to make some very close prices and even sell a few goods at cost in order to keep them coming my way.

In looking over the names in my ledger I find that I am still selling about three-fourths of my old credit customers. They seem to be very well pleased with the new plan.

I am doing as much or more business than before, with the help of three men instead of four as formerly.

It has always been said that a cash business could not exist in the suburbs, and as my store is located in the outskirts I must admit that it took some nerve to make the change from a long-established credit business.

Be so good as to send me a copy of the "Grocery World" of February 10th, and also what is the subscription price?

A. Russell.

Los Angeles, Cal., Feb. 14. 1908.

Says the Grocers' Association Reduced Food Prices.

Warm Newspaper Argument on in Elmira, N. Y., Over Effect the Association Has Had on Prices. Leading Members, in Published Letters, Contend Prices are Literally Less Because of the Association.

A correspondent writes the "Grocery World" that there is a warm argument on in Elmira, N. Y., over whether the local retail grocers' association had artificially advanced the price of groceries or not. Certain local writers expressed the opinion in the Elmira papers that such was the case, while members of the organization vigorously denied it.

One of the best defenses of the association was contributed to the Elmira "Star Gazette" by George H. Rogers, a well-known local grocer. In it he claimed that the association had actually cheapened the cost of food products. The substance of Mr. Rogers' letter is as follows:—

CASH is the **lever** which controls LOW prices on **reliable** goods.

CASH Try what it will do for **YOU** through buying from **US.**

CASH is the **potent** factor required to take advantage of **our LOW** prices.

Ocean White Fish

Barrels, 200 Pounds, per bbl., $3.75
Half Barrels, - - - - - $2.37½
10-pound Pails, - - - - - .37½
5 or 10 Pail Lots, per pail, .35

NEW No. 1 SHORE MACKEREL!!

About 110 Fish, 200 pounds to barrel, - - - per bbl., $15.25
These are very good color fat fish.

Victory Brand Oysters, No. 1 Size Cans, 2 doz.	per doz.,	$0.85
Best Quality Sugar-cured Picnic Shoulders, 7 to 9-lb. average, barrels	per lb.,	.07¼
Quantities to Suit	per lb.,	.07⅜
Best Quality Sugar-cured Hams, 13 to 15-lb. average, barrels	per lb.,	.08¼
Quantities to Suit	per lb.,	.08⅜
Baltimore Breakfast Hominy, 10-5-lb. packages	per case,	1.10
Liberty Grove Extra Fancy Shoe Peg Corn, small grain, sweet and tender, single cases, 2 dozen	per doz.,	.77½
5 or 10-case lots	per doz.,	.75
Osborn's Fancy Shoe Peg Corn, single cases, 2 dozen	per doz.,	.70
5 or 10-case lots	per doz.,	.67½
Guardian Brand Medium Red Alaska Salmon, 1 lb. tall cans, single cases, 4 dozen	per doz.,	1.20
5 or 10-case lots	per doz.,	1.17½
Dry Bridge Brand Fresh Canned Lima Beans, medium size and elegant quality, No. 2 Cans, 2 dozen	per doz.,	.72½
5 or 10-case lots	per doz.,	.70
Toy Pails Apple Butter, half dozen in crate	per crate,	1.30
Toy Pails Jelly, half dozen in crate	per crate,	1.30
Instantaneous Tapioca, 25-1-lb. packs	per lb.,	.08⅛
36-¼-lb. packs	per lb.,	.06⅞
Extra Fancy Maracaibo Coffee, roasted, 100-lb. lots or over	per lb.,	.14¼
25-lb. lots	per lb.,	.14½
Maddison & Bonner's 60-70s Santa Clara Prunes, 50-lb boxes	per lb.,	.05½
5 or 10-box lots	per lb.,	.05⅜

A GINGER SNAP SNAP. Barrels, per lb., .03⅝

These Prices for This Week Only—February 24th to February 29th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

There is no attempt by the Groeers' Association of this eity to interfere with any member selling his goods as low as he wishes. I know positively that no attempts are made to coerce a unison of prices.

At their meetings, the retail priees are seldom mentioned, and then ineidentally by statement that the prices of certain goods are advaneing or deelining, and every member seems very free and outspoken in stating the price at which he is retailing goods.

One member stated that he always sells a certain article, on which the priee fluetuates frequently, at a stationary price, no matter how much the cost varies. That seems to me to be a silly way. But as I reeognize that person to be my superior in business judgment, and otherwise, maybe his way is the better.

But I will forfeit my time to prove to any person who may apply, that the groeers are selling goods cheaper to their eustomers than they would if the grocers were not associated.

Beeause the priee of groceries has advanced in unison with many other eommodities, people who do not take the time to consider lay the eause of the advance to the Groeers' Association. I have evidenee that would be conelusive to judge or jury, that in 1889 ten pounds of sugar retailed for $1.00. To-day a dollar will buy nearly twice as much. Flour retailed at the rate of $8.00 per barrel. To-day many of the best brands are selling for over $1.00 less. A few years ago lard retailed for eighteen cents. Good brands of soap retailed for five cents straight. Now some of the same brands are sold by the quarter's worth for about three cents.

The Grocers' Assoeiation benefits in many ways. It benefits the customer as well as the groeer. Customers, many times, obtain goods mueh desired, wholly beeause we groeers feel perfeetly free to ask our eompetitor to let us have the goods our eustomer wants.

At our meetings, it is very pleasing to me, to see the manifestation of the spirit of friendliness that exists between those engaged in business eompetition. One grocer stated that "he was in need of a certain kind of goods." His competitor, obliging and generous, promptly said:—

"When my wagon goes down your way in the morning I'l send down a ease to you. You may return it when you have it in stoek." That remark alone, paid me for attending the meeting.

New Food Board Named.

College Scientists Selected to Review Dr. Wiley's Decisions on Food Chemistry.

Special correspondence of "Grocery World."

Washington, D. C.,
Feb 21. 1908.

The new board of college scientists to pass on Dr. Wiley's food decisions was appointed on Thursday. The members are as follows: Chairman, Ira Remsen, of Johns Hopkins University; Dr. Russell H. Chittenden, Ph. D., LL. D., director Sheffield Scientific School, Yale University, and professor of physical chemistry, Yale University; Dr. John H. Long, B. S., Sc. D., professor of chemistry, Medical School, Northwestern University; Dr. Alonzo E. Taylor, M. D., professor of pathology, University of California; Dr. C. A. Herter, professor of physiological chemistry, College of Physicians and Surgeons, New York, and special investigator of foods.

HOLT.

Florida peppers average $2 per crate of six small baskets. The demand is only fair.

Two-Minute Sermons for the Retail Grocer

XXX.—Doing It Now.

Do it to-day.

We are most of us well aware of the fact that putting any action off until to-morrow is a very bad habit and likely to lead to a continuation of postponements until its consummation is never accomplished.

Most of us are continually advising our friends and employees to never contract such a habit, but to do things to-day.

Most of us also have this habit ourselves, in a more or less aggravated form, and probably never realize it unless some of the friends we are advising take occasion to call our attention to the fact.

Now is the time to show these people something. Make a change. Turn over a new leaf. Do things to-day. And thus set an example to friends and employees which will do much more good than the free advice we have given them in the past. After all, it is the example which teaches most readily.

Every time we stick to a disagreeable job, and finish it, instead of putting it off until to-morrow, we will feel a degree of satisfaction which cannot be secured in any other manner, and this alone will pay for the extra effort and thus leave the accomplished fact as clear profit. Shall we give it a trial the very next time we start to put something off until to-morrow?

F. A. P.



The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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As to Scrapple.

The "National Tribune," of Washington, D. C., whose crafty cupidity in attempting to induce some Pennsylvanian to send its editor a pound of Pennsylvania scrapple for nothing, the "Grocery World" had recent occasion to expose and rebuke, is not dismayed. In its last issue it reiterates its complete ignorance of this delectable Pennsylvania dish. Listen to the following confession of colossal ignorance:—

> Humiliating as it may seem, we have to plead guilty to about every count in the "Grocery World's" indictment. The editor of "The National Tribune" has, in the course of a somewhat eventful life, been made acquainted with about everything that was good to eat in this country and gobs and heaps of what wasn't.
>
> Somehow, in all these varied experiences he never came across Pennsylvania scrapple. The Yankee boys who came down to us with the Ninth Corps taught us how to bake pork and beans in the most artistic way; the Kentucky and Tennessee boys taught us what good things could be made with cornmeal, and so on, with a man from each State making some addition and improvement to our culinary knowledge.
>
> Somehow, though, the splendid Pennsylvania boys never said a word about scrapple; they never had any of it around in camp, and certainly never gave any of us a sample of the toothsome food. This seems strange, and throws strong doubt upon the universality of the Pennsylvania love for scrapple, because the boys from that State were generous fellows, and if they had anything particularly good their first impulse would be to share with those who were ignorant of the delicacy. Therefore, we mildly but firmly protest to the "Grocery World" that the scrapple habit could not have been general during the war times, or we should have heard something of it from the Pennsylvania boys.

Possibly it may not have been in war times—the writer wasn't born then and doesn't know. But the war times are over, dearly beloved brother. Can't you possibly bring yourself forward to the *present?* Why this is a veritable age of scrapple!

Dr. Wiley's First Official Defeat.

Of course Dr. Wiley lost his contention that glucose had no right to be called corn syrup, and that he would lose it was a foregone conclusion. The facts were all against him. The product was a syrup, it was made from corn, and none of Dr. Wiley's ingenious hair-splitting theories could alter those facts. The three secretaries who decided the question adversely to Dr. Wiley looked through the maze of chemical foolishness which the Doctor threw about the case, straight to the kernel of the controversy. And they saw only one conclusion there, and that they instantly adopted.

This is the first public official reversal Dr. Wiley has had, though, as previously stated, he has been compelled to retire from arbitrary positions several times. This decision pulls at least some of his teeth, for it proves very clearly that he is not all-powerful.

The Point of Brand Names.

Reverting again to the question of brand names, he who devises a name for his goods which will stick in the memory has truly invented that which, other things being equal, will wear a path to his door.

Looking over a number of new canned goods labels recently, the writer came upon one less beautiful than the rest and condemned it on that ground. The "Black Cat Brand" was its name, and over the design gambolled sable felines in all degrees of riotous abandonment.

A moment's subsequent thought convinced the writer that he was wrong when he condemned the "Black Cat" label because of its lack of beauty. When one thinks of it, what a name to stick in the memory, both of adults and of children! "Black Cat"—why it could hardly be forgotten!

One is apt to condemn these apparently crude and grotesque brand names on general principles, and yet they are founded on a solid foundation of logic. A certain well-known Baltimore packer uses the brand "Dog's Head." At first sight this almost invariably arouses adverse criticism—even ridicule. "In Heaven's name, what has a dog's head got to do with canned goods?" But on second thought the unforgetableness of the thing stands out as strongly as the rock of Gibraltar. Five years after such pretty but vapid names as "Meadowbrook," "Sunny Farm" and "Valley Green" are forgotten, the "grotesque" brand name will still be bright in the buyer's recollection.

Gambling With Nature.

The "Grocery World" has before suggested the precarious and uncertain position of any man whose business is dependent on the elements. Every day new illustrations come forward to demonstrate this. Take for instance the case of Hickmott & Co., pioneers and for many years leaders in the packing of California asparagus. The Hickmott business stands at the present utterly ruined by a succession of floods which could not be foreseen and prevented. The business may have a future resurrection, but it will only be after the entire topography of the region has been changed.

Most of the Hickmott asparagus was grown on Bouldin Island, which lay immediately behind the water shed at the junction of the Sacramento and the San Joaquin Rivers. The play of waters here had gradually formed Bouldin Island and other islands, and in the rich soil of these the finest asparagus was grown.

Three years ago Hickmott & Co. packed a few cases of asparagus, but since that they have packed none. Freshet and flood have poured down upon his island year after year, leveling the levees and inundating the land. It takes time to reclaim land which remains long submerged, and Hickmott & Co's efforts to reclaim it have been aborted by other freshets that undid all their work.

The orange growers of Florida, the asparagus growers of California, the peach growers of Delaware, the tomato growers of several sections, and every other man who subsists on the crops of the soil—all are gambling with nature. With them anything may happen, and happen without warning. They may have a feast or they may have a famine, and they can never tell which very far ahead.

The Jobbers' "Special Push."

The conflict at present proceeding over the action of two manufacturers in cutting off the direct-buying list certain large Philadelphia buying exchanges inspires the "Grocery World" to prophecy.

Each of the manufacturers in question, when asked how he can avoid a loss of business. since the exchanges cut off will no longer handle his goods, answers in the same way. "The jobbers are so much gratified," they reply, "over our action in protecting their interests that they have promised to make a special push on our goods. We will make up all we lost and more."

To this hopeful forecast the "Grocery World" has this to say: For the time being the jobbers will doubtless keep their word. Flushed with gratitude and satisfaction, they will, as they say, push the goods of the manufacturers who have chosen them as against the retailer; goods, let it be said, which did not before. when they stood on their merits, sufficiently attract the jobber to do more than simply fill orders. But gratitude is an ephemeral impulse. It passes, and with it pass incentives born of it alone. The jobbers will undoubtedly push shredded wheat biscuit and toasted corn flakes more than they ever did before; that is, some jobbers will. But that they will be giving it the same push at the end of even six months is just as impossible as anything can be.

Neither of the products named were ever considered worthy of a special push by jobbers before; and from the standpoint of profit and desirability they have not changed. So that the "Grocery World's" prediction is this—that the jobbers' love will cool, their "special push" will wane, and

when that time comes the manufacturers will either have to come back to the retailers again or will find themselves let in by the jobbers for a permanent loss in business.

Quaker Oats Co.'s Big Earnings.

President H. P. Crowell, of the Quaker Oats Co., in his report covering the results from operations for the twelve months ended December 31, 1907, made public during the week, says: "The year 1907 was filled with difficulties, hard problems and obstacles that seemed almost impossible to surmount, from the milling as well as the operating point of view, and yet we can report the volume of business not only as to total sales, but also as to advertised brands, as being larger than that of any previous year, while the balance sheet shows that there has been earned a profit of $1,365,165.61. This is $81,776.47 more than was secured in 1906, when the earnings made, and the volume of business done, were the largest in the history of the company up to that time."

The New York Letter

Solving of a Food Show Problem. Cheese Underweighing Discoveries at New York Port. National Jobbers Still Working on Canned Goods Contract. Chain Store Concern in Trouble. Small Items of Trade News.

Special correspondence of "Grocery World."

New York, February 21, 1908.

Finding that some food manufacturers were not enthusiastic about taking space and making exhibits at the Pure Food Exposition to be held from March 26th to April 16th, L. J. Callanan, who acts as manager of the enterprise, took the bull by the horns. He found what the trouble was and applied the remedy with vigor. What he did may be of interest to all who have anything to do with food shows here or elsewhere.

The trouble was that the food manufacturers did not see returns for the money and energy expended. They complained that after the show, the retail grocers do not acknowledge any obligations toward the exhibitors and ignore his salesmen, so that the time and money are absolutely lost.

Mr. Callanan at once prepared a letter to the grocers of the city and also sent copies of it to all prospective exhibitors. Besides this, he attended the meetings of the several grocers' societies in the last week and spoke on the subject, telling the members what, in his opinion, they should do in order to show some appreciation of the efforts of manufacturers who make exhibits at these shows. As a result, several manufacturers who were the most lukewarm, have come forward and have reserved the most desirable booths to be had. Mr. Callanan, who is putting into the management of the food show the kind of generalship that he exercises in his grocery business, says that while there never was any doubt of the show being a big one, he now knows that it will be even greater than the original expectations.

It is not claimed by Mr. Callanan that the members of an association conducting a food show should patronize an exhibitor to their own loss. This is the way he puts it:

"Any benefits conferred on the retail grocers of New York should be recognized by every grocer in the State, as every movement which is calculated to elevate the trade enures to their benefit. I do not mean to be taken as saying that any grocer should sacrifice his personal interest or put himself to inconvenience in the transaction of his business in any way in the purchase of the goods that he sells, But I do say that all things being equal, the grocers should give the preference to the manufacturers and distributers of food products who show their friendship and good-will to the grocers by aiding them to make the exposition, organized for their benefit, a success.

"This is simply business; the exhibitor goes into the exposition at the solicitation, in this instance, of the grocers themselves; he places his goods before the people who visit the exposition, creating a demand for them which directly benefits the grocer.

A Warning to Buttermakers Using Coal Tar Butter Colors

We Quote from the Chicago Dairy Produce of January 21, 1908, the Following Warning

January 21, 1908.

"The following was received yesterday from the bureau of chemistry, United States department of agriculture:

"Some time has now elapsed since the publication of food iuspection decision 76, in which all aniline dyes, except seven colors specified therein, were declared to be not suitable for use in food products. Ample time has been given for the consideration of this decision by manufacturers both of colors and of food products. The department of agriculture proposes, therefore, to institute without further delay proceedings looking to the prevention of the use of any of the aniline dyes, except those specified in food products. The attention of those interested should be directed to this matter in order that no one may be unwittingly found offending the provisious of the act. It is believed that there is at the disposal of food manufacturers an abundant supply of vegetable and other harmless colors for all necessary demands and that the use of the forbidden colors should be discontinued without further delay. **Those who use harmful colors in food products are subject to criminal prosecution and the foods themselves to seizure and condemnation."**

—*The Chicago Dairy Produce.*

As it is impossible to use any of the seven colors mentioned in food Inspection Decision No. 76, in the manufacture of butter color, as none of these colors are soluble in oil, therefore the use of coal tar colors in butter is prohibited under the National Pure Food Law.

Dandelion Brand Butter Color is Purely Vegetable and complies with the National Pure Food Law and the Pure Food Laws of all the States.

Dandelion Brand Butter Color Is Endorsed by All Authorities



Dandelion Brand is the Safe and Sure Vegetable Butter Color

Dandelion Brand Butter Color

Purely Vegetable

WELLS & RICHARDSON CO., - - - - - BURLINGTON, VERMONT

"In speaking to your friends and the men from whom you buy goods, say to them that in all cases when you are ordering goods you will give the preference to the men who help you by helping the association—that all things being equal you will give them the preference."

The regular meeting of the New York Retail Grocers' Union Monday evening was given up to arrangements for the show.

* * *

Underweighing of cheese has been practiced at this port, it is said, the object being to defraud the Government of a part of the customs duties. Col. J. H. Storey, Special Deputy Collector, is conducting an investigation, and several lots containing boxes of cheese from Italy, France and Holland have been detained at the appraiser's stores for reweighing. The authoritites seem to suspect that an employee of the Government has been in collusion with importers, or the latters' employees, and have shared in the illegal gains. Such a condition was recently disclosed, according to the charges made, with reference to importations of sugar.

The last seizure was of sixty-three boxes of choice Italian cheese, which were held Monday, pending an inquiry. This shipment was added to others previously detained by the authorities. The names of the importers have been withheld by the officials in charge of the proceedings.

* * *

A conference was held to-day at the office of the National Wholesale Grocers' Association with reference to the vexed question as to the form of contract to be used in buying from the canners. Other conferences had been held in the course of the last few days, at some of which there were present representatives of prominent canners.

As far as can be learned, the only definite outcome of these conferences, as yet, is in the form of a communication which is being sent out to jobbers by the Committee on Contracts. In this communication the jobbers are requested, in dealing with canners, to keep as close as is possible to the uniform contract which was officially suggested by the wholesalers to the canners. While the latter at their convention did not accept this form, the committee expressed confidence that as a result of the work already done a more harmonious spirit has been developed, so that there is now a better opportunity for the jobbers to get what is deemed an equitable contract.

The Contract Committee sending out the communication is composed of J. C. Mahlon, E. H. Sayre, G. A. Roth, Chas. Feilbach, W. B. Timmis.

It is given out by some of the jobbers that Southern packers are showing a disposition to agree on 100 per cent. deliveries, instead of insisting on the old form of contract, allowing a pro rata delivery in case of various kinds of mishaps.

The packers who are willing to contract for full deliveries require that the jobber on his part shall agree to accept the full amount, regardless of any change in market or other conditions. Packers in Northern States, in which crop prospects are more variable, have not yet shown the same disposition to agree on full deliveries.

* * *

An attachment was issued last Saturday against J. E. Brus, who had a grocery and dairy business at 373 Lenox avenue. The writ was for $1,405, and was in favor of Gude Bros., who were trying to collect for butter and eggs. When the deputy sheriff got to the store he found it in charge of a man who had been in the employ of Brus. The new proprietor said that his wife had recently bought the store and he did not know where the former owner had gone.

A petition in bankruptcy has been filed this week against the White Clover Farms, a corporation which had ten butter, egg and milk stores in the city, the headquarters being at 162 E. Eighty-sixth street. The corporation was formed two years ago, with an authorized capital stock of $500,000. It gave a mortgage soon afterward for $60,000 to protect an issue of bonds.

* * *

A report has been sent to the Legislature by the Citizens' League, which charges that because of the State not having an adequate food law, all kinds of diseased meat is being dumped into this city and sold for consumption to people who do not know the difference between this and good meat. As the slaughtering is done in this State, it is said, the Federal authorities have no jurisdiction. An effort will be made again at this session of the Legislature to have a new food law enacted.

* * *

The Brooklyn Ice Cream Manufacturers' Board of Trade was incorporated this week. The object, it is given out, is to foster trade and prevent abuses in the business. In response to a question, it was said by one of the directors that there is no intention of trying to enforce uniform prices.

FRED. A. MCGILL.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED]

LET US TALK EGGS.

This week the market is lower and we have received several hundred dozens of fresh stock that is going to do us good. Don't be afraid to guarantee them strictly fresh. Sell eggs on every order. Talk eggs to everybody at 25 cents a dozen delivered in carriers. On C. O. D. orders, paid orders, charge orders or any old way. It is up to you to make a big handle of the early "break."

LOOK OUT FOR THE YOUNGSTERS.

Give the children intelligent attention. If you can't make out their wants turn each one over to the floor walker. They represent a busy mother. They are here for something that is wanted in a hurry. Wait upon them promptly. Speak the kind word. They're fine little advertisers. They'll talk about you and the store in a way that will command attention if you and the store treat them like grown-ups.

BE PROUD OF YOUR STORE.

Not one of you can do justice to your position nor to your firm unless "you're proud of your store." We know it's the handsomest in the city; we know it's the best kept grocery in the State. If you have any doubt about it yourself look over the others. Compare their fixtures, their methods, their stock, their prices. If we're behind in any feature report it. If we're shy of a single principle speak it out.

THINGS WE MUST MOVE.

Move the maple syrup and the big stock of pancake flour. Move the prunes and the evaporated peaches. Keep these things in mind. Keep them at hand. Move the canned fruit, particularly the canned peaches. Those yellow Crawfords that you know all about at 25 cents a can.

THE DAILY COFFEE ROAST

is important. Just as important as fresh milled cereals and freshly made bread. We roast daily. Put emphasis on that. Make it felt. Tell it out day after day. Tell it as a new story. Be enthusiastic about it. It's going to sell coffee. It's going to establish the definite meaning of things. A daily roast means more fragrance; more freshness; means better coffee; better value; better business.

Dr. Wiley's Original Package Definition Overthrown.

Federal Board Throws Out the First Definition of Original Package, Which Was Grossly in Violation of Law, and Substitutes One in Conformity With Legal Decisions.

Dr. H. W. Wiley, chairman of the Federal Food and Drug Board, and framer of most of its attitudes under the national food law, suffered another sharp defeat during the week when the Board, practically over his head, handed down a decision as to what constitutes an original package which directly overturns one adopted a year ago for which Dr. Wiley was responsible.

The Federal food law applies only to articles which pass from one State to another in original packages. As soon as the original package is broken the Federal law ceases to have jurisdiction. The original definition of original package was contained in Regulation 2, and was as follows:—

REGULATION 2. Original Unbroken Package.

The term "original unbroken package" as used in this act is the original package, carton, case, can, box, barrel, bottle, phial, or other receptacle put up by the manufacturer to which the label is attached, or which may be suitable for the attachment of a label, making one complete package of the food or drug article The original package contemplates both the wholesale and the retail package.

The "Grocery World" pointed out at the time that this was wholly in violation of all law and judicial decisions, under which an original package had long been settled to be the package offered to the transportation company at the beginning of the journey and delivered intact by said transportation company to the consignee at the end of the journey.

The Federal Board, in a revised definition of original package handed down during the week, completely sustains the "Grocery World's" contention. The new decision is as follows:—

> Original unbroken packages "will be restricted to such a package containing the food and drug product as has been prepared for shipment or transportation and shipped or transported, as an entirety or unit and delivered to the consignee, remaining his property in the identical form and condition in which it was shipped or transported. Such a package will not be regarded as original if after arrival in a State or Territory and delivery to the consignee any part of its contents shall have been removed.

This directly accords with established law on the subject.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Oolong Tea.

A black variety with the flavor of green, grown in Formosa, and the staple export from Tamsui and Amoy.

In the Chinese language "oo" means black, and "lung" or "long" means dragon. The growers or packers often import dust and inferior tea from the mainland to mix with this island-grown leaf.

—

Pekoe Teas.

These fine China teas are considered the highest quality of black teas in the market, particularly those from the South of China, which are really unequalled. Pekoes are prepared from the first pickings of the early spring leaves, and show the fine downy "tips" of the young buds.

Flowery Pekoes are produced from leaves so young as to be still covered with this down.

Scented or Orange Pekoe is usually prepared from the poorer qualities of ordinary Pekoe, and only owes its delicious perfume and flavor to its being scented with the blossoms of an olive (Olea fragrans), Chinese orange blossoms, the Cape jasmine, etc.

There are several classes of Pekoes—broken Pekoe, Pekoe Souchong, etc.—Souchong being so called from the Chinese words Siaou-chung, meaning little plant or sort.

Pekoes come in chests of 54 pounds and half-chests of 49 pounds each, while the Scented Orange Pekoes are in boxes of about 20 pounds each.

—

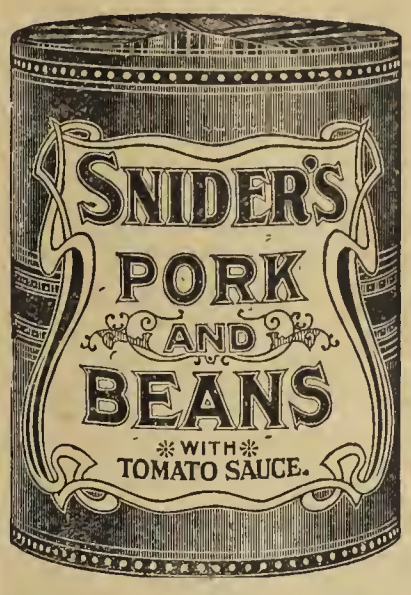
Paprika.

This is prepared from the fruit of the Capsicum annum, as grown in Hungary, where it is held in high repute, and used very largely in cooking.

Paprika is generally divided into four classes according to its strength and color.

The Zzegediner paprika is the sort most esteemed by gourmets. It is usually employed as a condiment, and placed on the table in a saltcellar.

The Difference Between Bank Notes



If some one said to you I'll give you a bank note if you will do something for me—you wouldn't be much interested, would you? It would be too indefinite.

If some one said I'll give you a ***hundred-dollar*** bank note that would be different, wouldn't it? The same difference exists if one of your customers tells her family "I am going to give you Pork and Beans for dinner" —they are not much interested; but if she says "I'm going to give you

Snider's Pork and Beans"

that means something. We have advertised them so widely that they have been widely used, and because they have been widely used their unusually fine quality is widely known.

Try a can yourself, and you'll be a booster—you can't help it.

The T. A. Snider Preserve Co.

Makers of Snider's Catsup **CINCINNATI, OHIO**

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

TIN CANS

Get Our No. 4

A copy of our Catalogue No. 4 will help you to decide a lot of questions.

It is called "Grocers' Tinware," and contains photographic descriptions of everything in the line of tinware that a grocer can possibly use. A price-list comes separate. Having them both saves a lot of correspondence.

First write us for the catalogue and then order from your jobber. Always remember to specify

"American" Goods

They are as good as the name always.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

Put in a stock of the

NEW FIVE-POUND PACKAGES

DEPENDABLE

MILLBOURNE

FLOUR

and watch how quickly it goes. And remember always that the quality is better than ever. All jobbers.

MILLBOURNE MILLS
Philadelphia

SHANE BROS. & WILSON Proprietors 308 BOURSE

THE GROCERY MARKETS

Tea.

The tea market is about stationary. The demand is only fair, and there seems to be no reason to expect in the near future anything more than a very moderate business. There have been no changes in price during the week. Low grades, because of scarcity, are firmly maintained, but the tendency of the higher grades is easy.

Coffee.

The market for Rio and Santos coffee still rules very dull and listless, with very slight changes for the week both as to options and spot. There is almost no public interest whatever in speculative coffee options, and it looks as if the speculative contingent had at last learned the lesson of the burnt child and the fire. There have been no quotable changes in price during the week. The demand is fair. Java and Mocha coffee are steady and milds are in the same condition. Demand moderate.

Sugar.

The refined sugar market has declined 10 points during the week, due to the greater supply of raws and the consequent weakening of the price. All refiners are now on a parity except the Federal, which still maintains a level 10 points below its competitors. Raw sugar is gradually weakening, and refined may drop 10 points more. The demand is light.

Syrup and Molasses.

Glucose is unchanged for the week, the principal development of the week being the overruling of Dr. Wiley and the decision that glucose syrup may be called corn syrup. Compound syrup is in fair demand at unchanged prices. Sugar syrup is unchanged and in light demand. Fine grades of molasses are wanted somewhat at firm prices.

Fish.

Irish mackerel are even scarcer than they have been, and the supply is not equal to the demand. The price has made no further advances, as it had about reached the limit before. Norways have been in rather better demand during the week, as Irish fish have become scarcer. There has been some business done in shore mackerel at concessions this week. The market is stiffening up, however. Cod, hake and haddock are all dull. The market down East is steady to firm, but not so much so in secondary markets. Salmon is unchanged and quiet. Domestic sardines are unchanged and not particularly strong or active. Imported sardines are firm and scarce.

Canned Goods.

Tomatoes are nominally unchanged, although there is perhaps a somewhat easier feeling. Locally there have been more sales at 80 cents delivered during the week than at 80 cents f. o. b. The demand, however, is sluggish. Futures are dull. Corn is unchanged and in light demand. There is some little demand for futures, but not much as yet. Spot prices are unchanged. Peas are quiet and unchanged, being more active for future than for spot. Peaches are unchanged and dull. Apples are steady and in moderate demand. The Baltimore line shows no change and not much activity during the week. Oysters have ruled much cheaper than usual this season, due perhaps to the open winter and the consequent larger catch. California canned goods are unchanged in price and quiet in first hands.

Dried Fruits.

Prunes are still easier, and sales have been made during the week on a 2¾-cent bag basis, which is ¾ cent below the last quoted price. These sales were from the coast to come forward. The market is quite soggy. Peaches have had a good demand at the declined price, showing that all they needed was to be brought within people's reach. Apricots are scarce and high, and the better grades are getting well cleaned up. Currants are selling well at unchanged prices. Raisins are dull and weak. Apples are about unchanged and in light demand. Citron has declined another half cent and is very dull. Dates and figs are unchanged and quiet.

Beans and Peas.

Pea beans are firm and show an advance for the week. To come forward the quotation is $2.40 to $2.45, while on spot good stock commands $2.50. Marrows are quoted at $2.25 to $2.30. The demand for both grades is good. California limas are unchanged and in good demand. Dried peas

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

are unchanged, most grades being very firm. Scotch are high and almost out of the market. Green peas are almost as bad. The demand is good. Other grades are unchanged and in moderate demand.

Butter.

The butter market declined early in the week 1 cent on the highest grades, leaving the under grades unchanged. After two days a reaction came and the market is now very firm at the former price. The market is very healthy and if there is any change during the week it will probably be a slight advance. The make of fresh butter is very light and stocks in storage are very small.

Eggs.

The egg market is very firm at an advance of 3 cents. This is due entirely to the severe weather in the West. There has been a very good consumptive demand, and as storage eggs are about gone, there is more demand for fresh eggs than can be supplied. The future depends absolutely on the weather, and it is therefore impossible to foretell the market even a day ahead.

Cheese.

The supply of late-made cheese is about gone, and there are very few cheese to be had under price. The supply is considerably lighter than usual for the season and the demand is about normal. The prevailing price is 10 per cent. above a year ago, and if there is any change it will probably be upward.

Provisions.

The market for smoked meats is stationary, with a fairly active demand. Prices ruling are 15 per cent. lower than a year ago, while the consumptive demand is about normal. The supply of all hog products is very liberal. Pure and compound lard are both unchanged and the market is fairly active. The consumptive demand is about normal. Barrel pork and canned meats are steady and unchanged. Dried beef is very scarce and bringing 15 per cent. more than a year ago.

Produce.

Pennsylvania potatoes, 75 to 80 cents per bushel; York State, 70 to 78 cents per bushel, demand fair to good; Ohio globe onions, 70 to 85 cents per bushel, York State, 70 to 75 cents per bushel, demand fair; white onions, $1 to $1.25 per bushel crate, demand dull; Spanish onions, small crates, $1; bushel crates, $1.50, demand fair; Danish cabbage, $9 to $11 per ton; Savoy, $1 to $1.25 per barrel, demand fair; white turnips, $1.25 to $1.50 per barrel, 30 to 35 cents per basket; yellow, 40 cents per basket, demand good; carrots, 40 to 45 cents per basket, demand fair to good; horseradish, Western, $4.50 to $5.50 per barrel; domestic, $3.50 to $4 per barrel, demand fair; Pennsylvania celery, 10 to 20 cents per bunch, demand fair; parsnips, $1.25 to $2.50 per barrel demand poor; beets, $1.50 per barrel, demand fair; watercress, $2 to $3 per 100, demand good.

Green Fruit.

Apples, Baldwins, $2 to $4 per barrel; Hulbersons, $3 to $3.50 per barrel; Greenings, $3 to $4.50 per barrel; Spy, $3 to $3.50 per barrel; Spitz, $4 to $4.50 per barrel; Kings, $4 to $5 per barrel; Russets, $2 to $3 per barrel, demand fair; California oranges, $2.40 to $2.50 per box; Florida, $2.15 to $2.40 per box; India River, $3 to $4 per box, demand poor; grapefruit, $2 to $6 per box, good fruit is scarce and in good demand; lemons, $2.75 to $3.25 per box, demand fair; pineapples, $2.50 to $3 per box, demand fair; bananas, jumbo, $1.50 to $2 per bunch; firsts, $1.25 to $1.75 per bunch; 8-hands, $1 to $1.25 per bunch; 7-hands, 65 to 85 cents per bunch; 6-hands, 50 to 60 cents per bunch, demand poor.

Nuts.

Almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed nuts, 11 cents per pound, demand poor; peanuts, choice, green, 4 cents per pound; fancy, 5 cents per pound; jumbo, 6¼ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair.

INDIVIDUAL MARKET REPORTS.

Coffee.

We refer to our last report of the 15th ultimo. The market since then improved about ¼ cent a pound for new-crop Santos, and about ½ cent a pound for old-crop Santos.

A healthy trade demand was encountered and in nearly every instance the order was accompanied by a request to rush shipment, which proved what we have contended for quite some time—i. e., that the country is poorly supplied. We look for a continuation of this activity.

The stocks at Rio and Santos are being reduced steadily. These stocks are virtually the only source of supply for consuming markets. It is probable that they will be reduced in the course of the next few months to a dangerously low level.

We do not believe that more than about 1,000,000 bags, if that much, will arrive in Santos during the next 4½ months, which would give, including the stock already at that port, about 2,300,000 bags available for consuming markets, and if we consider that the consumption of Santos coffee amounts to about 900,000 bags a month in Europe and the United States, or roughly speaking 4,000,000 bags during the next 4½ months, a scarcity of available Santos coffee seems imminent.

We are assured that the Government holdings are still intact, that they will be kept out of the market until a certain high price is reached, and will then be released only in such a manner as the trade need them.

The past has proven that every statement made by the Government has been lived up to, and there is as yet no reason to doubt the honesty of purpose in publishing the Government plan above mentioned. Nevertheless, we believe that the advance in the price since the first of January is for the time being sufficient.

A maintenance of present values without much fluctuation would help the distribution to interior points materially.

With regard to the size of the growing crop, different views are entertained. Taking the maximum figures (which we consider excessive) it would mean a total production of Rios and Santos of 11,500,000 to 12,000,000 bags, a quantity insufficient for the requirements of consumption by 2,000,000 to 2,500,000 bags.

The size of the 1906 crop was beyond all comprehension, and is explained in various ways. For instance old trees, which did not bear fruit for many years, then produced bountifully; trees which were entering their prime of life bore three times as much as an average yield based on the experiences of former years.

Just as wonderful as it was to see such an overwhelming crop produced, it is equally astonishing to see the enormous falling off in the production of the year following.

It is now claimed, and may be justly so, that the very old trees can never bear again, the revival of their vitality being one of the wonders in the history of coffee culture.

But we must not put too much stock in these predictions—what nature has done once it may do again.

Mild Coffees.—New-crop Central Americans are beginning to make their appearance in our port. The receipts as yet are small, but they will increase from now on, reaching their height during either March or April.

The consuming markets are poorly supplied with stock, and for this reason a good demand will probably prevail for all early arrivals.

As we have pointed out before, the Mild coffee crops this year are small, therefore there is no danger of an unwieldly accumulation of supplies.

HENRY NORDLINGER & Co.
New York, N. Y.

Baltimore Canned Goods.

No. 1.

Nothing of an interesting character developed in this market during the past week. There was the same sort of hand-to-mouth buying, and the prices are practically the same as in the previous week. The tomato market shows

some activity for two or three days at a time and then becomes quiet again, but at no time has any special weakness developed in that article since the acute state of the trouble in the money market was reached and passed in November last. It has caused much favorable comment in the trade about the apparent stability of the tomato market, and it is believed that nothing can happen to cause any decline in the prices of them from now on. In future tomatoes there is very little business comparatively being done and neither the packers nor the jobbers seem disposed to force business in them.

In the general line of vegetables, and in fruits as well, there was only a small demand this week and orders for straight carload lots of any article were scarce outside of tomatoes and cove oysters. The month of February will probably not break its record as one of the dullest months in the whole year in this market.

Next to nothing done this week in future tomatoes and no changes in quotations. We quote the best brands of such quality as suitable for buyers' labels at 60 cents for No. 2 standards and 80 cents per dozen for No. 3 standards. Seconds tomatoes are 5 to 7½ cents per dozen less.

No changes in the corn situation this week. Market is firm.

Very little doing in peas just now, and no changes to note.

No particular demand this week for beans; prices unchanged, except string beans are lower.

THOS. J. MEEHAN & CO.
Baltimore, Md.

—

No. 2.

Orders are being placed at 77½ cents per dozen, Peninsula, for No. 3 standard tomatoes, and there is quite a good inquiry for them. The market seems to have struck bottom at this point for the present. There are a few sellers at this price, but most of the packers are holding firm at 80 cents per dozen. There is not much change in the situation either one way or the other, though we think there is a somewhat better inquiry and a better demand will probably follow.

The situation on futures is unchanged; in fact, there is hardly a situation on them as yet. A few sales have been made, but there has not been any serious attention given to them either by buyer or seller.

We are having a better inquiry for corn. The dullness of the past few months has made quite a change in prices, considering the short pack and the comparatively light holdings, and the market ought soon reach something of a turning point.

Oysters.—Packing is still tied up here and from present indications there will not be any packing for several weeks.

THOS. G. CRANWELL & CO.
Baltimore, Md.

—

Imported Fish Products.

Business in our lines seems to be improving from day to day.

Holland herrings continue dull and neglected, and prices are as low as ever.

Scotch herrings are in fair demand, prices unchanged.

Irish Mackerel. — Decidedly scarce, in good demand and higher.

Norway Mackerel.—In better demand. Stocks are clearing rapidly and prices are tending higher.

Dutch Bellysplit Mackerel.—Demand improved and stocks greatly reduced, as the buyers have turned to those bellysplit fish owing to the scarcity of small mackerel.

Imported oil sardines continue as scarce as ever. No additional supplies can be expected, as there is no catch.

Sprats.—Owing to the scarcity of sardines, sprats have been selling very lively. The catch of sprats so far has proven quite a failure, consequently there will be very few sprats offering and prices are likely to show quite an advance when the spring trade opens.

Norway smoked sardines are decidedly scarce, especially the well-known brands of the best grades, and no new supplies of this quality can be expected before late next summer or early next fall. Prices are likely to show an advance.

Olive Oil.—In excellent demand and cables report an excited and advancing market.

STROHMEYER & ARPE CO.
New York, N. Y.

—

Spices.

The market has shown much activity during the past week. Cables report a firmer tone and the full list has shown a very steady demand.

Pepper.—Cables show slightly higher prices for futures. The tendency is no doubt upwards. This will have the effect of advancing prices on ground pepper, which at present is exceptionally low.

Cayennes. — Stocks are short. The market, therefore, is strong and tending upward.

Cloves.—The demand very good; stocks unusually short and prices, therefore, are quite firm.

Pimento (Allspice). — Steady, with fair quality; extremely scarce.

Nutmegs.—Cables received during the last two or three days show an advance of about 2 cents per pound. 105s to 110s are now quoted at a higher price than has been in effect for some months past.

Cassias.—All grades of China bark in good demand, and prices on China roll cassia are much higher.

Gingers.—All varieties of root in good demand. We note considerable inquiry for new crop African and Cochin.

Seeds.—Caraway continues firm, with upward tendency. Import cost is now about 10 cents. Poppy, coriander and celery all unchanged during the week.

Rubbed sage and sweet herbs still selling in a satisfactory way.

We can report higher prices for thyme. Market is up about ½ cent per pound.

MCCORMICK & CO., INC.
Baltimore, Md.

MARKET NOTES.

Florida oranges rule about the same—$2 to $3.50, and the demand is limited. The receipts are moderate, and the market is in fairly healthy condition.

—

Sweet potatoes are higher than they have been for years. The range is $5.50 to $5.75, with fancy stock bringing $6. Extreme scarcity is the cause.

—

New Bermuda potatoes are selling somewhat better as spring approaches. No. 2s are worth $6.25 and No. 1s $7 to $7.50. The quality is good.

—

Florida grapefruit still ranges from $3 to $6 per box, but the demand is limited.

—

Tangerines are scarce and very dull at $4 to $5 per box.

—

Cucumbers from Boston hothouses range from $1.75 to $2.25, and the demand is good.

—

Rhubarb is now coming from near-by hothouses as well as from Michigan. The hothouse fruit averages $1 and the Michigan 50 to 65 cents. The near-by rhubarb is very good and is wanted.

—

Hothouse tomatoes range from 20 to 25 cents per pound and are in fair demand. The supply is low.

—

Florida salad ranges from $1.50 to $2.25, and the demand is fair.

Get the Benefit of Grape Juice Advertising.

The Welch Grape Juice Company have started a vigorous advertising campaign on Welch's Grape Juice, using the leading magazines such as the "Ladies Home Journal," "Woman's Home Companion," "Good Housekeeping," "Everybody's," "McClure's," "Munsey's," "Saturday Evening Post," "Collier's," "Literary Digest," "Life," "Table Talk," and "Boston Cooking School" magazines. Advertising starts in the February and March issues and liberal space will be used. An especially strong advertising campaign has been maintained in the leading medical journals for several years and this line of work is increased this year. The medical journals have been used without intermission. When a physician recommends grape juice, almost invariably he specifies "Welch's." The present demand for Welch's Grape Juice comes from the cumulative effect of years of advertising, undoubtedly last year's output would have been sold without any advertising in 1907, and possibly this year's output could be sold without advertising. But the Welch's Grape Juice Company will take no chances on this and every dealer buying Welch's Grape Juice may know that in stocking Welch's Grape Juice he will not have to carry over stock into another season. In their advertising and general business methods, the Welch Company have always built for the future. This accounts for the fact that the sales of Welch's Grape Juice have shown an average increase of about 40 per cent. per year for the past several years.

Vegetable Display Stands

They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.



They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water write us anyway, we have something interesting to show you.

Galesburg Cornice Works
142 East Ferris Street
Galesburg, Illinois



W. H. Morse, M. D., and Consulting Chemist, says: "Blooker's Cocoa is food, digestible food, dissimilable food, food of food value."
It pays grocers to sell it.

American Depot, 46 Hudson St., New York
In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Washington, D. C., Feb. 13, 1908.

Editor Science of Advertising.

Dear Sir:—I am mailing, under separate cover to you, a circular I am distributing this week; also some cards which I have used very recently. Some have produced very good results, other have not seemed to do so well.

I thank you in advance for your criticism and suggestions, which I always read with interest.

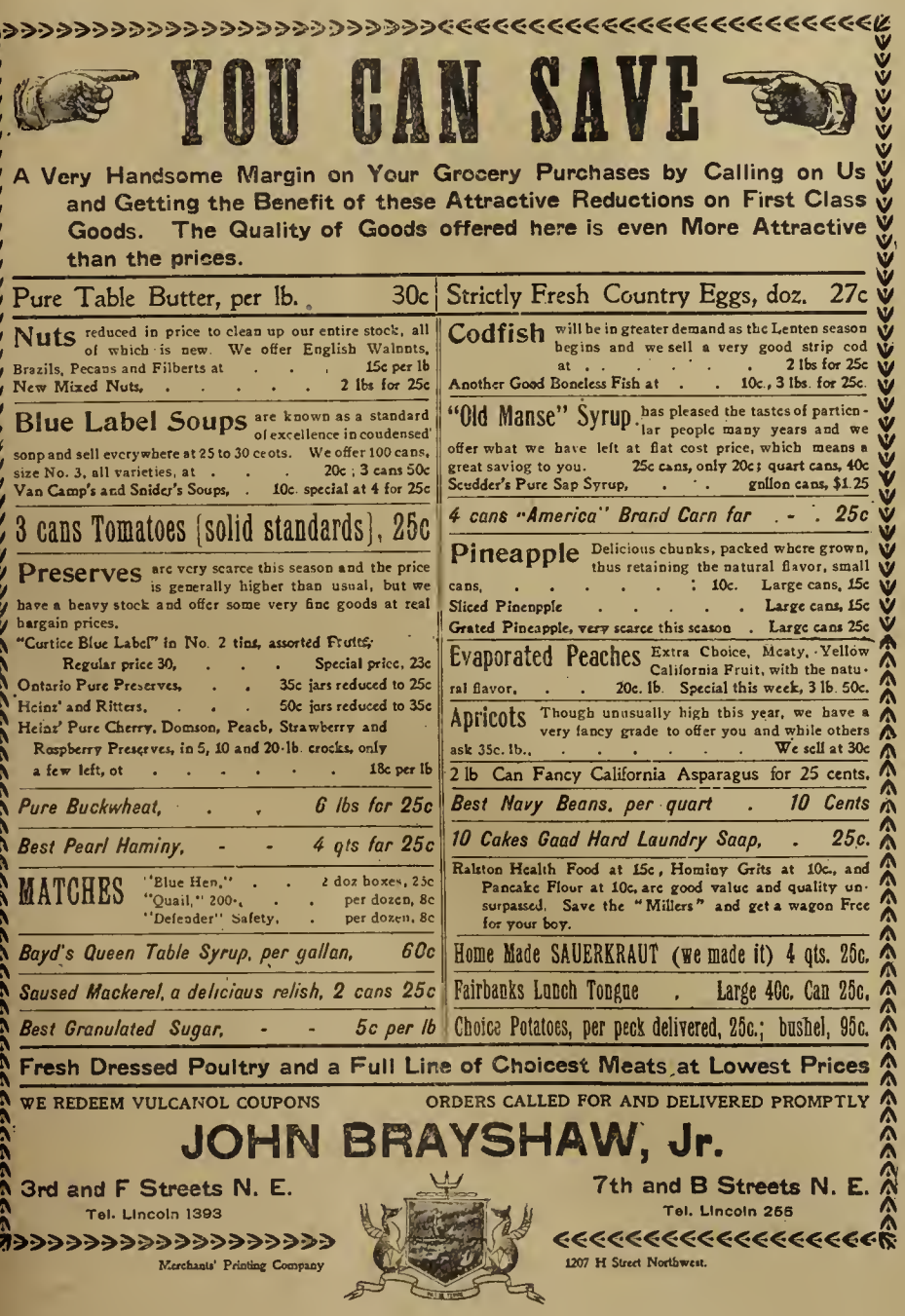
Respectfully yours,

JNO. BRAYSHAW, JR.

Mr. Brayshaw sends in quite a good-sized bunch of advertising matter. There is a large circular, printed on paper, and a number of small ones printed on cardboard. The cardboard circulars do not seem to be the conventional business postals, so I assume they are passed from door to door like ordinary circulars. If that is the case, I should think they might be expensive and a little unwieldy.

* * *

The main circular, which measures 9½ x 12½ inches, is reproduced photographically as follows:—



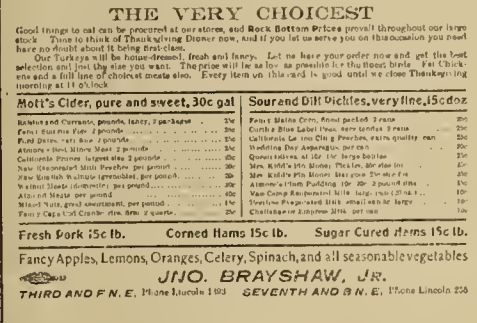
This circular is too crowded to suit me. On this comparatively small circular twenty-nine articles are advertised. That is scattering the shot too widely. I believe in using method in grocery advertisements. Instead of going all over creation for things to advertise, and combining them in one advertisement, I believe it a far better plan to write, say a canned goods advertisement, in which only things in cans shall be advertised. Or a "Dutch lunch" advertisement, in which could go such things as cheese, pickles, potted ham, corned beef, and so on. Or a "wash-day" advertisement in which could go not only soaps, starches, mops, bluing, etc., but also easily-dished up things for the hasty wash-day lunch. Or a "cold weather breakfast" advertisement, with such things as codfish, mackerel, hot cake materials, syrup, and so on. You see it's easy to be systematic about it, and the effect is sure to be better, because such an advertisement travels along a single path in the consumer's mind.

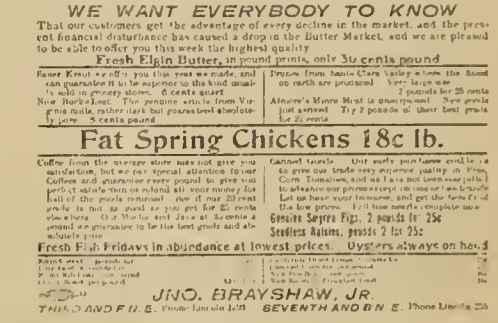
* * *

This circular is unsystematic for two reasons: First, because it groups a great lot of wholly dissimilar things, and second, because it doesn't treat even them all alike. Some are exploited and demonstrated, so to speak, in a few words of reading matter, others are simply mentioned and priced. My policy would be to use fewer articles, choose such as have some relation to each other, and give more space to each.

* * *

I pick out two of the small cards to reproduce, because they illustrate the two ends of a point I want to make. Each one measures 4 x 6 and is printed the long way:—





The card headed "The Very Choicest" I do not consider good advertising. Analyzed, it is simply a tame price-list, with nothing in the least alluring about it. The most interesting thing imaginable is a price, unaccompanied by explanatory matter, unless it is a very low price.

The other card—"We Want Everybody to Know" is a thousand per cent. better. It is more interesting; it says something; instead of being laconic like the other one it gets real chatty and talkative about the goods. Almost always it is the chatty salesman who sells the goods and not the one who says nothing but the price.

Food Products High in Other Countries.

Austrians Complain Bitterly Over High Prices of Necessaries. Prices of Food in Mexico. An Interesting Description of the Retail Stores of Rio Janeiro.

Special correspondence of "Grocery World."

Washington, D. C.,
Feb. 21, 1908.

The people of other countries than our own are making the same complaint about the high cost of food. In Austria not only the working classes, but the shopkeepers, school officials, post and municipal authorities, the various law officers, and all grades of officials whose incomes do not exceed $1,600 a year complain that the present prices of food and clothing are exorbitant. Owing to the high price of meat efforts have been made to introduce into that market fish from the German and Baltic seas, and as the ports from which they were shipped are only sixteen to twenty hours' distant they arrived in good condition, but the attempt seems to have failed. The people are accustomed to animal and farinaceous foods, and, with the exception of fresh water fish, taken from the rivers and lakes of Austria-Hungary, principally zander, carp, schill, trout, and a few salmon, no fish has a permanent sale.

According to statements by Consuls, it seems possible that American salted or pickled pork and corned beef, if cheap enough and well prepared, might find a ready and profitable sale there, but it will be necessary to establish wholesale warehouses to supply the trade, and even private customers direct. The price of meats in the Carlsbad market is as follows, per pound: Beef, veal and mutton, 20 cents; pork, 25 cents.

* * *

The same condition exists in the larger cities of Mexico. Native beef sells per kilo as follows: Rib roast, 90 cents; porterhouse steak, 90 cents; tenderloin, $1. For the best cuts of native pork and sausages, 90 cents. The same price obtains for the best

Fancy Ohio Onion Sets

For shipment about March 10th.

YELLOW, per bushel, = - $3.00
WHITE, per bushel, = = 2.90

Send in your orders for shipments on arrival, or shipments direct from Ohio. We have secured some of the finest lots, and our prices are for ***First-class Sets.*** Crop is reported short on this grade, so kindly place your order early.

All farmers who grew onions last year made money.

Be sure and secure good sets this year.

C. WILKINSON'S SONS

134 Dock Street Philadelphia, Pa.

E-C Corn Flakes and Egg-O-See

ARE GUARANTEED and comply with the Pure Food Law of Pennsylvania, as well as the National Pure Food Law.

E=C CORN FLAKES

is prepared by the famous EGG-O-SEE PROCESS, which brings out the wholesome, natural flavor of the grain.

No Artificial Flavoring of Any Kind is Used

Egg=O=See Cereal Co.

QUINCY CHICAGO BUFFALO

cuts of lamb and mutton, while veal, best cuts, sell at $1. Twelve to fourteen-pound turkeys may be bought for from $4 to $5 each; spring chickens from 90 cents each upward, and wild duck from 40 to 50 cents each.

American made butter is largely imported packed in cans, and sells from $1 to $1.25 per pound. Oleomargarine can be bought for 60 cents, and lard, also of American manufacture, for 35 cents per pound. Domestic lard sells for a few centavos more the pound, and is of excellent flavor, but the demand far exceeds the present supply. Native eggs are 75 cents a dozen. Cheese retails per kilo as follows: American, $1.32; Canadian, $1.32; European, $1.50. American wheat flour may be had at 18 cents the pound, and the native product at 10 cents for a like quantity. Rice of best grade is 35 cents the kilo. Teas range from $1.25 to $3, and the best grade of coffee is 40 cents the pound. Cocoa of American manufacture sells at 90 cents for a half-pound can; Dutch cocoa at $1.25 for a can of the same weight.

American breakfast food preparations of various well-known sorts retail at 45 cents per package. In the fancy biscuit trade English products have perhaps a larger sale than the American, these goods from both countries being usually priced at the same figure, 85 cents a pound. American-made biscuits or crackers, such as sell for 5 cents in the United States, bring 30 cents a package. Cane sugar, native grown and refined, both loaf and granulated, is 20 cents the kilo.

Apples grown in the United States may be had for 75 cents per kilo (2.2 pounds); canned in 3-pound cans for $1.25. American potatoes sell for 16 cents a kilo. Fruits and vegetables, native grown, which include practically all those green vegetables to which we are accustomed in the United States, are, as a rule, less expensive than with us. Strawberries may be secured at a nominal price the year round. Oranges of large size may be obtained for two centavos each.

* * *

A report from Deputy-Consul Joseph J. Slechta deals interestingly with the retail stores of Rio de Janeiro, Brazil. The most significant difference between American and Brazilian cities in this respect is the absence in the latter of anything like department stores. Rio de Janeiro offers splendid opportunities for investments along this line. Probably in no other large city of the world would department-store methods cut down expenses in the retail business to the extent possible in Rio de Janeiro. The reduction in municipal taxation would be considerable, since taxes are based not so much on the size of an establishment as upon the nature of the business. Circumstances which give the department stores so great an advantage over smaller establishments in the United States are greatly emphasized in Rio de Janeiro. The commercial centre of the city is limited to a comparatively small area, quite out of proportion to the enormous extent of the city. This district is readily accessible by direct tramways from all parts of the metropolis.

A department store established on the right basis in Rio de Janeiro, having due regard for the customs, usages and demands of the country, would have many advantages not peculiar to such establishments in the United States. There is, for example, no well developed system of delivering purchases at residences. Most of the better establishments make a pretense of delivering, but with the exception of one firm, which makes use of motor busses, the service is far from satisfactory. Most retailers either do not deliver at all or restrict themselves to the services of "carregadores," who carry packages in a box balanced on the head.

Perhaps the modern facilities of retail establishments which are most conspicuous by their absence in even the largest and otherwise up-to-date stores are cash and bundle carriers. In some of the larger stores packages are wrapped at a bundle counter near the cashier's desk and goods are paid for at the cashier's desk only. In some others salesmen receive money at the counter and make change at the cashier's desk. Cash registers are coming more and more into use, though restricted almost entirely to the use of cashiers.

The per cent. of profit is much larger than is customary in the United States, though it is doubt-



On Top

"Malta-Vita" has always been the "top notcher" Wheat Flake.

"Malta-Vita" Corn Flakes have just been pronounced by experts the "top notcher" Corn Flake—and they ought to know.

An Easy Seller!

It's the biggest 10c p'k'ge on the market—36 p'k'g's to a case—you can sell it on the reputation that "Malta-Vita" has always had.

Free Deal

Until April 15th order all corn—all wheat—or assorted as desired and get

1 case free with 7

With 7	cases	1	case	free,	equivalent	to	$2.36	net	per	case	
" 5¼	"	¾	"	"	"	"	2.36	"	"	"	
" 3½	"	½	"	"	"	"	2.45	"	"	"	
" 1¾	"	¼	"	"	"	"	2.45	"	"	"	
" ⅞	"	⅛	"	"	"	"	2.45	"	"	"	

Regular prices $2.85 per case—$2.75 in 5 case lots.

Order thro' your Jobber.

Malta-Vita Pure Food Co.,

Battle Creek, Mich,

ful if the actual net profits are as high. The expense of maintenance is easily three times as great as in large American cities. Except in a few cases only men are employed. Wages of clerks run from 50 to 100 per cent. greater than for equal service in New York, but since cost of living here is easily twice as great as in the American metropolis, wages are comparatively lower here. Rents are enormous, and in fact every item of cost of operation is so extravagant that a much higher scale of prices rules than anywhere in the United States.

All of the larger and more progressive establishments are adopting the one price system, but this is a recent innovation. With the smaller dealers the old system prevails, according to which every day is bargain day. That is, no shopper expects to make a purchase without a good deal of bickering, during which the price may be reduced frequently to a third or even a half less than the first quotation.

Retailers have not yet fallen in with the "Yankee" idea of setting apart certain days as "bargain days," nor is there a great deal of newspaper advertising on a large scale. No special effort is made to attract attention to "special" or "remnant" sales, except in the ordinary course of trade. There is a good deal of sign advertising, and "liquidation" sales are apparently habitual with a large class of dealers. None of the retailers have as yet adopted the attractive method of advertising and drawing trade so frequently and generally used in the United States—that is, of providing comfortable places for the gathering of customers and shoppers.

HOLT.

Oleomargarine Still Selling in Pennsylvania.

The Latest Pennsylvania Food Bulletin Reveals Several Cases. Excessive Quantities of Benzoate of Soda Found in Several Samples. Well Known Brand of Molasses in Trouble.

The latest monthly bulletin of the Pennsylvania Dairy and Food Department is at hand, and from it is taken the following summary of the month's work ending January 15th:—

REPORT OF ANALYSIS.

Butter Samples, 106.	
Colored oleomargarine	22
Pure	84
Total	106
Lard Samples, 1.	
Compound lard	1
Oleomargarine Samples, 8.	
Colored	1
Uncolored	7
Total	8
Pure Food Samples, 82.	
Adulterated	11
Complying with law	59
Preserved	11
Preserved and colored	1
Total	82
Vinegar Samples, 5.	
Adulterated	4
Not properly labeled	1
Total	5

SUITS AND PROSECUTIONS.

Lard Cases, 1.	
Terminated	1
Oleomargarine Cases, 23.	
Terminated	23
Pure Food Cases, 22.	
Terminated	22
Vinegar Cases, 5.	
Terminated	5

The pages devoted to the State chemists' analyses show that colored oleomargarine is still being fraudulently sold throughout the State for butter. The following extracts are taken from the chemists' adverse reports:—

Sample bought of J. A. Donahoe, Pittsburg Market, Pittsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Owen Quinn, 845 Braddock ave., Braddock. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Chicago Dairy Co. (Michael Cavanaugh), 223 Eighth ave., Homestead. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Homeward Dairy Co. (Edw. A. Preach), 1127 Lang ave., Pittsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Chicago Dairy Co. (Mary Broderick), 4808 Second ave., Pittsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bough of Fred. Volkwein, 760 Penn ave., Wilkinsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Mrs. Wm. Mack, Marcus Hook. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Chas. Sakers, Marcus Hook. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Geo. Keely, 2136 Fifth ave., Pittsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Geo. Barckley, 500 Larimer ave., Pittsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Fred. Preach, 4525 Liberty ave., Pittsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Harry Reel, 128 Frankstown ave., Pittsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of W. J. Montgomery, Linden ave., E. Pittsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of O. H. Shoemaker, 432-4 Market st., Pittsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of James Pogue, 204 Allegheny Market, Allegheny. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of J. E. Gibson, 197 Market House, Allegheny. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of J. H. Ehrhardt, 66 Allegheny Market, Allegheny. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of John Houston, 178 Allegheny Market, Allegheny. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of J. A. Gantz, 98 N. Main st., Washington. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Owen Quinn (Agnes Little), Pitcairn. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Thos. R. Hallon, 112 W. Chestnut st., Washington. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Clark's Restaurant (C. A. Rhinehart, Manager), 132 Clinton st., Johnstown. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of John McAteer, 2918 Richmond st., Philadelphia. Sold for lard. Chemist's report—A compound lard containing cottonseed oil and beef stearine.

Sample bought of W. A. Miller & Co., 427 North Second st., Philadelphia. Sold for olemargarine. Chemist's report—Oleomargarine; no license.



Slices Everything from 6-pound Knuckles to half-ounce Ends.

IF YOU SLICE DRIED BEEF

you need Johnson's "EVERSHARP" slicing machine. Because it slices dried beef to perfection, and moist freshly cured beef in full-size wafer slices, thin, smooth and delicious, will attract more new trade than any article you can offer.

IF YOU DON'T SLICE DRIED BEEF

you certainly need Johnson's "EVERSHARP" slicer, because you are losing the prestige and profit of the most salable and profitable specialty in the whole line of eatables.

This machine was invented by an experienced retail grocer to correct the faults, remove the defects and improve the shortcomings of all other machines.

It will slice five pounds of dried beef in five minutes, every slice perfect, the full size of the meat, transparently thin, smooth and shining. It will cut the tough sinewy ends in perfect slices. It will slice up every little end. It will save enough time and labor, prevent enough waste, draw enough new trade, and increase the sales of sliced meat, sufficient to pay for itself in a very short time.

Send for a sample of sandwich sliced beef and see the magnet that draws the trade.

A. W. JOHNSON, New Brunswick, N. J.

Get Our
NEW SPRING CATALOGUE
and Compare

That's all we ask—a fair and thorough comparison. Can you AFFORD not to give it to us—with conditions as they are right now?

Our prices, you know, are quoted net and in plain figures. Is there any reason why you should pay out more of your own money to anyone than we ask in print for the SAME thing?

We carry the surplus stocks, remember—ready for you to draw on when you NEED them. Our prices are guaranteed until the issue of our next monthly catalogue.

If prices go up, we stand the loss; if down, our customers get the benefit.

At least for this one season alone, ought not your buying to be done The Butler Way—for your own sake? The even chance, remember, is all we ask. Do we get it—from YOU—at least for this one season?

The new Spring catalogue is No. D656. Shall we send it—to YOU?

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE DALLAS

Sample bought of O. H. Shoemaker, Connellsville. Sold for oleomargarine. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Swenger & Bienenstock, 738 South Seventh st., Philadelphia. Sold for olive oil. Chemist's report—Sample is cottonseed oil.

Sample bought of Lingi Verni, 1021 South Ninth st. Philadelphia. Sold for olive oil. Chemist's report—Contains cottonseed oil.

Sample bought of Swenger & Bienenstock, 738 South Seventh st. Philadelphia. Sold for olive oil. Chemist's report—Contains cottonseed oil.

Sample bought of Swenger & Bienenstock, 738 South Seventh st., Philadelphia. Sold for olive oil. Chemist's report—Contains cottonseed oil.

Sample bought of Pasqual Giunta, 1009 Christian st., Philadelphia. Sold for olive oil. Chemist's report—Contains cottonseed oil.

Sample bought of Pasqual Giunta, 1007 Christian st., Philadelphia. Sold for olive oil. Chemist's report—Contains cottonseed oil.

Sample bought of Pasqual Giunta, 1007 Christian st., Philadelphia. Sold for olive oil. Chemist's report—Contains cottonseed oil.

Sample bought of Allesandro Marau, 711 South Eighth st., Philadelphia. Sold for olive oil. Chemist's report—Contains cottonseed oil.

Sample bought of L. Volpe, S. E. Cor. Tenth and Carpenter sts., Philadelphia. Sold for olive oil. Marks on package—Olio D'oliva-Delcilento. Chemist's report—Contains cottonseed oil.

Sample bought of A. Kellogg & Sons, 19 South Front st., Philadelphia. Sold for molasses. Marks on package—Duff's Refined Molasses. Chemist's report—Bleached with sulphur dioxide.

Sample bought of Wm. Butler Co., N. W. Cor. Randolph and Vine sts., Philadelphia. Sold for shredded codfish. Chemist's report—Contains boric acid.

Sample bought of Reeves, Parvin & Co., 116 South Delaware ave., Philadelphia. Sold for molasses. Marks on package—Duff's Refined Molasses. Chemist's report—Bleached with sulphur dioxide.

Sample bought of The Great Atlantic and Pacific Tea Co., N. W. Cor. Second and Fairmount ave., Philadelphia. Sold for molasses. Chemist's report—Contains sulphites.

Sample bought of Armour & Co., 128-30 North Delaware ave., Philadelphia. Sold for ham. Chemist's report—Contains boric acid.

Sample bought of Armour & Co., Morris st. Branch, Philadelphia. Sold for ham. Chemist's report—Contains boric acid.

Sample bought of Frank Schossler, Oil City. Sold for catsup. Marks on package—Lakewood Brand. Chemist's report—Preserved with benzoate of soda and colored with a coal tar dye. Lacks 2-100 of being double amount of benzoate of soda allowed.

Sample bought of Sam. Lewis, Oil City. Sold for catsup. Marks on package—Commodore Brand Tomato Catsup. "Contains 1-10 of one per cent. of benzoate of soda. Chemist's report—Misbranded as to amount of benzoate of soda. Lacks 2-100 of being double amount allowed.

Sample bought of E. Stehle, Altoona. Sold for Candy orange kisses. Chemist's report—Contains sulphurous acid.

Sample bought of E. F. Cowan, Vandegrift. Sold for catsup. Marks on package—Brand: Butterfly High Grade. "Guaranteed strictly pure. Prepared with 1-10 of one per cent. of benzoate of soda. Chemist's report—Contains twice as much sodium benzoate as indicated on label.

Sample bought of M. E. Miller, New Kensington. Sold for catsup. Marks on package—Brand: Sunrise Tomato Catsup. "Preserved with 1-10 of one per cent of benzoate of soda." Chemist's report—Contains about ⅓ more sodium benzoate than label indicates.

Sample bought of W. A. Landsberger, West Newton. Sold for Cider vinegar. Marks on package—Price & Lucas. Chemist's report—Distilled vinegar and colored with caramel.

Sample bought of Baisor Sellers & Co., Altoona. Sold for apple cider vinegar. Marks on package—Price & Lucas. Chemist's report—Distilled vinegar colored with caramel and low in acetic acid.

Sample bought of Leonard Miller (J. B. Hughes), Altoona. Sold for pure cider vinegar. Marks on package—Leonard Miller. Chemist's report—Distilled vinegar, colored with caramel and low in acetic acid.

Sample bought of Leonard Miller (J. W. Sellers), Altoona. Sold for pure cider vinegar. Marks on package—Leonard Miller. Chemist's report—Distilled vinegar, colored with caramel and low in acetic acid.

Sample bought of R. Devine, 1539 Chestnut st., Philadelphia. Sold for white wine vinegar. Marks on package—C. C. Palmer. Chemist's report—Not properly marked "Distilled vinegar."

Unusual Profits.

The grocer is so accustomed to thinking of little profits and many sales, that he often overlooks good articles sold in certain seasons, that pay him more than ordinary margins. When he does this, he is simply allowing the nickels, dimes, and dollars to mingle with their fellows in his competitors' cash registers, when they should occupy a cozy corner in his own.

We have in mind a very excellent seller, which will be seasonable from the latter part of March up until Easter, and it is one that pays from 110 per cent. to 133 per cent. profit. It's not sugar or tobacco, but Fleck's New Combination Egg Dyes.

Each five-cent package contains a half dozen plain colors, from which dozens of shades and effects may be produced and a half dozen paper dyes from each of which may be transferred designs of animals, flowers, birds and amusing characters. Forty-two of these five-cent packages are contained in each $1.00 box, which makes your profit 110 per cent. In six-box quantities, a discount from this price of 10 per cent. is allowed, making your margin 133 per cent.

Don't forget to mention Fleck's Egg Dyes when you order from your jobber. Don't take anything else. Insist on having the box containing forty-two five-cent packages, each package containing both colors and papers. If he can't supply you they will be forwarded on receipt of price, all charges prepaid, by the manufacturer, J. J. Fleck, Tiffin, Ohio.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World

Columbus, Ohio

Sample free, or four months' trial for 10 cents

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia



A Conspiracy Exposed.

Say, do you know there's a conspiracy on against you retail fellows?

There's a little crowd of manufacturers who have made up their minds that you've got to sell their goods, whether you want to or not, and whether they pay you any profit or not.

This is no idle dream—I know what I'm talking about.

They're working on this point—that if consumers want something it's up to you to supply it. It's none of your business whether it's a good thing to sell or not. If somebody wants it, that's enough.

Let me tell you something that was told to me by one big manufacturer last week.

"I know it to be a fact," he said, "that a committee of the big manufacturers of proprietary food products went to the 'Ladies' Home Journal' the other day and put up an argument that the 'Journal' should begin a campaign against substitution by the dealers. They rubbed it in that they were big advertisers in the 'Ladies' Home Journal,' and in the other magazines, but they weren't getting good results from their advertising because the grocer induced his customers to buy something else."

As I get it, the "Ladies' Home Journal" was handed the straight goods that if it didn't get busy along the no-substitution line, it would lose some business.

You see these big food manufacturers cut ice. They're all package people, and when you add up all that sort of advertising there is in the monthly magazines you've got some money represented.

I looked over the February number of the "Ladies' Home Journal" and counted thirty-two food ads. there. All the way from a full page down.

Every one was for a proprietary package food sold by the grocer.

Same thing in any monthly magazine.

Why the more I think of it the better I'm convinced that this scheme of the "Woman's Home Companion" is some sort of an advertising deal with the big package goods men. You can see the line of the whole thing—how they led up to it from a bang at dirty stores; how the housewife ought to deal only with the clean stores, and how, after several preliminary articles, the only way to get clean stuff was to buy package goods.

See how slick the thing was worked up? For myself, I feel just as sure that that stuff was published to help the package houses that advertised in the "Woman's Home Companion" as I am that I'm bald on the top of my head.

You see lots of things that show you that the big manufacturers have waked up to the fact that they can't force the grocer to sell their goods after all. They used to brag that they could, but they don't now. There's many a slip 'twixt the "Ladies' Home Journal" ad. and the sale, and the slip is the grocer that the sale's got to go through.

If he wants to sell the thing, and it pays him to sell it, he may do it, but unless that's so all hen can't make him.

And it never can, Mr. Manufacturer.

I had a little talk the other day with the agent of a manufacturer who spends as much money advertising in the magazines as anybody I know of.

"Your firm must spend a pile of money for advertising," I said.

"They do," he said, "but they're robbed of the good of a lot of it by the grocers."

"How?" I asked.

"They substitute," he replied.

"What do you mean by substitute?" I asked. "You don't mean that when a customer asks for Maple Flake the grocer without saying anything will send her Egg-O-See, do you?"

"Oh, no," he said, "I mean that when our advertising works up a woman to ask for our goods the grocer, if he don't keep 'em, will try and sell her something else."

"Well, what's wrong about that?" I asked.

"Why, he ought to sell her what she asks for!" he replied.

"Regardless of whether it pays him to do so?" I asked.

"Sure," was the answer.



"THE BOTTOM AS GOOD AS THE TOP"

Our **Apelpi Evaporated Apples** are a prime grade of New York fruit, selected from the best flavored and matured apples.

The square cartons are lined with waxed paper and their contents are guaranteed to be as fine as anything in the market.

Every piece of fruit is hand picked and must be perfect before it goes into our machines.

The result is a product for which the demand is not only enormous, but constantly growing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON **28 So. Front Street**
Distributers **Philadelphia, Pa.**



ARE YOU IN THE SWIM?

There are millions and millions of gas mantles used every year. **Our brands** are among the **very best.** We furnish you this beautiful mantle cabinet, **Free of Charge,** to place in your store if you purchase from us one hundred of our mantles, assorted.

The cabinet holds just 100 mantles.

Write at once for prices.

R. E. TONGUE & BROS.
Lamp Chimneys and Gas Mantles
Allegheny Ave., Amber and Collins Sts.
PHILADELPHIA, PA.
Branch—NEWARK, N. J.

Fresh Cod Steak



This is one of the finest codfish products ever packed —**Talisman Cod Steak**

Not cured but fresh. Packed in Newfoundland. Cooked and ready to eat cold, when the tin is opened, or can be served hot.

Packed full weight, one pound tins, no bones or skin —clean, tender, delicious.

Nearest Swift branch or us direct. You can sell this.

SWIFT & COMPANY
Gloucester, Mass.

Do You Buy Pasteboard or Apples
when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY
A card brings delivered quotations.

E. V. Peirson & Co., Newark, Wayne Co., N.Y.



"That looks to me like a good imitation of bosh," I said. "You take a case I heard of only last week. In a town where I was, a new cash store after business had cut a certain breakfast food to 9 cents, half a cent above cost. The price before that was 12 cents. It had done a lot of advertising and had brought the price down all through the town to that. Every package sold, counting cost of doing business, meant a loss. Do you mean to tell me that if you'd been in business there you'd have sold it anyway, simply because it was asked for? Not on your life you wouldn't! You'd have done like everybody else with a grain of sense—you'd block the sale every time you could."

"Maybe I would," he replied, "but I wouldn't try to steal the order the manufacturer has made and give it to another product."

"Then if you wouldn't you're no salesman!" I said. "The fellow who can sell the least of what pays him nothing and the most of what pays him best—he's the salesman, all right. The fellow who sells something he don't want to sell, just because somebody asks for it, is a plumb ass!"

And yet that's just what these manufacturers, in conspiracy with the women's papers, are trying to turn you fellows into.

Wooden images just to hand out their goods! Profit? Why you cheeky things, to want a profit!

If I had any hair, I'm sure it would rise at such a fool idea. The grocer will sell your stuff, Mr. Manufacturer, when he wants to and when it pays him; not before.

Take a pipe smoke on that!

THE STROLLER.

ASSOCIATION NEWS.

Roanoke, Va.

Both the wholesale and retail grocers of Roanoke, Va., have adopted a strenuous attitude against parcels post. They have issued the following open letter to all the retailers in Virgiania:—

To the Merchants Doing Business in the Country, Villages and Towns of Virginia—Greeting:—

You are probably aware that the Postmaster-General has recommended to the present Congress for enactment, a Parcels Post Law which, as we see it, has for its object the enabling of the great catalogue houses of a few of the large Northern and Western cities to acquire all the good cash trade of the rural districts, villages and town of not only our State, but of the entire nation. By examining the said bill, you can readily see what effect such a measure must have on your business, and upon our business—for our success depends upon yours. If passed, the bill in question will enable the catalogues houses to supply every farm house, and every house of the State, with their catalogues, and to sell for cash their goods at such rates that you cannot meet, because you must pay rent, clerk hire, license, taxes, insurance and the many other expenses arising out of the conduct of your business.

Now, if to this be added the privilege to the catalogue houses of sending their merchandise through the mails for two cents per pound (it costs the Government about sixteen cents per pound), to you will remain only the credit trade and barter, which the catalogue houses do not desire and will not accept.

Again, the purchases made from the catalogue houses must be paid in cash, and that means the sending from your community all the ready cash, and Uncle Sam pays the freight; for our present mail system, at the present rates, charged, shows a deficit for last year of over $6,800,000, due to the Government carrying the bulk of the mail-matter at less than cost.

Letters cost, on an average, sixty-four cents per pound to the writer, while it costs the Government but sixteen cents per pound to send that class of matter, while a great mass of worthless and noxious matter, as well as merchandise, is now carried at such rates that the profit made on letters, great as it is, cannot overcome the deficit. Does it appear to you the proper thing to enact laws as to inevitably and greatly increase such deficit, and all to benefit a few of the very rich at the expense of the many? The trouble with our country now is that too much of our money resources has been concentrated at and is, by connivance of officials, kept in the great cities; and if this practice is to be further fostered and encouraged by the Government by legislation, such as the Parcels Post Bill, you might as well pull down your curtains, shut your doors and go out of business. We urge you to join us in protecting your interests—our interests, for we are dependent on your success—and we ask you to do it now, to-day.

Write your Congressman and Senators personal letters; write them on your stationery, and ask them to oppose the bill now up and all other bills of a like character that tend to ruin our country merchants and impoverish our rural communities. Ask them to give us penny postage on letters, and to make every other class of mail-matter bear its own expense of carriage through the mails. Will you do it, and do it now?

Yours for protection,
WHOLESALE MER. ASSOCIATION,
J. E. Moyler, Jr., President.
RETAIL MER. ASSOCIATION,
W. B. Moyler, Jr., President.

A retailer out West keeps a list of all the banks in the country so he can say he keeps a bank account. Over 5,000 merchants, from Salem, Mass., to Salem, Oregon, use Forbes Indexed Coupon Books and keep a real, live, genuine bank account. The red is on the right side of the ledger, too.



CHARLES NOBLE, Jr.
Manager

Catchers, Jobbers and Dealers in

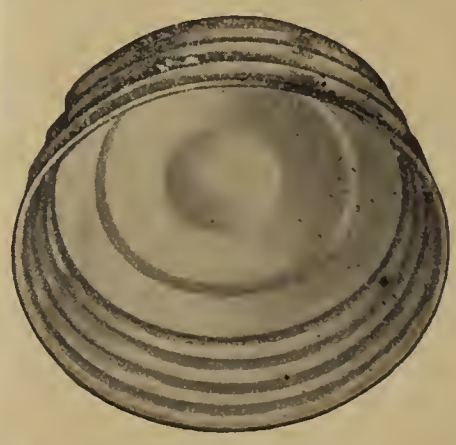
FRESH, FROZEN
Smoked and Salted FISH

OYSTERS
and CLAMS

BUFFALO, N. Y.

Write for Prices, Fast-day Art Calendar, etc.

The STEEL FRUIT JAR CAP from the Chemist's Viewpoint



Prof Chas. T. P. Fennel, the famous Cincinnati chemist, says that a steel fruit jar cap submitted to the influence of organic acids, such as are contained in fruits, do not corrode as much as zinc caps. He further says that resulting salts from this corrosion in the case of the steel cap are absolutely harmless, and that those from the zinc caps are poisonous to the human system.

If you tell this to your customers you can sell a lot of our steel caps.

THE WM. GLENNY GLASS CO., Cincinnati, Ohio

Here's a good coffee proposition for you.

Our **Sterling Coffee,** in tins, is a fancy blend that pays you a good profit and suits everybody. If you send us a small order for your high-grade bulk coffee, we will make it interesting for you with **Sterling Coffee** in a way which we prefer to explain by mail. **Sterling Coffee** is an expert blend which cannot be surpassed.

This house was established in 1796, and is therefore the oldest coffee house in the United States. Could we have lasted so long if we hadn't shown people a square deal?

This Is So Good It Must Go By Mail

SHAPLEIGH COFFEE CO.
64 Long Wharf BOSTON, MASS.

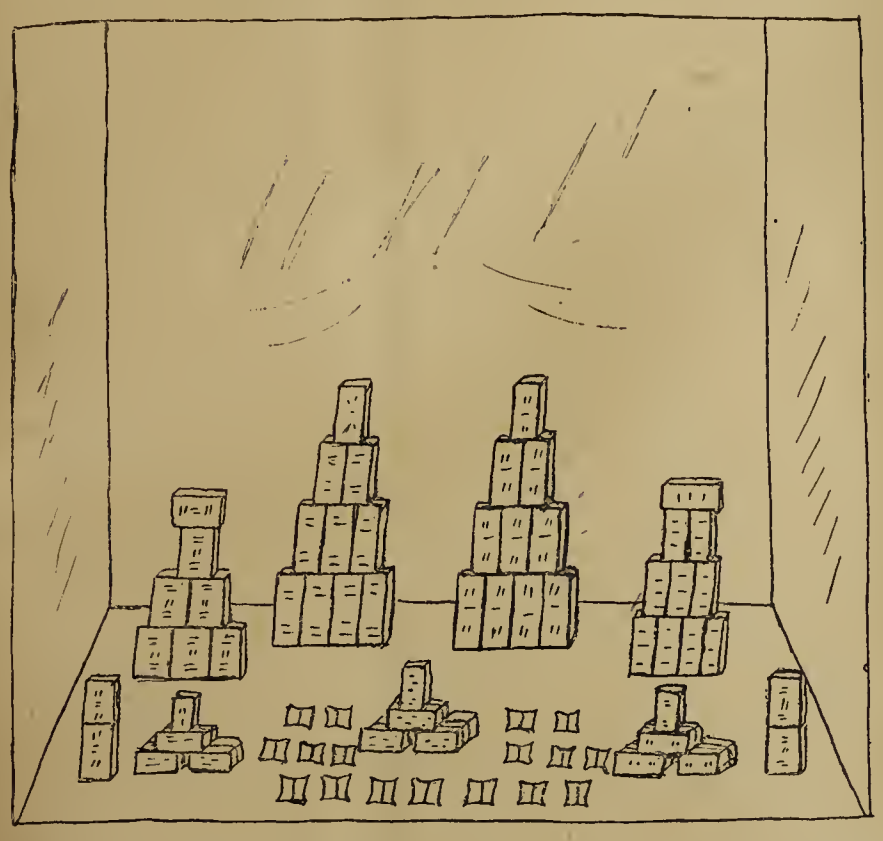
Window Dressing for Grocers

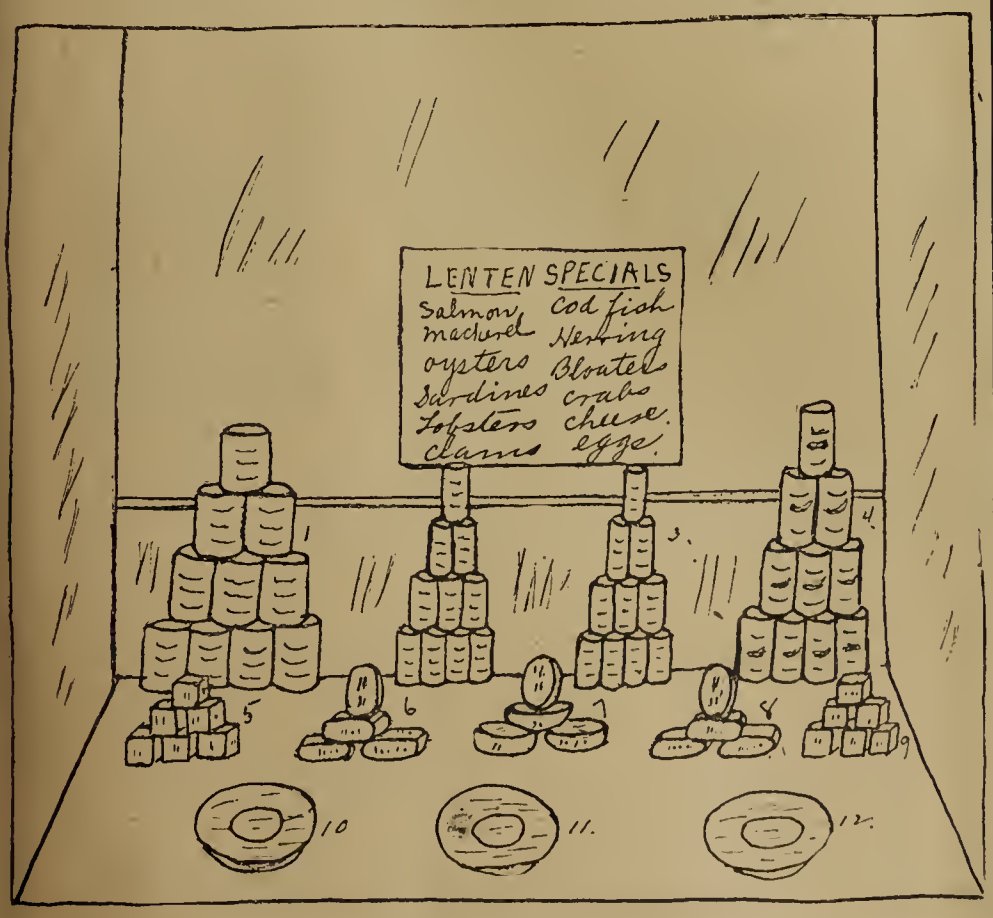
In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Dessert Window.

There is no special way of arranging the packages in the window for this display. The idea is to have a window of all desserts. For instance, display several kinds of corn starch, fruit puddine, showing different flavors; granulated and flaked tapioca, Jello, D. Zerta, Bromangelon, Jellycon, Junket or any such desserts as you may handle.

In buying these goods you usually get a number of small receipt books showing the different preparations that can be made from these desserts. The idea is to save these receipt books from different desserts and have a special window of these goods, at which time you hand one to each customer, calling attention to the goods on display. Also have a number of these books distributed throughout the bottom of window. Also use display cards if you have any.





A Lenten Window.

Lent begins the first week in March, at which time the grocer must be well supplied in all lines of canned fish and meats. It is well to have a window display of these goods at that time. For key to sketch see below:—

KEY TO SKETCH.

1. Large can oysters.
2. Soused mackerel.
3. Small can oysters.
4. Salmon.
5. Shredded codfish.
6. Sardines.
7. Lobsters.
8. Boneless Herring.
9. Codfish in one-pound bricks.
10. Bloaters on plate.
11. Codfish, bulk, on plate.
12. Mackerel or dried herring on plate.

After Peddler Law in Northumberland County, Pa.

Organized Retailers Pledge Themselves to Work for Its Passage. Small News of Local Associations.

Special correspondence of "Grocery World."

Erie, Pa., Feb. 21, 1908.

The Jeanette Business Men's Association adopted the following resolutions at its last meeting:—

Whereas, The greater part of our great State of Pennsylvania has adequate protection from peddlers and hawkers.

Resolved, That we urge the passage of an act covering fully this much needed protection, and to this recommend that our Legislative Committee be instructed to either draft a new law or amend the act of April 12, 1857, applying to Northumberland County to make it apply to every other county in the State.

We pledge our every effort to bring about this much needed measure.

T. E. Hummel has been elected as the successor of A. A. Eckert secretary of the Pottsville Merchants' Association.

W. E. Barrett has been elected secretary of the Oil City Business Men's Exchange in place of E. S. McAlevy, resigned.

The Cannonsburg Business Men's Association is active in the suppression of adulterated butter and produce, and has alone done good work in the suppression of peddlers.

The Merchants' Protective Association of Pittston and vicinity is fighting hard for free bridges. A petition with 500 signers was presented to the court asking the appointment of viewers. In two days the viewers were appointed, which is considered quick work for Luzerne County courts.

The Homestead Association admitted seven new members and reinstated five old ones at last meeting. Steps were taken for a mass meeting for the relief of the distressed in Homestead.

A. M. Howes,
State Secretary.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued September 17, 1907:—

865,999. Beater. S. H. Coombs, Chicago, Ill.

866,079. Ice cream dipper. T. S. Smith, Indianapolis, Ind., assignor of one-half to J. A. Conkey, same place.

866,106. Meat tenderer. W. H. Baker, Bridgeport, Conn., assignor of one-half to J. P. Frisbie, same place.

866,243. Graduated food package. Gustav Waechter, Elverdissen, Germany.

866,273. Cake baking apparatus. J. S. Hama, Los Angeles, Cal.

866,494. Continuous baking oven. Charles Loesch and E. C. McCall, San Francisco, Cal.

866,545. Coffee pot. A. W. Whitman, Reading, Pa.

866,586. Method of desiccating eggs. J. M. Hussey, Cambridge, Mass.

Patents issued September 24, 1907:—

866,702. Confectionery coating machine. W. H. Weeks, Philadelphia, Pa.

866,727. Sample case. N. J. Little, Fargo, N. D.

866,796. Strainer for teapots. F. N. Martindale, Gouverneur, N. Y.

866,809. Coffee percolator. F. B. Price, Butte, Mont.

866,909. Egg beater. F. A. Brenner, Cleveland, Ohio.

866,946. Candy spinning machine. J. F. Magruder, Meadville, Pa.

866,985. Percolator. C. E. Trewhella, Forestville, Conn., assignor to American Silver Co., Bristol, Conn.

867,044. Larding needle. Philip Huss, Lakewood, N. J.

867,082. Biscuit cutter. L. A. Rockwell, New York, N. Y.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For Bismark herring, rollmops, spiced anchovies, sardels, appetitsild, salt and spiced herring, sardines, russian sardines. Menzel & Co., New York, N. Y.

For caustic soda. Chance & Hunt, Ltd., Oldbury, England. An elliptical panel containing a representation of a towered building and the words "Chance & Hunt Limited."

For chocolate and cocoa. Pennsylvania Chocolate Co., Pittsburg, Pa. The word "Indian."

For flour. Duluth-Superior Milling Co., Duluth, Minn. The words "Freeman Milling Co., 169 Superlative Patent, West Superior, U. S. A."

For canned tomatoes. Everett Robinson, Baltimore and Hopewell, Md. A representation of a Maltese cross and the words "Maltese Brand."

For flour. Farwell & Rhines, Watertown, N. Y. The signature "Farwell & Rhines" upon a panel which is imposed upon the words "Dietetic Food."

For soap. Los Angeles Olive Growers' Association, Los Angeles, Cal. A panel containing a representation of olives and the words "In the hands of my Friends." "Sylmar Ripe Olive Soap."

For flour. Whaley Mill & Elevator Co., Gainesville, Tex. The word "Southland" within a border of concentric circles and outwardly pointing teeth.

For powdered granular soap. Richard Ellis, New York, N. Y. The word "Vergoline."

For canned fruits and vegetables, except canned corn. The Burt-Olney Can-

ning Co., Oneida and Albion, N. Y. The word "Nectar."

For tea and coffee. Drake & Co., Easton, Pa. The words "Golden Crown" and a representation of a crown.

For canned fruits and vegetables. The Burt-Olney Canning Co., Oneida and Albion, N. Y. The words "Rose of Sharon" and a representation of a cabbage.

For pickles, vinegar, catsup, olives, sauer kraut, mustard, sauce, apple butter, mincemeat and fruit preserves. Block-Horn Preserving Co., Kansas City, Mo. The words "Dining Car Brand" and a representation of a railroad car.

For candy. Shraders, New York, N. Y. The word "Nemos" upon one-half of a diagonally divided panel.

For cheese. O. M. Crego, New York, N. Y. The word "Daisy."

For bread and crackers. G. H. Cross Co., St. Johnsbury, Vt. The word "St. Johnsbury."

For lard compound. T. M. Sinclair & Co., Ltd., Cedar Rapids, Iowa. The word "Frosto."

For bread. R. C. Proudfit Baking Co., Chicago, Ill. The words "Gold Pan Bread" upon the side of a pan containing a loaf of bread.

For soap. Enterprise Soap Works, Nashville, Tenn. The word "Pin" and a representation of a safety-pin.

For coffee. T. L. Owens, Savannah, Ga. The words "Dixie Blend" and a representation of a young woman holding a cup to her lips.

For canned salmon. R. D. Hume, San Francisco, Cal. The word "Royal."

For macaroni. G. G. Greco, New Orleans, La. The words "Le Regina" and a representation of a marine scene showing a mountain and a volcano.

For cocoa. Brownell & Field Co., Providence, R. I. The word "Autocrat."

For canned fruits and vegetables. Wayne County Canning Co., Ltd., Marion, N. Y. The words "Pure Quill Brand" and a representation of a quill pen.

For vinegars and pickles. Oakland Vinegar & Pickle Co., Saginaw, Mich. The word "Highland" and a representation of a man in Scotch costume.

For tea. Standard Import Co., Ltd., New Orleans, La. The word "Banzai."

For candies. National Candy Co., Jersey City, N. J. The words "Lady Dernon."

For ice cream freezers. Richmond Cedar Works, Richmond, Va. The words "Double Quick."

For sardines. Edwin Shivell, Melrose, Mass. The words "Circle Brand Smoked Sardines" and a showing of concentric circles.

For spices and flavoring extracts. G. H. Ballou Co., San Diego, Cal. The word "Sun" and a representation of a face with lines radiating therefrom.

For a food product made from egg albumen and milk. J. P. Cooper, Jersey City, N. J. A representation of a rooster and the words "The True Egg Co., Chicago, Ill."

For candied popcorn. Rueckheim Bros. & Eckstein, Chicago, Ill. The words "Cracker Jack."

For chocolates and candies. Rueckheim Bros. & Eckstein, Chicago, Ill. The word "Angelus."

For flour. Holmes & Barnes, Ltd., Baton Rouge, La. A representation of a building with towers and the words "Highest Patent, Holmes & Barnes, Limited, Baton Rouge, La.," all within a a circular border containing representations of wheat-ears.

For flavoring extracts. Baker Extract Co., Portland, Me., and Springfield, Mass. An ornamental panel divided by vertical and horizontal bars and containing representations of flowers and a shell.

For soap. The Geyserite Mfg. Co., Denver, Col. The word "Geyserite" and a representation of a geyser.

For soap made from wool fat. Vereinigte Chemische Werke Aktiengesellschaft, Charlottenburg, Germany. Concentric circles from which arrows project tangentially.

For cured and salted meats. Kingan & Co., Ltd., Belfast, Ireland, and Indianapolis, Ind. The letter "K." within a circle.

For cereal breakfast foods, cornmeal, rice, buckwheat flour, hominy grits and pancake flour. The Corno Mills Co., East St. Louis, Ill. A representation of two black bars or bands with a bow on one of them.

For toilet soaps. B. T. Babbitt, New Work, N. Y. The words "B. T. Babbitt, New York," and a representation of stems with leaves and an irregular ornamental panel.

For cheese. W. J. Eldridge, Aurora, Ohio. The words "Family Favorite Brand XXXX Goshen Cheese."

For sausage and ham. National Packing Co., Chicago, Ill. The words "Il Vero" within a diamond-shaped border.

For soaps. L. F. Shinners, Cleveland, Ohio. The word "Cocanola."

For pressed ham, mortadelle, capicolli, presiutti and cotteghini. Henry Fiorentini, Boston, Mass. A representation of two high towers, one of which is leaning.

For candy. Greek American Confectionery Co., New York, N. Y. The word "Haggis" upon a crescent.

For washing compound. Pacific Coast Borax Co., Oakland, Cal., Chicago, Ill., and New York, N. Y. The words "20 Mule Team Borax Laundryaid Washing Compound."

For milk chocolates. Borden's Condensed Milk Co., Jersey City, N. J., and New York, N. Y. A representation of a cow with the word "American" on her side and the words "Borden's Milk Chocolate."

For basketed fresh fruits. Charles & Co., New York, N. Y. The words "Bon Voyage."

For canned vegetables. L. M. Brackett & Co., Rochester, Ind. A representation of a shield with the word "Progress" thereon.

More Restrictions Around Oleo Sales.

Commissioner Capers has issued instructions on oleomargarine in which he modifies subdivisions I and II, paragraph 4, page 38 of regulations No. 9, revised July, 1907, relative to "Restrictions to bricks, prints, rolls, etc.," to read as follows:—

> No device or brand shall be imprinted upon any brick, print or roll of oleomargarine packed in any statutory package unless the word "oleomargarine" is also impressed thereon in letters not less than two-thirds of the size and of relative shading to those used in expressing any brand or word used by the manufacturer, but in no instance shall the letters in the word "oleomargarine" be less than one-fourth of an inch square. When no display is made except a device then the word "oleomargarine" shall be impressed on such brick, print or roll in letters not less than one-fourth of an inch square, and in all cases the word "oleomargarine" shall be equally displayed with any brand or word used by the manufacturer in close proximity thereto and on the same surface of such brick, print or roll.
>
> The same rule shall be observed where any device or brand is used upon the wrapper covering any brick, print or roll of oleomargarine.

BOOK REVIEWS

DETECTION OF THE COMMON FOOD ADULTERANTS.—By Edwin M. Bruce, Instructor in Chemistry, Indiana State Normal School. O. Van Nostrand, 23 Murray street, New York, publishers.

As the preface indicates, this book is published mainly for health officers, food inspectors, and teachers of and students in chemistry. It is too technical to be of use to any one not possessed of at least some chemical knowledge. Within limits, it is a very comprehensive work, taking up all the food products most subject to adulteration and giving not only the chief adulterants, but the proper method of detection. There has long been need of such a book, and from all appearances this work by Prof. Bruce will acceptably fill it.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS in Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

WHAT WE THINK

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Our line is so large, comprising a full line of Fancy and Staple Groceries, that it is difficult to select a few items that will interest all, so we quote you on "What we think" should be of interest to most of you.

Canned Asparagus. The early Spring is the best selling season for asparagus. The 1907 pack was short; but we still have in stock some of California's best product. Mt. Hamilton, 2½-lb. square cans; Long Grass, 2 doz. in a case, per doz., $3.90; San Jose Tips, No. 1, white, 2 doz. in case, per doz., $3.95; Signature Tips, No. 1, green, 2 doz. in a case, per doz., $3.80.

Figs. California White Figs, fifty 5c. packages, fancy wrapper, per box, $1.65. Sold earlier in the season at $1.90.

Peaches. Two excellent values in California peaches: Phœnix Jumbo Fancy Yellow, 25-lb. boxes, at 14½c. G. & S. Arrow Brand Choice Muir, 50-lb. boxes, at 10½c. Best bargains this season.

N. O. Molasses. Secure the early crop molasses. Our *Hard Times Plantation* Fancy open-kettle, at 44c. per gallon, is the finest quality that comes to this market. Will book orders for deferred shipment, where not convenient to take in at once.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Jewelry Scheme Concern Thrown Out of Court.

The retail trade have long been preyed upon by an itinerant scheme of selling jewelry. A salesman from some manufacturer, usually located in the West, calls upon the retailer and arranges to send him a display case of assorted jewelry, not to be paid for except as sold. "Merely as a matter of form," the dealer is asked to sign a number of notes, made payable at various intervals, and invariably he finds these notes coming up for collection, in spite of the verbal agreement that there should be no obligation to pay for the jewelry unless some was sold.

Usually there is little or no defense to the claim, the court ruling that all parts of the agreement should have been put in writing.

A particularly flagrant case of this sort, but in which the dealer won, has just been tried in Jefferson County, Pa., a concern calling itself the "El Dorado Jewelry Co." being the plaintiff, and Jacoby Hopkins, a retail dealer of Knoxdale, Pa., being the defendant.

On August 13, 1904, the plaintiff company, by its agent, F. J. Bunnell, called upon Mr. Hopkins, at his place of business at Knoxdale, Jefferson County, Pa., and endeavored to persuade him to purchase and order from plaintiff the jewelry mentioned in the "two hundred dollar order." Mr. Hopkins informed the plaintiff's agent that he would not purchase said jewelry because he could not sell such jewelry in that community, and that he did not desire to purchase what he could not sell. The agent, in order to get the order, made the following proposition, viz.: That the plaintiff company should forward to defendant the jewelry mentioned in the printed order; that defendant should sell such of it as he could; that plaintiff's agent should call upon him at his place of business three or four times a year, collect the amount of sales, less 33⅓ per cent. commission, exchange such goods as did not prove salable and at the end of the year take away all jewelry then remaining on hand and unsold, or, at Mr. Hopkins' option sell him such goods as might remain at a discount of 33⅓ per cent. off the list price.

Even then the dealer objected to signing the order mentioned, but the agent assured him that the signing of the order was merely a formality, and that the contract would be carried out by plaintiff in accordance with the parol agreement above mentioned, whereupon Mr. Hopkins signed the order.

Mr. Hopkins duly received the jewelry and sold a part of it, but instead of keeping its agreement the jewelry concern demanded that he pay the $200 and sued him when he refused. No part of the agent's verbal agreement was kept.

This, it will be noted, is the typical jewelry scheme.

Mr. Hopkins defended the case on the ground that fraud had been used to induce him to sign the contract. The jewelry concern contended that a written contract could not be altered by a verbal understanding. The court decided the case in favor of the dealer, in language which read in part as follows:—

> The action is founded on a written or printed order signed by the defendant and accepted by the plaintiff, according to the terms of which the price therein named had become due and payable before the suit was brought. The defendant, not denying that he signed the paper, avers that he never entered or intended to enter into the contract therein shown. That he positively refused to buy the plaintiff's goods, but did agree to accept an agency for their sale on the terms and conditions he sets up. That the plaintiff's agent secured his signature to the order by falsely and fraudently representing that it would be received and held merely as a memorandum of goods to be placed on sale in his store and that no attempt would be made to use it to enforce payment in accordance with its terms. In other words, the affidavit sets up that the execution of the alleged written contract was procured by a fraud and that the use now sought to be made of it is in flat violation of the plaintiff's promise to the contrary upon the faith of which the defendant attached his signature to the paper.
>
> Can there be any doubt then that a party should be heard in defending a written contract when it is established that its execution was procured by false representations and that such use of it was in violation of a promise to the contrary on the faith of which it was signed? The answer to this question is clearly stated by Porter, J., in American Harrow Co. vs. Swoope, 16 Pa., Superior Court, 451, in this language: "When a party is thus inveigled into signing a written contract upon the faith of a contemporaneous agreement, which is violated as soon as it has accomplished its purpose in securing the execution of the paper, that oral agreement may always be shown when the enforcement of the paper is attempted."
>
> As the authorities supporting the principle thus stated are collated and cited in that case, and as it is practically "on all fours" with the present one, further comment here would be useless.

—

Question: Frank Garrigues, Moorestown, N. J.—When a customer calls for a 3 or 5-pound kettle of lard, which custom in this part of the country at least has always been considered to mean gross weight, is it lawful now to give him such without that fact being plainly printed on the can? What is the penalty for doing so?

Answer.—There is no requirement that I have been able to find in New Jersey requiring the weight of lard or any other food product to be placed upon the label. I assume that the matter comes under the New Jersey law rather than under the Federal meat inspection act, because small kettles of lard are not usually brought into the State by themselves and are therefore not subjects of interstate commerce. For that reason they are not subject to any Federal law.

If a customer asks for a 5-pound tin of lard and believes herself to be buying 5 pounds net, but as a matter of fact she receives less than 5 pounds net, there is a technical offense committed under the common law, entirely independent of any statute. Naturally, the fact that the custom of the trade meant 5 pounds gross could be pleaded in defense, but it is a question whether any custom could be permitted to excuse the giving of actual short weight.

The only way to be absolutely safe in such a matter is to inform the customer that she is getting only 5 pounds gross. This could be done by a sticker placed prominently upon the package.

—

Florida tomatoes range generally from $1.50 to $2.50, and the quality is very poor. Fancy fruit brings as high as $3. The receipts are fair in quantity, but poor in quality.

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES
are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.
TO BE HAD ONLY FROM JOBBERS
Quaker City Preserve Co.
Philadelphia, Pa.

$20.00 A DAY TO SALESMEN SURE. No bonds. Best side line. Samples in coat pocket. For general and Dry Goods Stores. Live salesmen act quickly. Give past and present lines handled. Dept. B
Boston Piano and Music Co.
Willard F. Main, Mgr. Iowa City, Iowa

LOOK FOR THE
GLOBE
On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.
JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Half the women who trade with you have Colds, Coughs, and their children get Croup. The grocer who gets his customers to try
GOFF'S COUGH SYRUP
will sell hundreds of bottles and make money. We will tell you how, if you will write for our proposition.
S.B. GOFF & SONS CO., Camden, N.J.
ESTABLISHED 1872

PATENTS
obtained on inventions and designs. Trademarks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

A Grocers' Encyclopædia.

Pine Bluff Ark., Feb. 20, 1908.
Editor "Grocery World."

Dear Sir:—Will you kindly advise me if there is published a grocers' encyclopædia or any book that gives a comprehensive list and description of grocers' goods.

Yours truly,
H. G. HIGINBOTHAM.

Law's "Grocers' Manual," J. T. Law, 2 Salisbury street, Liverpool, England.

* * *

To Buy Home Made Beet Sugar.

Northfork, Pa., Feb. 17, 1908.
Editor "Grocery World."

Dear Sir:—Will you please give me the name of a jobber where I can buy granulated beet sugar.

Yours truly,
E. L. DIBBLE.

This correspondent cannot buy granulated beet sugar from any jobber in Philadelphia. It is doubtful, in fact, whether it can be procured in the State. He might write to Lauderbach, Barber & Co., Phillipsburg, Pa.

* * *

To Get Wire End Butter Trays.

Elmira, N. Y., Feb. 19, 1908.
Editor "Grocery World."

Dear Sir:—Can you inform me through your excellent publication who manufactures wire end butter trays for sale to the wholesale trade?

Yours truly,
F. W. M.

Dairymen's Supply Co., 1919 Market street, or Halpen, Green & Co., 30 South Front street, both Philadelphia.

* * *

Coupons Not Redeemed.

New Brunswick, N. J.,
Feb. 17, 1908.
Editor "Grocery World."

Dear Sir:—On request of a customer in December, 1907, I sent 1,000 coupons like attached to L. Miller & Sons, Adams Express, prepaid. The express company report firm has moved and I am unable to get any answer from the firm, nor does the local agents know anything about them, though selling the tobacco (Level Head) right along. Being a subscriber of your paper, I write to ask if you know of any reason why this firm should repudiate these coupons.

Yours truly,
A GROCER.

The Miller concern seems to have no rating in the mercantile agency books, and the "Grocery World" knows nothing of them. We would suggest writing a trade paper called "Tobacco," New York, N. Y.; they may know. If the firm still exists, they can be compelled to redeem the coupons. If you can find them, have an attorney write them a letter.

Two Grocery Schemes from New York.

Large New York Druggist, Who Recently Started to Sell Package Coffee, Now Pushes Spices. Eliminating the Middleman in Selling Oranges.

Here are a couple of interesting grocery developments from New York.

The following is from the advertisement of a large New York druggist, who, as recently stated, is also selling package coffee:—

PURE SPICES.

Pure spices are hard to find, but we have them all and guarantee both their purity and strength. Try our pepper and note its aromatic flavor. Our spices are twice the worth of others, but are sold at the same rate or less. All in sealed packages of one ounce or more.

The following describes a scheme of eliminating the middleman in the sale of oranges now being advertised in the New York papers:—

CALIFORNIA ORANGES
DIRECT TO YOU
AT HALF THE RETAIL PRICE.

Oranges, California and Florida alike, are very cheap at the present time, but you are paying your grocer or retailer the same high prices.

We are direct receivers and are in receipt of fresh fruit daily. Stock will keep for thirty days.

Our purchases are repacked in boxes or half boxes to suit your needs, shipping them to you at prices which give you the benefit of the retailer's profit.

We also ship the finest Florida grape fruit.

WRITE FOR PRICES.
THE CALIFORNIA ORANGE AGENCY,
Dept. D, 31 Jay St., New York.

AMONG THE TRADE.

The Finley Acker Co. is pushing E. C. Corn Flake in every possible way. One of its Chestnut street windows is devoted to it, with a demonstration on the inside. The Toasted Corn Flake demonstration stayed but one week.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Young man wants position in wholesale grocery house, where an opportunity will be given him to learn the business. Address R. G., Grocery World. 8

WANTED.—Active interest in established grocery business, city or suburbs. Strictly groceries, or groceries and liquors preferred, or would buy a business outright. About $5,000 to invest. Address. with particulars, Investor, 2219 Green St., Philadelphia. 8

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—In Reading, Penna., stock and fixtures of old established general store, groceries, dry goods and notions. Two story brick building 40 by 60 feet. Property for sale or rent on reasonable terms. Good reasons for selling, which will be explained fully. Address A. B., 516 Bingaman Street, Reading, Pa. 9

FOR SALE—Double store, two story building, now carrying stock of $6,000 composed of all kinds of general merchandise usually kept in a first-class country store. Real estate, $2,500. Will sell stock and rent store, if desired. Owner, in business for 31 years, wishes to retire. Address E. E. Lee, Friendsville, Susq. Co., Pa. 9

FOR SALE.—Farm, seventy acres; forty tillable, balance wood and timber. Two-story house (13 rooms). Productive land near church, school and P. O. Also country store doing a good business for over 40 years. Post Office in store. Will sell both together or separate. Address H. B. Miller, Lovellton, Wyoming Co., Pa. 9

FOR SALE.—One set of Walker Bins; one Motor, ½-horse power, direct current, used four months; one Coffee Mill, Enterprise No. 19; one Peanut Warmer; one large Refrigerator; one Egg Stove; one Computing Cheese Cutter; two molasses faucets; four meat knives; two meat saws; one Nat. Biscuit Co. can rack. For prices on same, call or address, H. H Mosemann, 443 E. Strawberry St., Lancaster, Pa. 9

FOR SALE.—Gum Labels, the best advertising scheme in the market. Used extensively in the grocery trade. 3,000, postpaid, printed to your order, for $1.00. Many styles and designs. Write for samples and catalogue. H. M. Angle, 29 and 31 East King St., Shippensburg, Pa. 9

FOR SALE.—Fifty thousand cigars from $10.00 to $20.00 per M. Jas. C. Kirk's Sons & Co.'s stock. Big bargains. Any quantity. Steelman & Archer, 16 So. Front St., Philadelphia, Pa. 8

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1111 S. Broad Street, Philadelphia. 3

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 340.—In West Philadelphia. Groceries, meats and provisions. Size 24x60 feet. Does $45,000 yearly. Three fourths cash. Stock carried, $2,500. Uses two teams. Actual net profit, 12 per cent. Reason for selling, ill-health. Established 21 years. Price inventory. Fixtures will run

about $1,500. Amount required, around $3,800. No dwelling.

No. 341.—In West Philadelphia. Groceries and delicatesseu. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 344.—In West Philadelphia. Groceries, meats and provisions. Size 15x27 feet. Does $500 to $600 per week. All cash. Stock only $500, as business handles large amount of meats. Clean net profit 10 per cent. Best reasons for selling. Price inventory. Will need about $1,400, but can be reduced by not taking cash register. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250 No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22 x 60. Does $500 weekly, all cash Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 348.—In select New Jersey pleasure resort. Groceries. Size, 18 x 60. Does $20,000 yearly, all cash. Stock, $1,200 to $1,400. One horse, two wagons. Nets 10 per cent. Rent, $225 yearly. Pay roll, $23 weekly. Owner has larger business some distance away. Will sell at inventory. About $1,900 required. Easy terms.

No. 349—In West Philadelphia. Groceries, meats and provisions. Size, 20 x 30. Does $350 weekly, two-thirds cash. Good dwelling. Team, if wanted. Net profits 15 per cent. Rent, $40. Pay roll, $22 weekly. Owner has other business. Price, inventory. About $1,000 required.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

AN UNUSUAL BUSINESS

We offer now a wonderfully profitable business in meats, poultry, butter and eggs. Located near Philadelphia. Does $1800 weekly, 65 per cent. cash. Average stock is only $1000 as it is turned very rapidly. Uses two teams. Nets clean profits of 12½ per cent. Real estate if wanted. Owner started this business thirty-three years ago and wants to retire. Does some small manufacturing, such as sausage and has fully equipped plant. Price complete, which is simply inventory, is about $7000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONLY STORE IN THE PLACE.

We offer the only grocery store in a high-grade Philadelphia Suburb. Under restrictions no other store can be built there. The owner has another business to which he wishes to devote his entire time, and will sell the place at inventory, asking nothing for good will, though the business is unusually valuable. Store 16x50 feet, with two storerooms, does $13,000 yearly, all gilt-edged. Stock about $2,000; uses three teams. Dwelling connected. Actual net profits 8 per cent. The business is open to the very deepest investigation. Teams and fixtures will inventory around $1000 to $1200, and the stock around $2000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WILL EXCHANGE FOR TRUCK FARM

Grocery located on one of the principal streets of West Philadelphia. Size 25x72 feet. Doing $550 weekly, mostly cash. Stock about $2,000. Nets 10 per cent. Uses one team. The owner is not at home in the grocery business, and wishes to retire from it. Store is very profitable, and will stand the deepest examination. Price inventory, Owner will sell for cash or exchange for good city property or truck farm within 15 miles of Philadelphia. The store will run about $3,500; if property exchanged is worth more will pay the difference in cash.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $12,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals to furnish during the fiscal year, beginning July 1, 1908, supplies of Chemicals, etc., Lumber and Plumbers' Supplies, will be received at this office until 2 P. M., Monday, April 20, 1908, at which time they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals will be received at this office until 2 P. M., Monday, March 2, 1908, to furnish during the fiscal year, beginning July 1, 1908, the following classes of supplies, viz: Oils, etc.; Textiles, etc., Hardware and Grocers' Sundries. The proposals must be received not later than the time above specified, but they will not be opened until 10 A. M., on respective dates, as follows: Oils, etc., May 27, 1908; Textiles, etc., May 22, 1908; Hardware, May 25, 1908; Grocers' Sundries: May 20, 1908. On which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals will be received at this office until 2 P. M., Monday, April 6, 1908, to furnish during the fiscal year, beginning July 1, 1908, the following classes of supplies, viz: Paper, etc.; Binders' Supplies, Electrical Supplies, Printers' Inking Rollers, and Paper Boxes. The proposals must be received not later than the time above specified, but they will not be opened until 10 A. M., on respective dates. as follows: Paper, etc., and Binders' Supplies, May 18, 1908; Electrical Supplies, Printers' Inking Rollers, and Paper Boxes, May 16, 1908. On which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals will be received at this office until 2 P. M., Monday, March 23, 1908, to furnish during the fiscal year, beginning July 1, 1908, the following classes of supplies, viz.: Dry Colors, etc.; Rubber Goods, Engravers' Supplies, and Dextrine. The proposals must be received not later than the time above stated, but they will not be opened until 10 A. M., on respective dates, as follows: Dry Colors, etc., June 1, 1908; Rubber Goods, May 22, 1908; Engravers' Supplies, May 29, 1908, and Dextrine, May 25, 1908. On which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

PHILADELPHIA GROCERY STORES WANTED?

We have immediate buyers for live Philadelphia Grocery Stores, running from $1,000 to $2,000. Must be healthy, established, profitable. No sale no charge. Waiting list of buyers all the time.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FOR RENT.

FOR RENT—Large General Store (owned by the undersigned estate) in Quarryville, Lancaster County. Pa. This Borough has a population of about 800. Is the terminus of two steam railroads, a trolley line and two new state turnpikes. It is the only town of any considerable size in the ten lower townships of Lancaster County, and commands a large proportion of their patronage. It has two banks, and does more business in a week than most towns of its size in a month. In fact, during the year of 1907, it is carefully estimated to have exceeded $300,000, not including the money paid out in the borough for tobacco which will amount to about $150,000 yearly. The borough has, besides this store, one large general store, carrying every line, and one smaller general store, one small grocery and a large hardware store. This store has enjoyed a large patronage for half a century. The location is the best in the borough, and in the midst of the town's business activity, within 200 feet of the depot of the Lancaster & Quarryville Railroad, the Lancaster, Oxford & Southern Railroad, the freight station and the terminus of the trolley line. The building is large, well-lighted, and is undergoing repairs; it has a fine cellar. It will be rented on good terms. The opportunity for an energetic man to establish a fine business in one of the best towns of its size is here afforded. A renter will not be handicapped with a stock of old goods, as the building is entirely empty and ready for immediate occupancy. For any further information address George W. Hensel's Estate, Quarryville, Lancaster Co., Pa. tf

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HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

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SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL



ABSORBINE

Removes the inflammation and Bunch. Restores the Circulation in any Bruise or Thickened Tissue, without blistering, removing the hair or laying horse up. Pleasant to use, clean and odorless. $2.00 per bottle delivered. Book No. 1 free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Bunions, Corns, Chilblains, Sprains, etc., quickly. Genuine manufactured only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Anker's Bouillon Capsules



It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers
ROYAL SPECIALTY CO
92 Reade St. NEW YORK

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on prices ruling Monday, February 24th. Terms, net 10 days. First orders must be accompanied by references.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag	$3.25 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.50
Fancy Brights, 150-176 size, per box	2.65
Fancy Brights, 200-216 size, per box	2.50
Fancy Brights, 250 size, per box	2.30

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$5.00
Fancy Bright, 54's to 64's, per box	5.00
Fancy Bright, 80's per box	4.50
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.00
Golden Russetts, 80's, per box	3.50

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$2.75
Fancy quality, 126 to box	2.65
Fancy quality, 150-176 to box	2.65
Fancy quality, 200-216 to box	2.50
Fancy quality, 250-288 to box	2.50
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.50
Extra choice, 150-176 to box	2.50
Extra choice, 200-216 to box	2.40
Extra choice, 200-250 to box	2.40

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.25
Fancy quality, 360 to box	3.25
Fancy quality, extra large, 270 to box	3.00
Choice quality, 240 and 270 to box	2.75
Choice quality, 300 to box	2.75
Choice quality, 360 to box	2.75

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$3.00
Choice Messina, 300 size, per box	2.75
Choice Messina, 360 size, per box	2.75

ALMERIA GRAPES.

Fine quality, kegs, 61 lbs.	4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good quality, kegs, 62 lbs.	3.50
Good quality, kegs, 60 lbs.	3.00

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



Can You Use a First-class Cash Register If We Make You a Present of It?

If you can, write to us and we will give you a description of the machine. There are no strings to this offer; we make it simply to advertise our **General Macomb Cigars.**

FAVORITE CIGAR COMPANY, Detroit, Mich.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.38
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.85
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.	1 45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination— 2 lb., 2 doz	.90
Kidney Beans— 2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	1.00
Gallons	
String Beans— 2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.25
1 lb. Pulp, for soup	.48
Succotash— 2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz.	2.95
Fair Quality, 3s.	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.30
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	8.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.10
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	10
Evaporated, 1 lb. packages, 4 doz	.11
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.12½
Best, 25 lbs	.14
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	.09
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.08
60- 70, 25 lbs	07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	.08¾
2 Crown, 50 lbs	.08
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	.10
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04½
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.60
Lady Washington Beans, about 200 lbs. to bag	2.70
Green Peas, dried, about 165 lbs. to sack	2 35
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.42
Kingsland, N. O.	.33
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz.	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4 35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.35
Hires' Silver, 4 doz	4.65
Square, 4 doz	3.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.60
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	100	4.00
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.20
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.65
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.40
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, Imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3 75
Sweetheart	50	1.90
Lava	100	3.75

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapollo	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourine	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz		3.20

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.85
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen	per case, 2.90
Quarts, 2 dozen	per case, 2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen	per case, 1.95
Tins, 2½-lb., 2 dozen	per case, 2.30
Tins, 3-lb., 2 dozen	per case, 2.50
Tins, 5-lb., 1 dozen	per case, 2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, connt 85@ 95	38.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 450	23.00
Norway, count 400@450	24.00
Norway, count 300@350	27.50
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
	Per lb.
Codfish—	
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	1.40

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fuchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.85@.88
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.25@.35
Nutmegs, 105–110s	.18@.20
Nutmegs, 130–140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

	Per doz.
Asparagus—	
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.85

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5⅛-in. cans, fancy New Jersey	1.60
5⅛-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2½s	3.20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2.40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2.75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb.
Seeded Raisins—	
Fancy, 1-lb. cartons	.10½
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	
2¼-in., 12 lbs	.10¼
2¼-in., 12 lbs	.09½
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.07⅞
Citron—	
According to quality	.18@.20
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05½
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.15
80x40, choice	.10¼
40x50, choice	.08¾
50x60, choice	.08
60x70, choice	.07½
70x80, choice	.06¾
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs	.10¼
Choice, 1-lb. cartons	.12½
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.26
Royal, choice, 25 lbs	.23

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40 @.46
Valencia, 28 lbs	.33 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10 @.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ⅛s, accord'g to qnal.	22.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
Striug Beaus, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Eggs	27
Dried Beans	29

DECLINES.

	Column.
Sugar	1
Print Butter	7
Rolled Oats	30
Raisins	36
Prunes	36
Jersey Pork	43
Lard, Swift & Co.	44

ADDITIONS.

	Column.
Ohio Match Co	37

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peaze	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	30
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Pudding	31
Putty	47
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	56
Tapioca	1
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge, XXXX	5.05
" Powdered	5.05
" Crown A	5.25
" Crystal A	4.90
" Coarse Granulated	5.15
Eagle Tablets	6.20
Crystal Dominoes	7.25
Cut Loaf	5.70
Patent Cubes	5.15
Powdered	5.00
Extra Fine Granulated	5.00
Coarse Granulated	5.00
Granulated	4.90
Fine Granulated	4.90
" in 50-lb. bags packed 2 in 100-lb. bag	4.95
" in 25-lb. bags packed 4 in 100-lb. bag	4.95
" in 10-lb. bags packed 10 in 100-lb. bag	5.05
" in 5-lb. bags packed in bbls	5.10
" in 5-lb. bags packed in 100-lb. bags	5.10
" in 2-lb. bags packed in bbls	5.20
" in 2-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. cartons in cases	5.10
" in 2-lb. paper packages in cases	5.10
Confectioners' A	4.70
1—Keystone A	4.65
2—American A	4.60
3—Centennial A	4.55
4—California A	4.50
5—Franklin B	4.45
6—Keystone B	4.40
7—American B	4.35
8—Centennial B	4.30
9—California B	4.25
10—Franklin Extra C	4.20
11—Keystone Extra C	4.15
12—American Extra C	4.10
13—Centennial Extra C	4.05
14—California Extra C	4.05
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Choicest	40 @ 45

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Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
Innia—Common to Fine	18 @ 38
Ceylon—Common to Fine	18 @ 40
English Breakfast—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		Per lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea .50

Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas 40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

	Per lb.
Caricol Blend, Martindale & Co.:—	
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25
Spring Garden Tea—	
100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

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McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz. per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5 lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

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Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " " "	2.50
" ½ " 2 " " "	.55
" ¼ " 3 " " "	.75
Purity Brand 5 " ½ " " "	6.00
" 1 " 1 " " "	1.50
" ½ " 3 " " "	.80
" ¼ " 3 " " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M. per ¼ gross	4.50
Jacquot Blacking, No 5	4.25
Handy Box, French, No. 85, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING Per Doz.

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	.12½
" Fancy	.09½@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ⅛ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

	Per lb.
Rio, Extra Fancy Golden	@.12
" Prime	@.10½
" Choice	@.09½
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Lovering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Arlosa	15¼	15 5/10
Lion	13⅜	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins	.26
Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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	Per lb
Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

	Per lb
German-American Coffee Co.—	
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27¼
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04⅛
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.35
Chicory, Selig's, 65's	.05⅞
" English Gronnd, bags about 560 lbs.	.05¾
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.35
" First, "	34
" Second, "	.33
" Third, "	.31-.32
" Imitation, 30-60 lbs	.24-.25
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.36
Ladles, 30-60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.39
B. B., E. D. brands, 20-50-lb. boxes	.38
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.37
Sheaf ("400") Elgin, 20-50-lb. boxes	.36
Sheaf	.30-.35
Milhew Farm, lbs. and ½ lbs	.40
Gurnse, pounds or half pounds	.37
Belle Spring	.34

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅜
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " per box	2.50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.50
Mason's, quarts, per gross	4.75
Mason's, half-gallons, per gross	6.75

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Jelly Tumblers—	
Barrels, 22 doz, per doz.	.16½
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ⅛ doz. Thyme, ⅛ doz. Savory, per case	1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz, per doz.	.40
¼-lb. " " "	.75
⅛-lb. " " "	2.25
¼-lb. screw cap bottles, 2 doz, per doz.	.90
¼-lb. square cans, 2 doz "	.85

CANNED GOODS.

Tomatoes—	Per Doz
Mrs. Hancock's Frying	1 22½
Frying, Good Luck Brand	1.07½
DuBois' Frying	1.12½
Jersey King, No. 3, Standard Jersey	1.00
Blue Hen Chickens, No. 3	.95
Silver Lake, fancy, Jersey	1.07½
Plantation, No. 10, 1 doz	2.85
Silver Lake, No. 10, 1 doz	3.15
Alta, No. 2	.67½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1 co
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Mikado, Penna., fancy	2.00
Codorus, fancy, cut, No. 2	.90

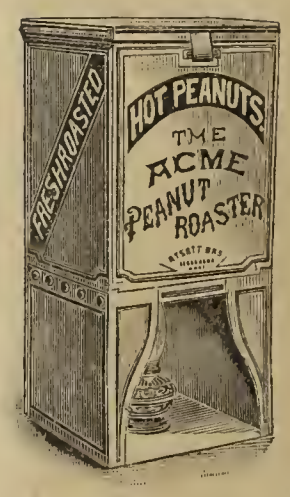
Rae's Lucca Olive Oil

An Olive Oil of the purest quality—pressed only from perfect olives and carefully preserved from contact with anything that would hurt its exquisite flavor; beautiful to the eye and agreeable to the taste.

Do you keep it in stock?

H. KELLOGG & SONS, PHILADELPHIA

AGENTS FOR SAMUEL RAE & CO., LEGHORN, ITALY



Give Me Some Fresh Roasted Peanuts

You know that most everybody eats peanuts, and they all want them freshly roasted, but you may not know that they pay you 300 per cent. profit when they are roasted in an

Acme Peanut Roaster

the simplest and most inexpensive automatic roaster made. There is practically no labor and no expense in operating one, any boy can do it, as there is nothing to get out of order and nothing to break. It will pay for itself in a month's time. Send for full particulars and price to

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.



You Don't Have to Break Eggs



You are paying for broken eggs right along. You don't have to. There is a way to handle them that saves the breakage. This method saves its cost many times in a year, and it is so handy and neat it saves a lot of time, and brings a lot of complimentary remarks from your customers. Write us and we will show you some figures that will surprise you.

Star Egg Carrier and Tray Mfg. Co., Rochester, N. Y.

—9—

Boyer's, 2s	.82½
Acorn, 3s	2.05
Acorn, No. 2	.75
Safe, No. 2	.60
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	1 05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.47½
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sance	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.75
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.92½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.85
Shoe Peg, Osborn's	.75
Mark, crushed	.70
Rex, No. 2, Fancy Whole Grain	.70
Vanity, No. 2, Whole Grain	.67½
Royal Exchange, Whole Grain	.65

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10 75
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.25
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.00
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	4.00
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10, 1 doz	2 50
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2.75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½s	3.30
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½
Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	3.40
Keystone, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.85
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.30
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.50
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.75
Defence, No. 2	2.10
Pineapple—	
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Orange Grove, E. & C., No. 2	1.50
Singapore Chunks, No. 1½, 4 doz	1.10
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.05
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Chop Tan Hin, ⅞ lb., cubes	.75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 12½
Star, No. 1, 4 doz	1.05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.35
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2.50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 1, 2 doz	1.60
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.95
Boyer's, No. 2, 2 doz	1.82½
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.75
Stewart's, No. 1, 2 doz	.87½
Victory, No. 1, 2 doz	.90
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.82½
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.85
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat	2.25
Hapgood's, 1 lb., flat, keys	2.85
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.67½
Humes, Karluk, No. 1, tall, 4 doz	1.35

WHY AND BECAUSE

Why has the Exton Cracker kept growing in popularity from 1847 to 1908? Because you can induce people to buy some other oyster cracker only *once,* and because you can induce them to stop using the Exton only *once.* Why does the Exton cracker *lead* and the others *follow*? Because there *is* no other oyster cracker for the *Exton* to follow, so it *must lead.*

"The Best Known and Known as the Best"

A. EXTON & COMPANY

Trenton, New Jersey

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co., Distributing Agents, 116 S. Delaware Ave., Philadelphia

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.00
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.27½
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.40
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Booth's, 50 cans	
¼s, Continental, key, 48 cans	2.50
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¼s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 dos	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6 90
" with key, No. 14, ½ doz., per case	8 15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Beef.	
No. 1, 2 dos	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz	1.70

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.	
Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.	
Fairbank's, No. 1, 2 doz	1 30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.20
Kingan's, No. 2, 1 doz	2.20

Lunch Tongue.	
Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 dos	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.	
Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.	
Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.45
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.	
Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 dos	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Dos.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 os. Per Dos.	No. 10 os. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Dos.	No. ½ Tin. Per Doz.
Ham	1.85	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per dos.
3 lb. cans, 2 dos	2.35
2 lb. cans, 2 dos	1.35
1 lb. cans, 4 dos	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted. 1 lb., 4 dos	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Dos.	Pints. Per Doz.	½-Pints. Per Dos.
Consomme	3.15	1.75	1.85
Bouillon	3.15	1.75	1.85
Beef	3.15	1.75	1.85
Julienne	3.15	1.75	1.85
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.85
Mock Turtle	3.15	1.75	1.85
Taploca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.85
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.85
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.85
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.12
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's. No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 dos	.90
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 dos	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

Bought Simply. Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA Pennsylvania . .

The Extra Profit On Mother's Oats

Here's another reason why **Mother's Oats** have topnotched the sale of all rolled oats brands sold in the United States.

Above the very good profit which the grocer makes on the straight sale, come the Coupon Profits: we pay the grocer one cent each in cash for all **Mother's** coupons he redeems from his trade. He redeems them at only three-fourths of a cent in merchandise, or one-half a cent in cash. Thus he makes a tidy little profit on the Coupons themselves. Naturally the more he sells the more he'll make.

No other rolled oats proposition compares with it.

The Great Western Cereal Company

CHICAGO, ILL.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.32
" ¼-lb. " "	.33
Premium Chocolate, ½s, 12 lbs	.33
" ¼s, 12 lbs	.34
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hershey's—	
Milk, ½s, 6 lb., per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb.	.43
" " ¼s, 6 lb.	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb.	.45
Queen, 4 to lb.	.42
Sweet Vanilla, 4 to lb.	.28
" 8 to lb.	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35½
" ½-lb. tins, 6-lb. boxes, per lb.	.33½
Wilbur's Chocolate—	
Premium, ½s, 12-lb., per lb.	.33
Sweet Clover, ½s, 6-lb., per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Preminm Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅛s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.20
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.60
Dime, 4 doz	3.90
Winner, 4 doz	4.60
Baby, 1 doz., glass	1.90
Red Cross	4.50
Peninsular	4.50
Leader	4.30
Banner, 4 doz	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 60
Peerless, 5c. size, 4 doz	2 10
Yacht, family	3.50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	3.95
Silver Cow, 5c. size, 6 doz.	3.25
Pet, 10-c. size, 4 doz., per case	3.45
Pet, 5-c. size, 6 doz., per case	3.60
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.55
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

Per case.



Hires Condensed Milk ..	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10



"Particularly Lard"

Package groceries have come to stay, and they have the right to stay—the right of greater cleanliness, of better sanitation, of greater ease of handling.

Particularly lard.

Every can of ***Armour's "Simon Pure" Leaf Lard*** bears a seal which is the United States Government guarantee of purity. It goes there under the Government Inspector's own eye and means that every ounce of every tin is all leaf lard.

Selling package goods that never fall below superfine, and that are advertised to your customers at the manufacturer's expense, comes pretty close to getting the cream of the grocery business. Sold in 3s, 5s and 10s.

ARMOUR AND COMPANY

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.23½
Dunham's, 5-cent package	.29
" ⅓s	.26
" ¼s	.28
" ⅔s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	8.50
" 35 ½-lb. "	8.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	8.50
" Shred, in pails, 50 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Sa ltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1.00
Milk Lunch	1.00
Our Ginger Snaps	.50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 5 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

—23—

Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars.....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
.....loaf,	.26½
Sap Sago, 3 to a lb.....cask, per lb.. .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single, in tin.....per lb.	.90 .26
" 1-lb. tins.....per case	3.25
Camembert, in wood boxes.....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese.....per lb.	.18
Brick Cheese, No. 1..... "	.16
English Dairy Cheese..... "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box..... "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 5 doz. in case..... "	2.40
Picnic size, 5 doz. in case..... "	1.35
Trial size..... "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 18 in box..... "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.05
Star Cream, or Phila.. 18 " .... "	3.20
Miniature Cream, or Phila. 12 " .... "	1.10
Hand Cheese, 8 doz..... "	1.35
" 4 " ..... "	.70
" 4 " Thuringer..... "	.85

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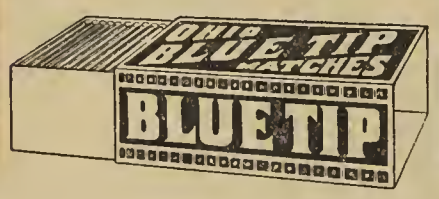
Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box..... "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages.....per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " ..... "	2.75
Carlsbad Speck (Imported Bacon) ..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, Imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short .....per lb.	.24
" " long..... "	
" Mortadella, Dry .....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75..... .....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .18¾; less.....	.20
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .17; less.....	.19
" Cervelat, Crescent, 50 and 100-lb. boxes, .14½; less.....	.16
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less.....	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .21; less.....	.23
" Salami (E), 50 and 100-lb. boxes, .18½; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .15½; less.....	.17
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham..... "	.28
" Petit Delicatess Frankfurters, plain, per doz.....	.90
" Petit Delicatess Frankfurters, with Saner Kraut.....per doz.	.90
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck..... "	.18
Mettwurst, half-round ..... "	.16
Liver Sausage (Special), truffle, goose or sardelien.....per lb.	.24
Smoked Thuringer Blutwurst..... "	.18
" Pfefferwurst..... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.....	4.75
" (Derby Brand), quart glass jars per doz.....	5.75
" (Derby Brand), 10-oz. jars, per doz.....	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass..... "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	



THE FINEST MATCH MADE

The ideal modern match is the **Ohio Blue-Tip Safety Match.** While you can strike it on anything, it is a Safety Match because you can strike only the tip.

Far better than other double-tip matches, because it never gets soft, never flares up spontaneously, never drops or flies around.

The finest match made by all odds.

Ohio Match Company
Wadsworth, Ohio
Philadelphia Office and Warehouse
411 Marshall Street

THE CORN WITHOUT HULLS



All The CORN But The Bad Part

Our **Winorr** Brand of Canned Corn has never failed, once it has been introduced.

One thing, it is a novelty—it gives the dealer something to talk about, and the consumer something new to eat.

Winorr is the tender kernels of the finest corn grown. It makes no difference how fine corn is—the hulls are indigestible and tough.

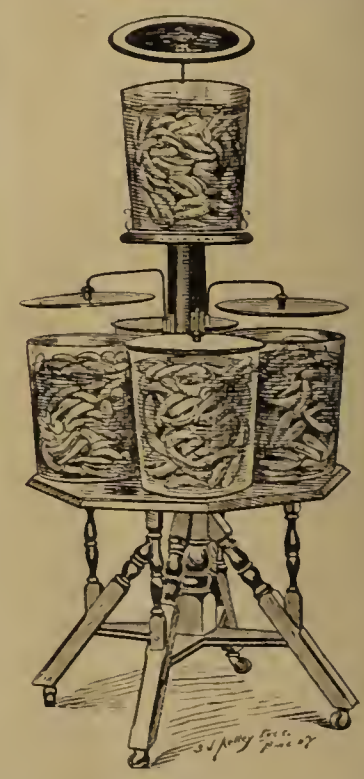
By a special device we leave them on the cob and can only the meat. It is far and away the most delicious corn packed.

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

The Pressing & Orr Company
Norwalk, Ohio

A Fixture You Need



Our Five-jar Fixture, one of the useful and ornamental fixtures you can have. Made in both oak and cherry, 3-coat finish. No old style hinges; but the lids lift and spring to right, thus completely exposing the contents.

Occupies no more room than a 4-jar fixture, is a silent salesman, and helps to make a grocer proud of his store. All trimmings nickeled.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

—25—

Beef Salad, in glass.....per doz. 1.00
" " in pint jars, glass..... "
" " in quart jars, glass..... "
Lamb tongues, in glass..... " 1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs	or Pails.
Holland Herring, mixed, "Y. M."	½bbl. 5.50	60–75
" milkers, "	½ bbl. 6.50	75–85
" mixed, Standard, bbl.		
½ bbl.....		5.50–6.50
Holland Herring, milkers, Standard, bbl.		
½ bbl.....		
Scotland Herring, mixed, large fulls, bbl.		
½ bbl. 8.00.....		
" milkers, large fulls, bbl.		
½ bbl. 8.00.....		
Marinirte Herring, Imported, abont 40 in pail.		1.25
Roll Herring, Imported, about 25 in pail.....		1.00
Spiced Herring, Imported, about 40 in pail.		1.00
Norway Stockfish, dry.....per lb.		15
Matjes Herring.....per pail		

BISMARCK HERRING.

Pint size, round tins, with key.....per tin .20
Quart " " " ..... " .35
2 Qt. " " " ..... " .55
4 Qt. " " " ..... " 1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .40
English Sprats, 36 bunches per box.....
Kruger's Roll- and Brat-Haring, oval tins, per doz..... 2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand) .....per keg .75
" 5-lb. pails.....per pail .55
" 10-lb. pails..... " 1.05
Cut Spiced Sardines, per 10-lb. pail.... " .75
" " 5-gal. keg.....per keg 2.75
Russian Sardines, in glass jars.....per doz. 2.25

NORWAY ANCHOVIES.

Original Package.....per ½ bbl. 5.50
Repacked in 5-lb. pail.....per pail .60
" in 10-lb. pail ..... " 1.10
" in 5-gal. kegs.....per keg 2.75
" in ½-lb. flat tins.....per doz. .95
" in ½-lb. tall tins..... " 1.50
" in 1-lb. tall tins..... " 2.00
Fancy Kegs—1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg..... .20

SALT SARDELLEN.

Original Package, 1902.....per anker 16.00
Repacked—kegs, about 8 lbs.....per keg 3.25
" pint jars.....per doz. 6.00
" large tumblers..... " 2.25
" small tumblers..... " 1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz 19.50 ½ kllo Cans, per dz. 19.50
½ " " 10.50 ¼ " " 10.50
¼ " " 5.50 ⅛ " " 5.50
⅛ " " 2.75 1/16 " " 2.75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000.....per cask
50 " bbl.— " 1200.....per bbl.
15 " keg— " 500.....per 100
10 " keg— " 300..... " 1.00
5 " keg— " 150..... "
10 lb. pail— " 50..... "

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask.....per cask
48 gal. bbl. .....per bbl. 6.50
10 " keg.....per keg, 2.40
5 " " ..... " 1.25
10 lb. pail..... per pail,

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse).....per lb. .18
Spitzkngeln..... " .25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle .30
Basler Lebkuchen, No. 1, 6 " ... " .50
" " No. 2, 6 " ... " .75
" " No. 3, 6 " ... " 1.00
Amandines, 9-lb. tins.....per tin 5.25
" small tins ..... " .55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50,
10 gal. keg 4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag..... 2.75
Green Kern .....per lb. .10½
Potato Flour..... " .08
German Dried Pears..... " .14
Dried Mushrooms..... " .60–.100
Juniper Berries..... " .08
St. John's Bread..... " .05
Bay Leaves..... " .06–.08

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COTTOLENE.

30 2-lb. tins.....per case 6.50
15 4-lb. " ..... " 6.50
6 10-lb. " ..... " 6.50
Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates...	.28
Western.....	.27

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs. .15½
New York, Full Cream, new, 1st's, 40-lb. bxs. 14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs..... .16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb..... .28
Anchovies, in oil, ⅔ bottles..... 4.50
" " ¼ " 3.25
Anchovy Paste, fancy, per doz..... 4.75
" plain, per doz..... 3.75
Bouillon, Burnham, pints, 2 doz. in case..... 3.75
" " ⅛ pints, 2 doz. in case.... 2.00
Capers, Nonpariel, ⅛ gallon kegs..... 1.50
" " Quart, glass.....per doz. 7.00
" " bottled, ⅔ size... .per doz. 2.35
" " " ½ " ..... " 1.90
" " " ¼ " ..... " 1.15
Canton Ginger, large pots, cases 6 jars, per case 4.65
" med. " " 12 " " 5.00
" small " " 24 " " 4.75
Cherries in Maraschino, in glass, 1-doz. case... 7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz. .90
" " 3 lb., 2 dz. case " 2.20
Currie Powder, pints, per doz..... 3.50
" 4 oz., " 2.25
" 2 oz., " 1.50
Russian Caviar, ⅛'s 2.65
" ¼'s..... 5.00
" ½'s..... 9.85
" 1's..... 18.50

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French Peas, Extra Fins, per case..... 18.00
" Fins, per case..... 16.00
" Moyen's, per case..... 13.50
Hill's Irish Oatmeal, 14-lb. tins, 10 per case... 12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.../ .19
" " Dinner Biscuits, per lb... 30
" " Breakfast Biscuits, per lb. .32
(Packed 7 lbs. and 5 lbs. in a can.)
Red Pepper, Ring, pints, per doz..... 1.25
" " ½ pints, per doz..... .60
Salt, in 4-doz. stone jars..... 1.75
Morris' Extract of Beef, 4 oz., per doz..... 6.50
" " " 2 oz., " 3.55
Anker's Extract of Beef, 120 vials..... 4.00
" " " 4 oz.....per doz. 4.00
" " " 8 oz..... " 7.25
" " " 16 oz..... " 13.50
Theodore Marquet Mushrooms:—
First Choice..... 27.00
Choice, 100 tins per case..... 25.00
Extra, " " 23.00
Hotel, " " .....
Truffles, 1/16.....per tin, .30
" ⅛..... " .55
" ¼..... " 1.15
" ½..... " 2.25
Shrimps, Pickled, small size..... 1.15
Dunbar's Shrimps, 2 doz., per doz..... 2.25
" Figs in Cordial, 1 doz., per doz..... 5.00
Bishop's Figs in Cordial, 1 doz., per doz..... 6.50
Crystallized Ginger, 1-lb. tins, per doz..... 4.00
" " ½-lb. " " 2.25
Rose's Lime Juice, per doz..... 3.60
Victor Rose Water, per doz..... 2.25
" Peach Water, per doz..... 2.25
Pitted Olives, per doz..... 1.20

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case.....	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each.....	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case.....	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case.....	2.50
" 12 " 1 "	7.20
" 5 " .....per bottle	3.50
" 2 fancy jugs .....per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case.....	2.50
" 12 " 1 "	7.20
" 5 " .....per bottle	3.50
" 2 fancy jugs.....per jug	1.50

Here's How to Escape

No grocer who wishes to escape the present loose method of selling future canned goods need suffer from it one minute longer.

All he needs to do, whether he is wholesaler or retailer, is to buy **Blue Bell** and **Clover Farm** Canned Goods. Upon which we, the packers' representative, guarantee 100 per cent. delivery. We give this guarantee to the jobber, he gives it to you.

No better canned goods packed in all Maryland.

Strasbaugh, Silver & Co.
ABERDEEN, MD.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*



Oil From Three Lands

There's a tremendous difference in olive oils. There's French oil, Spanish oil, Italian oil, and many, many grades of each.

The finest oil in the world, bar none, is Italian oil. It has a smooth, delicious richness which no other oil has.

The finest Italian oil is **La Toscana,** without a doubt. Not because it is pure, because there are dozens of pure oils. Because of its mellow richness, and the incomparable ripe aroma of selected olives.

J.L. Neff & Co.
Sole American Agents
BROOKLYN, N.Y.

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FLOUR.

	Per Bbl
King Midas	6.50
Gold Medal	6.25
Millbourne	6.05
On Top	6.40
Ceresota	6 25
Pillsbury's Best	6.25
Taylor's Fancy	5.50
Semper Idem	4 75
Pride of the West	5.25
Sunbeam	5.15
Quaker City	5.20

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	2.85
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.90
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	3 15

FARINACEOUS GOODS.

	Per Bal
Corn Meal—	
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2 00
" " table, 100 lbs	1.05
Western yellow, granulated, 100 lbs	1.60
Western white, granulated, 100 lbs	1.65
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05¾
Marrows, Fancy N. Y. State, grain bags bush	2.40
Medium, Fancy N. Y. State, grain bags, bu.	2.45
Pea, fancy, N. Y. State, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags, bushel	2.45
Red Kidneys "	2 05
Peas—	
Green, per bushel	2 25
Scotch "	2.35
Split, yellow "	2.05
" green "	

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Lentils—	
00000, 110-lb. bags, per lb.	.06¾
Less quantity "	.07
Shaker Corn—	
Fancy, barrels, per lb.	.06⅜
Less quantity "	.06⅞
Hominy—	
Lea's Breakfast, 10 pkgs., case	1.65
Lea's Pearl, 100 lbs., per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.20
Western Pearl, 100 lb. bags	1.65
Western Grits, 100 lb. bags	1.60
Barley—	
OO	.07
No. 3, 100-lb. bags	4.10
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1 25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl.	7.40
" " kegs 100 lbs., per keg	3. 0
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.55
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	
H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.55
Quaker, 10 large size	2.20
Rolled Oats—	
Avena, per bbl., 180 lbs	6.50
Avena, per keg, 90 lbs	3.35
Standard, 180-lb. bbls	6 25
" 90-lb. bags	3.10
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs., per lb.	.04⅝
" " less quantity "	.05¼
" Pearl, 150 lbs. "	.04½
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3 00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2 65
Cook's Malto Rice, 36 2-lb. packages	4.20
Cerealine Flakes, 36 packages	2.35
Force Food, 36 packages	3 65
Mapl Flake, 36 "	3 70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2.70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated "	1 07½
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz. "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz. "	.87½
Jell-O Ice Cream Powder, 2 doz. "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs., per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz., per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs.	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs.	1.60
" in boxes, 12 lbs.	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23 00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

They Wouldn't Imitate It If It Wasn't So Good

The Ramly Cigarette is the finest 10c. Turkish cigarette ever made. It is so good other manufacturers try to make their goods **look like** the Ramly, but there the similarity ends.

If you want to get a run on cigarettes, get people to go out of their way to come to to you, put in the Ramly. Remember how it is spelled—R–A–M–L–Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.



These Are to Help You Increase Your Trade!

In order to aid you in the sale of ***Ralston Health Food*** and ***Purina Whole Wheat Flour*** this mill will furnish you with an attractive variety of checkerboard advertising matter for distribution to your trade. These will greatly popularize your Cereal business, and thereby increase it.

RALSTON CHILDREN'S CHECKERS and BOARDS!
RALSTON—Health Department—CHILDREN'S WAGONS!
FREE RALSTON CHECKERBOARD SATCHELS!—same as used at the World's Fair. Also
A Beautiful CHECKERBOARD WINDOW DISPLAY!



Children are delighted with these things. Inquire how to get them.

Grocers have a chance to build up a profitable trade on this checkerboard line—**Ralston Health Food** and **Purina Whole Wheat Flour**—a line over which the most intelligent housekeepers are enthusiastic.

Ralston Purina Mills
St. Louis, Missouri

T. A. James & Co, General Distributers,
12-16 Chestnut Street, Philadelphia

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covors, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Nover Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—	
Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Butchers', without weights, No. 0	
" " " " 1	
" " " " 2	
" " " " 3	

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.		.90
Tins, Keyed (Jewel) 2 doz. in case..	"	.90
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case...	"	.90

THREADED FISH.	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6. 0	1.45	1.21
Ex. Bloaters, xxx...	40.00	20.60	10.45	2.2	1.95
Ex. Bloaters, xx...	38 00	19.60	10.00	2.15	1 77
Fancy Shore, No. 1...	36 00	18.60	9.50	2.05	1.69
Med. Shore, No. 1 ...	26.00	13.50	6.90	1.55	1.29
Large Irish, No. 2...					
Extra Irish, No. 2...					
Medium Irish, No. 2..					
Small Irish, No. 2...	22.00	11.60	6.00	1.35	1.13
Irish, No. 3...					
Large, No. 3...	20.00	10.60	5 50	1.25	1.05

Herring.

Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish...	6.00	3.60	2.00	1.50	
Salmon, Halifax...					
Shad, No. 1, Mess...	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess...					
Haddock, Pickled...					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case...	1.30
" small size, 2 doz. in case...	.90
Glass Tumblers, sealed, 2 doz. in case...	1.30
Screw Top Jars, 2 doz. in case...	.90

LOOSE CODFISH.

Extra Large Georges Cod...	.09
Large Bank...	.06
Medium Bank...	.05¼
Pollock...	.05
Hako...	.04½

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.11½
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloators, 50s...per box	.67½
" " 100s... "	1 25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs...	.03¾
Fancy N. Y. State, 48 1 lb...	.10½
Choice N. Y. State, 50-lb. boxes...	.09¼
Penn ¼s, 60-lb. bags...	.07
Apricots—	
Fancy Royals, 25 lbs...	.27
Extra Choice Royals, 25 lbs...	.20
Standard Royals, 25 lbs...	.16½
Cherries—	
California, unpitted, Black, 25 lbs...	.16
California, pitted, Black, 25 lbs...	.25
Currants—	
Gold Medal, recleaned, 36 1s...	.08¼
Gold Medal, loose, 25 lbs...	.08
Private Growth, extra, cleaned, 36 lbs...	.08
" cleaned, 30 lbs. bulk...	.07¾
Peaches—	
Extra Fancy, pared, 25 lbs...	.25
Extra Fancy Muirs, 25 lbs...	.14½
Extra Fancy Muirs, 50 lbs...	.14¼
Fancy Muirs, 25 lbs...	.13¾
Extra Choice Muirs, 50 lbs...	.13
Choice Muirs, 25 lbs...	.12¾
Choice Yellows, 25 lbs...	.11½
Pears—	
Fancy California, Bartlett, 25 lb...	.13

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20– 30, 25 lbs...				
30– 40, 25 " ...	.09	.08¾	.08½	.07¾
40– 50, 25 " ...	.08¼	.08	.07¾	.07⅞
40– 50, 50 " ...				
50– 60, 25 " ...	.08	.07¾	.07½	.05⅞
50– 60, 50 " ...	.07¾	.07½		.06⅝
60– 70, 25 " ...	.07½	.07¼	.06¾	
60– 70, 50 " ...	.07¼	.07		
70– 80, 25 " ...				
70– 80, 50 " ...				
80– 90, 50 " ...	.06	.05¾		
90–100, 25 " ...				
90–100, 50 " ...		.05¼	.05¼	
100–120, 50 " ...				

25–30, 25 lbs., Red Star, fancy, Silver...	.11½
Ensign, fancy, pitted, 50 1s...	.08¾
Raisins—	
Muscatels, 4 crown, 50 lb...	.07
" 3 " 50 lb...	.06¼
" 2 " 50 lb...	.05½
Cal. Thompson Seedless, 50 lbs...	.06¾
Cal. Cleaned Sultanas, 50 lbs...	.06¾
Cal. Sultanas, 50 lbs...	.06½
Cal. Seedless Muscatels, 50 lbs...	.06½
Roger's, Layer, Valencias, 28 lbs...	.07
Llano, Layer, Valencias, 28 lbs...	.07
Gilabert's, Layer, Valencias, 28 lbs...	.07
Raisins, Seeded—	
G. & S. fancy, 36 1s...	.08¾
Butterfly, fancy, 36 1s...	.08⅜
Tiger, fancy, 36 1s...	.08¾
Admiral, fancy, 40 1s...	.08
Citron, fancy, boxes, 10 lbs...	.17¾
" fancy, 25 lbs...	.17½
Lemon Peel, fancy, boxes, 10 lbs., net...	.12½
Orange Peel, fancy, boxes, 10 lbs., net...	.12½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen...	2.70
" 25- " 1 " ...	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb... per doz. 1.35	
Ralston Health Cereal, 36 10-cent size...	2.75
Knelpp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Porfection Rye Coffee 24 1 lb. pkgs...	2.40

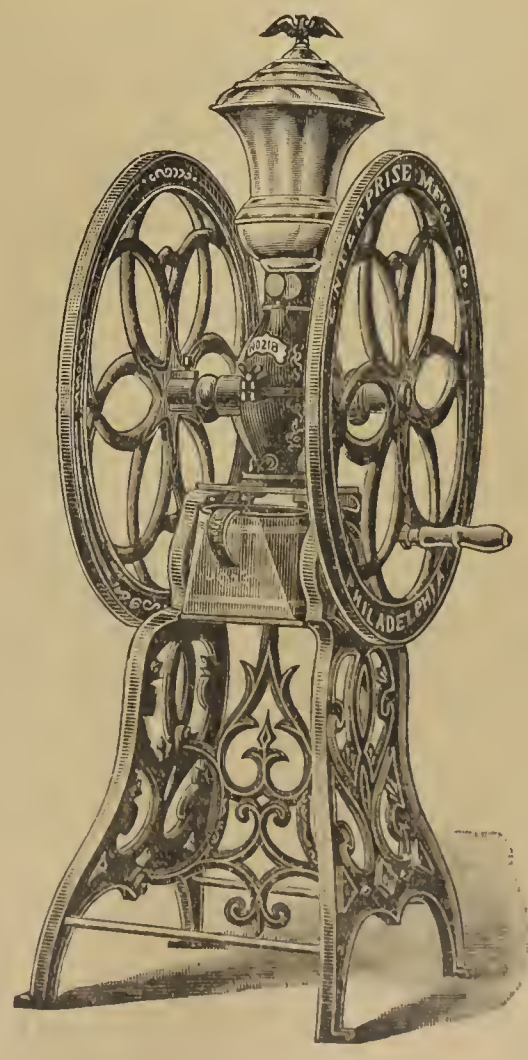
HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.



The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

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INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. o.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. o, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38

		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" " dec., 107,	"	.90	1.00

	No. o.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. o, Standard	per doz.	4.75
No. o. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb	per lb.	.05¼
" " 25 lb. boxes, ½ lb	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.15
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

		Per gro
Ohio Blue Tips—		
200's, 1 gross	per case	1.70
500's, 100 packages	"	3.25
500's, 1 gross	"	4.50
Ohio Noiseless—		
500's, 1 gross	per case	3.75
King Bird—		
100's, 3 gross	per case	2.85
500's, 1 gross	"	4.00

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Swift & Courtney's, 800's, 1-gross case		1.75–1.90
" 400's, 1 "		3.50–3.70
" 500's, 1 "		3.75–4.00
Blue Hen, 200's, 1 "		1.50–1.60
" 500's, 1 "		4.00–4.25

Per Gross.

Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 800's	1.30–1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case	5.00
Red Skin, 500s, 1 gross to case	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case	4.50
Lenox, 400s, 1 gross to case	3.00
Red Cross, 200s, 1 gross to case	1.30
Blue Ribbon, 165s, 5 gross to case	1.00
Blue Ribbon, 165s, 1 gross to case	1.05
Astral, 150s, 5 gross to case	.85
Astral, 150s, 1 gross to case	.90
Planet, 100s, 3 gross to case	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckers, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. palls	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25
National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. palls, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden palls	per box 6 palls	3.75
No. 10, wooden palls	per box 6 palls	6.40
No. 18, 37 and 68, wooden palls		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Palls, 18, 37 and 68 lbs	"	.09¾
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12½

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	12.50
" Extra, 64 oz	11.50
" Mammoth, quarts	6.50
" Extra, quarts	6.00
" Extra, pints	4.00
" Mammoth, ½ pints	2.75
" Extra, ½ pints	2.60
Fourees, 19 oz., fluted bottle	4.00
De Lucques, 10 oz	2.40
Farcles	3.00
Queen, 6 oz	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz		4.90
" " pts., 2 doz		2.90
" " ½-pts., 2doz		1.90
Rae's, Lucca, litre bottles, 1 doz		11.50
" 25-oz. bottles, 1 doz		8.75
" Finest Sublime, qts., 1 doz		6.50
" " pts., 2 doz		7.50
" " ½-pts., 2 doz		4.75
" " 8-oz. flasks, 2½ doz		7.50
" " 12-oz. flasks, 2½ doz		9.00
" Sublime, 8-oz. flasks, 2½ doz		6.50
" " 12-oz. " 2½ doz		8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.		2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.		2.30
" " 1 qt., 40 to case,	"	2.65
" Sublime, 1-qt. tins, 40 to case		2.35
" " ½-gal. tins, 20 to case		2.20
" " 1-gal. tins, 10 to case		2.10
" " 5-gal. tins, 1 or 2 to case		2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8.50
5 gallon tins, 2 tins to case	26.50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22.00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints, " 2 " "	"	4.75

Oliver's Olive Oil—

1 dozen large	6.00
2 dozen medium	6.75
2 dozen small	4.25
6 1-gallon tins	per gal. 2.10
10 ½-gallon tins	per gal. 2.20
20 ¼-gallon tins	per gal. 2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz	per doz.	.55
Stohrer's, No. 16, 2 doz	per doz.	.95
Stohrer's, No. 32, 1 doz	per doz.	1.85
Keystone, bottles, 2 doz	per doz.	.95

K

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
31 South Front Street

Your Profit on ARIOSA

The idea some grocers have that they can't make a good profit on **Ariosa Coffee** is incorrect.

Ariosa Coffee is the largest package Coffee seller in the world. As with all widely-sold things it is sold closer than things that sell in one quarter the quantity.

Which is better—to sell twenty-five pounds of your own package Coffee a week and make 10 cents a pound profit, or sell 100 pounds of **Ariosa** and make 5 cents a pound profit?

Not to speak of the **Ariosa** vouchers that are practically like finding several hundred dollars a year.

Don't forget that we have already created the demand for **Ariosa** Coffee; there is nothing left for you to do but satisfy it.

ARBUCKLE BROTHERS
NEW YORK

What Rennet Must Do to Be Good

Good rennet has gotten to be one of the most staple dessert specialties that a grocer can sell.

If it is good. To be good, it must coagulate milk in a few minutes and it must not spoil. James T. Shinn's **Liquid Rennet** fills these requirements under a double-barreled guarantee. And besides that, it has the flavor—the clean, delicate, penetrating flavor that makes rennet-eating grow into a habit.

As to profit, $3.00 return on a $1.50 investment is good enough, eh?

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs.	"	.90
" 18 x 24, full, 10 lbs.	"	.37½
" Special, 15 x 20, 6 lbs.	"	21
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg.	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	5.41	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25

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Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10
Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 1 doz	.92½

PICKLES.

William Bros., 32 gal., 1500s	10.75
" " 16 " 800s	0.10
" " 16 " 600s	5.25
Barrels, 45 gal., 1200s	10.75
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal. per keg,	3.30
Sweet Pickles, 700s, 5 gal. "	3.60
Sweet Pickles, 1,000s, 5 gal. "	4.15
Sweet Pickles, 2,000s, 5 gal. "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz	.95
No. 8, Sweet Gherkins, 2 doz	.95
No. 8, Sour Mixed, 2 doz	.95
No. 8, Sour, assorted, 2 doz	.95
No. 8, Chow-Chow, 2 doz	.95
No. 8, Onions, 2 doz	.97½

Crosse & Blackwell's:—	
Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.	.16
" " " 40 grain, bbls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.09½
" 14–16 lbs	.09¼
" 10–12 lbs	.10
Picnics, 6–8 lbs	.08½
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.17
" Tenders and Knucks	.19
" Flats	.15
" Air Dried, sets	.21
" " Tenders and Knucks	.21
Jersey Pork, Butt per bbl.	16.50
" Family "	17.50
Breakfast Bacon, rib in	.10
" boneless	.11½
S. P. Bellies, 14-15 lbs	.09
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.17
Beef Tongues, smoked, 5–6 lbs. per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.12
" " large	.12
" " medium	.12
" " small	.12
" Breakfast Bacon	.12
" " boneless	.14
Beef, air-dried, regular sets	.20
" " Insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.20
Beef Tongues per doz.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb	.12
Premium brand Hams, 12 lb	.11¾
Premium brand Hams, 14 lb	.11½
Premium brand Hams, 16 lb	.11½
Premium brand Hams, 18 lb	.11½
Premium brand skinned Hams, 18–20 lb	.11
Premium brand boiled Hams, skinned, fatless	.20
Premium brand Bacon	.18
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.16
Winchester brand skinned Hams, all aver.	.10
Winchester brand Picnics	.08½

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	08¾	7¾
Plain Tubs, 50 and 60 lb. cans	08¾	8
10-lb. Tin Pails, 60 lbs	09¼	8¼
5 " "	09⅞	8¼
3 " "	10	8⅜

John Bower & Co.—	
Pure Kettle Rendered, tierces	.09¾
" " tubs	.09½
" " 3, 5 and 10-lb. cans.	.10½

Swift & Co.—	
Premium brand, tierces	.09½
Silver Leaf brand, tierces	.08½
Jewel, compound, tierces	.07⅝
Cotosuet tierces	.07⅞

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.08 –.09
Common to fair, native	.06 –.07
Western Dressed Beef—	
Choice, native cattle	.08 –.09
Common to fair "	.06 –.07
City Dressed Veal—	
Prime	–.13
Good to choice	–.08
Dressed Hogs—	
Pigs	–.07
Hogs, heavy	–.07
" 180 lbs	–.07
" 160 lbs	–.07
" 140 lbs	–.07
Dressed Sheep and Lambs—	
Lamb, Western, good	.12
Lamb, Western, culls	.09
Sheep, choice	.10
" medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00



Be Proud of Your Olive Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.
103-107 HUDSON STREET, NEW YORK

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Ham Confidence

There is a vast difference between merely "ham" and Swift's PREMIUM Ham.

The grocer who just keeps "ham," who buys no special brand, and buys from no particular packer, is just as certain to have a small and irregular ham trade as night is certain to follow day.

But the grocer who sells only Swift's PREMIUM ham, which is always the same and always fine, will have a ham trade that amounts to something. His trade won't care to experiment with other grocers; they're getting what they want and they're getting it all the time.

PREMIUM Hams are tender, delicious and—this is important—well advertised.

Swift & Company, U. S. A.

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Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.08
" " western		.08

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.	
Turkeys—		
Western, Y. H., 8 to 10 lbs	.18	–.20
" Y. T., 15 to 17 lbs	.18	–.20
Old hens and toms	.16	–.18
Common to Good	.14	–.15
Broilers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22	–.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22	–.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22	–.24
Western, 4 to 4½ lbs. to pair, fancy	.18	–.20
" 3 to 3½ lbs. to pair, fancy	.18	–.22
" fair to good	.15	–.16
Fowls—		
Western, fancy	.14	– 15
Heavy Roasters, 4 to 5 lbs	.14	–.16
Fair to good	.12	–.13
Old cocks	.10	–.11
Western capons, fancy	.20	–.22
" " small	.18	–.20
	Per doz.	
Squabs—		
Prime, large, ancy	4.00–4.50	
Mixed	3.00–3.50	
Dark	1.50–2.00	

LIVE POULTRY.

	Per lb.	
Spring chickens, nearby, 1½ to 2 lbs	.15	–.17
Large Springers	.14	–.15
Fowls	.14	–.15
Roosters		–.10
Ducks	.14	–.15

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 " "	"	.85
Large or No. 2, 1 " "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	5 45
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz. doz.	.90
Spring Garden, fancy, No. 3, 2 doz. doz.	.80
Compass, No. 3, cans, 2 doz	.75

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—	
Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.80
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¾
Southwark, 4½-lb. toy pails, ¼ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails per pail	1.15
Apple, 20-lb. crocks per lb.	.07¾
Apple, Schimmel's, 30-lb. pails per lb.	.06
Prune, 30-lb. pails per lb.	.07¾
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		o 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size per doz.,	1.20
Laudanum, 25c.-size per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk per lb.	.08
" Lump, bulk "	.08
Butter Color, W. & R. per doz.	2.00
Bluestone, bulk per lb.	.09
Copperas per lb	.01¾

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Camphor, gum, 1-oz. blocks		.95
" Flakes, 250 bbls	"	.02¼
" " less quantity	"	02¾
" Tar Balls, bbls., 250 lbs.	"	.02¼
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.01½
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,		
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	29½
" ¼-lb. packages	"	.34
" ½-lb. "	"	.33
" 1-lb. "	"	.32
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.07
" granulated, kegs, 100 "	"	.07
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Venetian Red	per lb.	.02
Whiting	"	.02
	1 oz.	2 oz.
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz.	per doz.	.80

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

Old Fashioned Gelatine

The cleanest gelatine in the world now comes to you, Mr. Grocer, packed with Universal Coupons.

For purity of stock and scrupulous cleanliness of manipulation **Chalmers' Gelatine** has no equal anywhere.

Nothing but the finest calves' stock and the clearest spring water. The result is real rich old-fashioned gelatine, as far removed from the nauseous imitations of it as wheat is removed from chaff.

The average consumer has been fed on imitation gelatine so long that he will turn with immense relief to **Chalmers'**—if you'll let him.

Two styles—granulated and shredded.

JAMES CHALMERS' SONS, Williamsville, N. Y.



Even More Particular Than You

Print butter's a good deal like the little girl—when it's good it's very good indeed, but when it's bad it's horrid.

It keeps every grocer busy seeing that the butter he gets is such that it's safe to send out.

That is unless he is selling **Gurnse**, our fancy carton print butter. No grocer need worry that the next consignment of **Gurnse** won't be as good as the last. **Gurnse** butter is inspected more than any other print butter we know of. Inspected by inspectors instructed to be more particular even than you could be.

It's perfect, rich, smooth, delicious butter.

P. F. Brown & Co., 39 S. Front St., Phila.

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W. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per doz.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts, "	1.00
" gallons, each	.30
" ½ barrels, "	3.50
" barrels, "	6.00

McCormick & Co.—

Jockey Animal Food, 3 doz. 1-lb. packages and preminms, per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00

Sauer's Flavoring Extracts:—

No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 2, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla, "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	.....	.....	.....	7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.	2.00
" " " " No. 2X, "	.80
" " " " No. X, "	.45
" Lemon, " " No. 25, "	1.75
" " " " No. 2X, "	.80
" " " " No. X, "	.45

Ingersoll's Flavoring Extracts:—

High Grade Vanilla, per doz.	1.75
" Lemon, "	1.75
Select Vanilla, "	.85
" Lemon, "	.85
" assorted, "	.85
" small size, "	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet, per doz.	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20

Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whiz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06¾
Coronet, choice, 1-lb. pockets	.06
" 3-lb. "	.05¾
Imperial, fancy Japan, 1-lb. pockets	.05¾
" 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03½
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs.	2.50
" " 60 bags, 5 lbs., lim.	4.00
" " 22 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs.	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermald Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs.	2.40
" " sacks, 180 lbs.	1.55
" Cheese, bbls. contain 280 lbs.	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schimmel's, small, 2 doz., per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45

Snider's Salad Dressing:—

Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 150 lbs., per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small, "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75

Snider's Chili Sauce:—

Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

Snider's Oyster Cocktail Sauce:—

Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

THE ONLY WAY WE HAD A CHANCE

We have been endeavoring, through trade paper advertising, to induce you to ask for **Murdoch's Laundry and Corn Starch.** Many of you have done so, and are selling them regularly to-day.

We hazard the opinion that every grocer who is, is well satisfied that they are the cleanest and the best starches on the market.

They *have to be* the best, for that is absolutely the only ground on which they could sell. With the market dominated by one concern, what chance would an independent starch have unless it was better than its competitors?

So that there are two reasons why you ought to sell these starches. First—they are independent, Second—they are the best.

Oswego Maize Products Company, Oswego, New York

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SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.10	Mustard, Yellow..	.07
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 55-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 55-lb. boxes, "	.04½
Arm & Hammer bd., ¼'s, 36 lbs, per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ¼, ½, 36 lbs, "	.05¼
Saleratus, Babbitt's bd., ¼'s, 55-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Napbtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2 25
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	3.00
" tnbs	150	4.65
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.50
Sunny Monday	100	4.00
White Clond	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.60
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cntaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz	2.50
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 48	4.00
" " 50 28	4.00
" " 100 18	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	.43
Swift's Washing Powder, 100 18	3.85
Swift's Washing Powder, 24 48	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ½ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ½ lb.	.40
¼ lb.	.75

WALKER STORE FIXTURES

—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St

PHILADELPHIA, PA.

Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 1 and 4 doz.	"	.85
¼ lb. net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
1c " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.9c
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoen, 2 doz.	.88
Beer Mng, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 dez.	.78
Herseradish and Mustard, 8 oz., witb spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 1c oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.09½
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, large	.18
" Medium.	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.3c
" Salgon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	11

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's. 40-lb., 1-lb, "		.06½
Murdoch's Oswege—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¾
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅜
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs	04⅞
" 6-lb. boxes	.05⅞
Celluleld, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.5e
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish. 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs	.07¼
Snow Gloss, 3 lb. cartons, 48 lb boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gress	4.00
Enameline Paste, large, ¼ gress	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gress	4.90
Electic Paste, ⅛ gross boxes	4.2e
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	1e.25
" small size, per doz.	.70
Climax Enamel ¼ gro. per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ⅛ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ⅛ gross		4.50
Per gross		9.00

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.e5¾
Rosensteins, 1lb. pkgs., 2 dez.	per lb.	.e5½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Batb Brick, 25 bricks	per bex	.60
Toothpicks, Eureka, 100 boxes	case	1 85
Teetbpicks, Perfection, 2 dez.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.4e
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8, 1e'z.	per case	.90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06½
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08⅓
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09¼
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leatber, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leatber. cut into tans, 6 inches blgb		1.50
5½ Incbes blgb		1.48
5 Incbes blgb		1.42
4½ Incbes bigh		1.25
4 Incbes blgb		1.18
3½ Inches blgb		1.e5
3 Incbes blgh		.9e
Fly Paper, Tanglefoot	per ease	
Fly Paper, Sticky, 1e cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, Wblte and Yellow	per lb.	.3e

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.1e½
Emory Cotton Clotbeslines, 50-ft. banks, doz.		.8e
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.2e
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.2e
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.1e

—60—

Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jnte Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to bank	per doz.	1.60
Jnte Clotheslines, 108 ft to bank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	42
Extra Fancy, Ne. 669	.40
Fancy, No 670	.39
Strictly Cheice, No. 675	.38
Cboice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, witb 1 doz. No. 3 screw-top cans, both freigbt paid	.35
Gold Mine, in bbls	.30
Fancy, No 104	.32
Fancy, Ne. 105	
Cheice, Ne. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, cboice, No. 634, compeund	.29
West India, cbelce, No. 510, compeund	.25
Porte Rico, Ne. 551	.15

GLUCOSE.

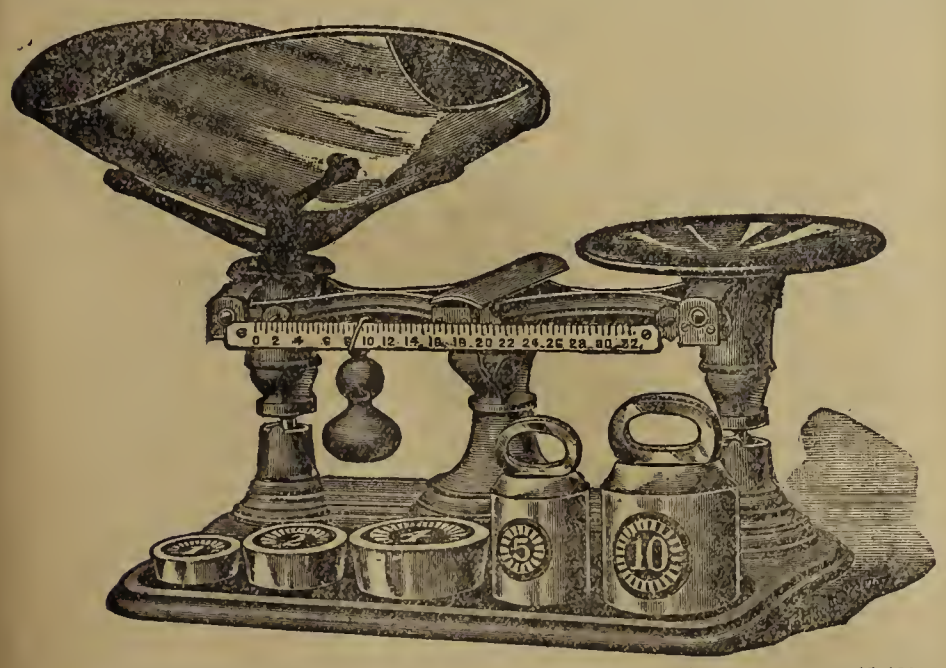
Three Star A, fer confectionery	2.75
Five A, for confectionery	2.85

HONEY.

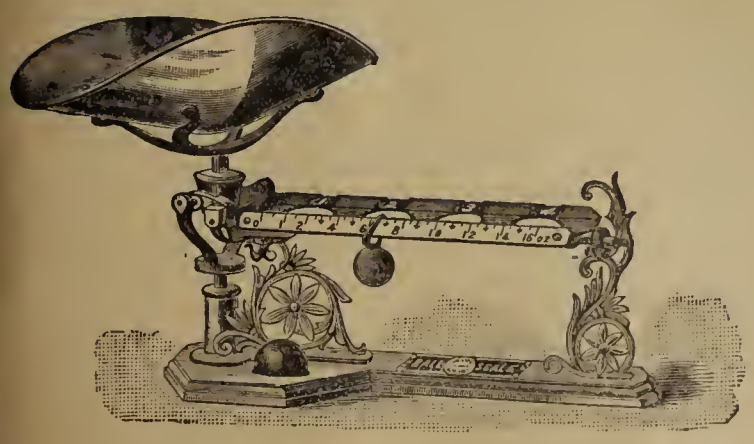
Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 10 oz. bottles, 2 doz. in case		1.45
" 6 oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.95
Kare, 10 cent size, 2 doz.	per doz.	.87½
Karo, 25 cent size, 1 doz.		2.25

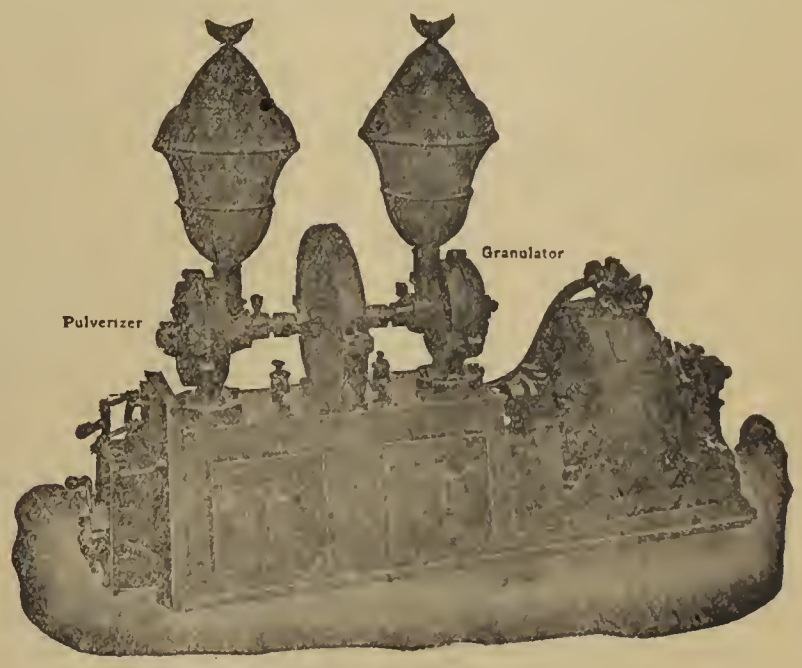


Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 1-32 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE
USED BY ALL LEADING GROCERS



TROEMNER'S

New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET & PHILADELPHIA, PA.

J. A. FLESCH & SON 112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.65
80, Seal Globe, double, swing protecter	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118. Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.05
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.30
2, Solid oval	1.50
3, Solid oval	1.70
5, Solid oval	2.10
1, Wire ends	1.25
2, Wire ends	1.35
3, Wire ends	1.55
5, Wire ends	1.95
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

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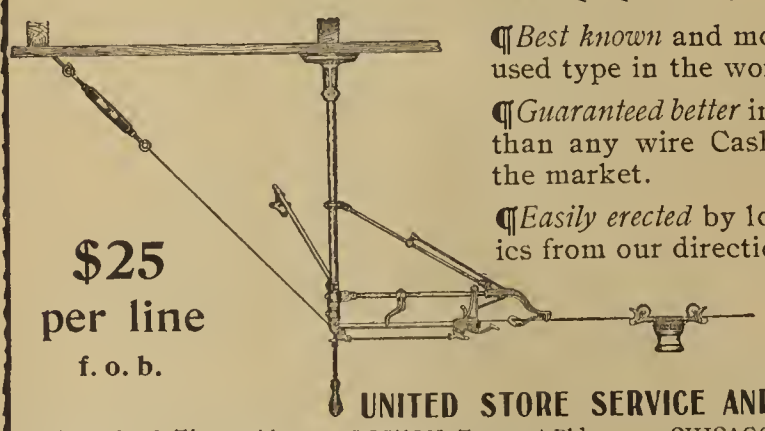
TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58

The METEOR CASH CARRIER



¶*Best known* and most generally used type in the world.

¶*Guaranteed better* in every detail than any wire Cash Carrier on the market.

¶*Easily erected* by local mechanics from our direction chart.

$25 per line f. o. b.

30 Days' Free Trial

UNITED STORE SERVICE AND TUBE CO.

NEW YORK, Times Bldg. BOSTON, Tremont Bldg CHICAGO, Medinah Bldg.

Oliver's Olive Oil

Noted for its purity and fine flavor

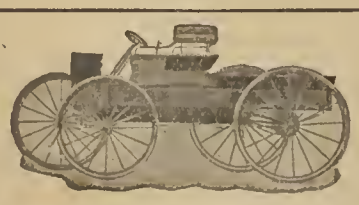
Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases. 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-¼ gallons, per gallon	2.25

JOS. M. OLIVER & SONS

IMPORTERS 5 South Front St., Philadelphia

What One Gallon of Gasoline Will Do



EVERY grocer feels he'd be proud to deliver goods in an automobile, but thinks it would either cost too much or be too much of a nuisance to keep up.

If he will look into the Lindsley Car, he will find both fears unfounded. He will find the first cost little if any more than a good team, the cost of operating *far less* than that of keeping horses, and the working capacity several times as much.

Think of going thirty miles on *one gallon* of gasoline! With a load of 1,500 pounds! Write about this.

J. V. LINDSLEY & CO.

Suite 1112 Monadnock Building

CHICAGO

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

Sell Your Team and Get a Lindsley



Some of these days horses for delivery are going to be obsolete. They can't stand up for a minute with the right kind of a delivery automobile.

Take the **Lindsley** Car as an illustration. Costs less than a good team of horses, costs probably not over half as much to keep and will do several times as much hard work for the same money.

The **Lindsley** Car will carry 1500 pounds thirty miles on one gallon of gasoline!

Why, it would pay you big to sell your team and get a **Lindsley.** It's a pleasure car, too, if you want it to be.

J. V. LINDSLEY & COMPANY
Suite 1112 Monadnock Building
CHICAGO



Fancy Print Butter

Our **Gurnse** Fancy Print Butter has reached a steady sale, which, sanguine as we were, we hardly expected for it.

It has done it largely because of its delicious quality, but particularly because of its *regularly* delicious quality.

It never varies, because the rigid and repeated inspection we give it is never looser at one time than at another. Grocers have welcomed the chance for relief from ordinary print butter, no two consignments of which run alike. It will do you good to sell it.

P. F. BROWN & CO.

39 S. Front St., Philadelphia, Pa.



New York State Canned Goods

Have you ever sold New York State peas? Maryland packs *some* good peas and so do certain other districts, but none equals in delicious, tender succulence the young pea of New York State. Get hold of a good brand, and you'll have a business in it in almost no time.

Olney canned goods are packed right among the growing things; they carry their fresh flavor into the can with them. The peas of this line are incomparable! Such canned goods make a grocer's reputation.

The **Olney** brand—keep that in mind.

REEVES, PARVIN & CO., Dist., Philadelphia
BURT-OLNEY CANNING CO.
ONEIDA, N. Y.



'Neath Sunny Italian Skies

If you have been handling French or Spanish olive oil, you probably do not really know genuine olive oil perfection.

The finest of all olive oil is Italian oil; other oils are just as pure, but none have the smooth, mellow richness of oil made from olives grown 'neath sunny Italian skies.

The finest oil that comes to this country is **La Toscana.** There is a flavor and a perfume to this oil that connoisseurs say they have never seen equalled.

J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.

HOUSEWIVES OF TWO GENERATIONS

Soaps may come and soaps may go, but **Babbitt's Best** will go on forever.

At least it seems so. It's one of the oldest laundry soaps on the market, and every year has seen more sold than the year before.

Why? Because **Babbitt's Best** soap is unequalled as a cleaner and housewives of two generations know that.

There is no safer soap to sell and no *good* soap more profitable.

MADE BY
B. T. BABBITT
NEW YORK

The firms advertising on these pages are all well-known; their products

They Don't Have to Get New Floors



Lots of your customers will buy this product if you will tell them that it will not only keep their floors looking as good as new; but that it will also preserve them by coating them in such a way that the things that rot them can't get at the wood.

Get them to buy one can, and they will never go to a paint store for something to keep their woodwork in order—they'll come to you.

E. B. MOORE & CO.

76 Wabash Avenue **Chicago, Illinois**

"Every Little Bit Added to What You've Already Got Makes Just a Little Bit More"

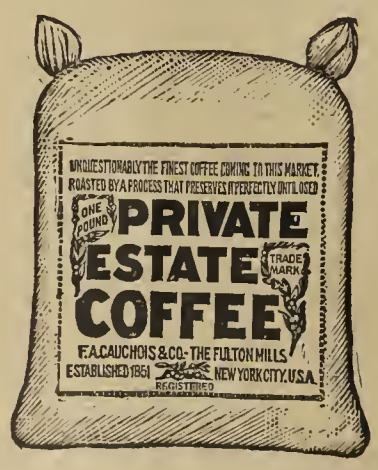
Wrigley's Soap pays you better than any similar article on the market. By pushing it you will add a **great deal more** to your profit.

Universal Coupons in each box.

THE WRIGLEY MANUFACTURING CO.

PHILADELPHIA, PA.

Make a Specialty of Private Estate Coffee



The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

All polish, there is no clay or other adulterants in

DIXON'S

POWDERED

Stove Polish

We are making the new Dixon Powdered Stove Polish just as if the most rigid "pure food" law had been applied to it. Notice how light in weight a box of this stove polish is compared to its bulk—graphite, the actual polishing material is very light you know.

Write our Stove Polish Department for profitable points about above polish.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

are the best on the market and all bring you UNIVERSAL COUPONS

S-E-A F-O-A-M

Sell Sea Foam Baking Powder because it's the best leavener.
Every housekeeper who has tried it knows a little goes further.
All your customers will KEEP using it, once they start.

Failures in baking are impossible with Sea Foam.
Other baking powders mean—taking chances.
A big saving to your customers over trust powders.
Much better profit for you.

It's too good not to push. UNIVERSAL COUPONS in every case for the grocer.

Sea Foam Baking Powder Co., 1 and 2 Hudson St., New York

You Know What Our Name On These Goods Means

We are making Macaroni, Spaghetti, Noodles and Pastels. We are making them like we make our bread, so good that nothing can be better. So good that grocers can safely recommend them to their customers.

We are going to spend our advertising appropriation on the grocer, to make it worth his while to tell his customers about these goods and create a demand for them.

Every case will contain Universal Coupons, which the grocer can exchange for almost anything he needs instead of buying it.

The *Freihofer*

VIENNA BAKING COMPANY
PHILADELPHIA, PA.



Guaranteed to comply with the National Pure Food Law
—AS ARE—
ALL FOOD PRODUCTS OF
J.W. BEARDSLEY'S SONS, New York

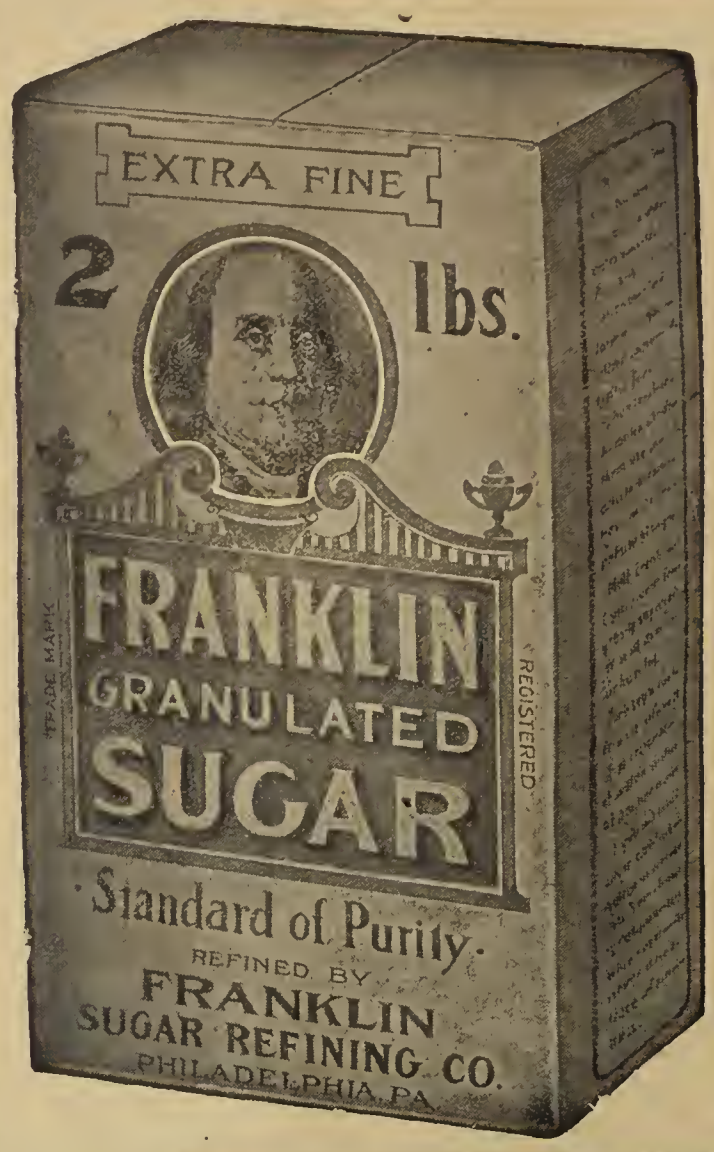


R·O·Y·A·L

Retailers who sell **Royal Peanut Butter** sell the best
Others sell something that won't take its place.
You *make* trade with Royal—the inferior kind drives trade away.
Always sell the best of everything yourself.
Let the other fellow take the chances.

(Universal Coupons (**an extra profit**) in each case for the grocer)

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio



"Hard, Grubby Work"

Many grocery stores keep their sugar barrels in the cellar, or the back room, and carry bucketfuls to bins in the front part of the store.

Hard, grubby work. Usually done for next to nothing, too, when you figure in the loss from the inevitable overweight.

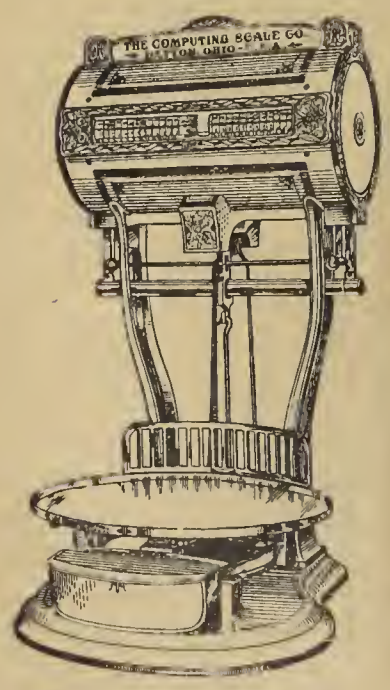
When you get in a case of **Franklin Carton Sugar** you unpack it right on the shelves, and there it is. Is there any comparison between the two ways of selling sugar? Especially when you remember that **Franklin Carton Sugar** comes to you ready-weighed and wrapped, which means that you absolutely cannot rob yourself of profits through overweight.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA ✱ PENNSYLVANIA

Our Scales Stand the Test



The new low platform No. 140 DAYTON Scale

The State of Massachusetts recently passed a new Law defining the duties of the Sealer of Weights and Measures, in connection with the computing devices used on computing scales.

Our modern up-to-date computing scales meet every requirement of the law and test out with greater exactness than any other known style or make.

Greater than this, however, is the test of service between merchant and customer. Merchants use them for the protection of profit and the saving of time. Customers trade where they are used because they know they are sure of a square deal.

Moneyweight Scales are an absolute necessity to the economical and successful retailing of meats and groceries. We build them on all the known principles of scale construction adaptable to all kinds of merchandising.

The increased confidence of the merchants of Massachusetts in our computing scales is shown by the enormous increase in sales since the law went into effect. We are strong advocates of laws which will give the greatest protection to both merchant and customer.

For those who are now using old Dayton Scales or computing scales of other make, and wish to bring their equipment up-to-date, we have a very attractive exchange proposition which will be sent on request.

Do not wait for our agent to call on you, but send for him.

DELAY IS EXPENSIVE.

Date.....

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME.....

STREET and NO.....

TOWN.....

STATE.....

Moneyweight Scale Co.

47 State Street, Chicago

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

LOCAL SALES OFFICES

Boston, 161 Congress St. New York, 11 E. 14th St. Philadelphia, 1651 N. 8th St.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, MARCH 2, 1908. NO. 9.

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Secretary Smedley Forces Wholesale Grocer to Eat Slanderous Words

Member of William Montgomery & Co., Philadelphia Jobbers, Caught Circulating a Story that Mr. Smedley had Given a Perjured Affidavit to the Natural Food Co., is Compelled, in Signed Statement, to Retract His Statements Entire. The Documents in the Case.

An indication of the lengths to which certain Philadelphia wholesale grocers have gone in their attempt to deprive retail buying exchanges of their right to buy from headquarters is given by the documents which appear below. Several weeks ago it was learned that a systematic effort was being made throughout retail circles by jobbers and jobbers' salesmen to discredit William Smedley, secretary of the Retail Grocers' Association. In many cases the stories told could not be nailed down, but one particularly flagrant and slanderous falsehood was fastened on the author, who was found to be George W. Montgomery, member of the wholesale grocery house of William Montgomery & Co., 999 North Second street, Philadelphia. Montgomery was caught red-handed in the telling of a story that Mr. Smedley had "perjured himself" by giving a false affidavit to the Natural Food Co. Mr. Smedley at once took steps to protect his reputation and in a signed statement which appears below Montgomery ate his words entire.

The case against Montgomery was based upon the story which he told to Oliver Stout, Jr., vice-president of the Frankford Retail Grocers' Association. In brief, the story was that a member of the Philadelphia Association had been induced by a certain wholesale grocery salesman to buy of the association, for one entire month, only Shredded Wheat Biscuit. At the end of the month the association distributed rebates to its members as usual, and the rebate paid to this particular member, because he had purchased only wheat biscuit, was therefore a rebate on wheat biscuit alone. This would have been a violation of the limited price agreement maintained by the Natural Food Co.

According to Montgomery, Mr. Smedley was then asked to take an affidavit that no rebates had been given, and at once complied. This affidavit, charged Montgomery, was a false one, and in making it Mr. Smedley had "perjured himself."

The story was a good one, and Montgomery told it with great effect. Mr. Stout is Mr. Smedley's friend and at once he acquainted him with the facts. The matter was then laid before Elton J. Buckley, Esq., counsel for the association, and Mr. Stout embodied the facts in the following affidavit:—

STATE OF PENNSYLVANIA } ss:
COUNTY OF PHILADELPHIA }

Oliver Stout, Jr., being duly sworn according to law, deposes and says that he is a retail grocer doing business at No. 4900 Frankford ave., City and County of Philadelphia; that on or about the twelfth day of February, 1908, he was visited by one George Montgomery, whom he is advised is employed by or a member of the wholesale grocery firm of William Montgomery & Co., of the City and County of Philadelphia, State of Pennsylvania; that the said Montgomery stated to deponent as follows: That a certain retail grocer doing business in the City and County of Philadelphia who is a member of the Philadelphia Retail Grocers' Association, had been induced by a certain wholesale grocery salesman to purchase from the said Association during a certain month of the year 1907, only a product known as Shredded Wheat Biscuit, manufactured by the Natural Food Company, of Buffalo, New York; that at the end of the said month the said Association, as was its custom, delivered to the said member a cash rebate representing a dividend upon the purchases of goods made through said Association by its members, for the said month, which said rebate, because the said member had purchased only the said Shredded Wheat Biscuit, represented a rebate or dividend upon it alone; that the payment of this rebate to the said member upon the said Shredded Wheat Biscuit was in violation of a certain contract made between the said Natural Food Company and the said Retail Grocers' Association, whereby the said Association was to maintain a certain fixed selling price upon the said Shredded Wheat Biscuit, without rebate, dividend or reduction whatsoever; that the Natural Food Company, through its Philadelphia agent, Andrew Ross, requested William Smedley, Secretary of the said Association, to execute an affidavit subsequent to the ending of the said month of 1907, that the said Association had in no manner granted to any person any rebate, dividend or reduction upon any sale of Shredded Wheat Biscuit made during the said month of 1907, or at any other time; that the said Smedley falsely executed said affidavit to the effect that the Association had granted no such rebate, dividend or reduction, whereas, as a matter of fact, the Association had granted such rebate to the said member in manner and form as above set forth; that the said Smedley in making such affidavit had perjured himself; that the said member subsequently made a statement to the effect that the said Association had paid to him the said rebate on Shredded Wheat Biscuit, which statement was forwarded to the said Andrew Ross; that the said Natural Food Company, by reason of the said Smedley's perjury then refused to thereafter sell its products direct to the said Retail Grocers' Association. And further deponent saith not.

OLIVER STOUT, JR.

Sworn and subscribed before me this 17th day of February, A. D., 1908.

FRANCIS R. CRISPEN,
Notary Public.

Commission expires February 2, 1910.

Mr. Smedley then executed an affidavit which made the Montgomery charge seem ridiculous. He swore that not only had the association never given any rebate in any way, shape or form on Shredded Wheat Biscuit, but that nobody had ever asked him to make an affidavit, and that he had never made any. Every statement in the Smedley affidavit was subsequently confirmed by Andrew Ross, local agent of the Natural Food Co. Mr. Smedley's affidavit is as follows:—

STATE OF PENNSYLVANIA } ss:
COUNTY OF PHILADELPHIA }

William Smedley, being duly sworn according to law, deposeth and saith that he is Secretary of the Philadelphia Retail Grocers' Association, that he is completely conversant with all the business affairs of the said Association, particularly such of said business affairs as concerns the purchase and sale of merchandise by said Association; that at no time has the said Association or deponent or any other person acting for or on behalf of said Association granted to any member of said Association or to any other person directly or indirectly, or through any channel or in any manner whatsoever, since the Natural Food Company, manufacturers of Shredded Wheat Biscuit, adopted a rebate plan of selling the said Shredded Wheat Biscuit, any rebate, dividend or deduction on the said Shredded Wheat Biscuit; that neither the said Association nor deponent, nor any other person representing the said Association, has been requested at any time whatever to make an affidavit that such rebate, dividend or deduction, had not been made or concerning in any manner the granting of such rebate, dividend or deduction; that neither the said Association, deponent, or any other person representing the said Association, has at any time taken or made any affidavit concerning the granting of any rebate, dividend or deduction on the said Shredded Wheat Biscuit, in any phase or relation whatsoever; that deponent has read all of the statements said to have been made by one George Montgomery and contained in an affidavit made by Oliver Stout, Jr., on the seventeenth day of February, A. D., 1908, and pronounces the statements said to have been made by said Montgomery to be false in every particular.

WILLIAM SMEDLEY.

Sworn and subscribed before me the 18th day of February, A. D., 1908.

FRANCIS R. CRISPEN,
Notary Public.

Commission expires February 2, 1910.

Copies of these affidavits were at once laid before Montgomery, coupled with a demand for an immediate and complete retraction, under penalty of civil and criminal proceedings. The result was the following letter to Mr. Smedley's counsel, which admits that Montgomery had no foundation for his statements, and that he had simply pushed along idle gossip. He ends with a complete and unequivocal retraction of the whole matter:—

Philadelphia, Feb. 25, 1908.

Elton J. Buckley, Esq.,
730 Drexel Building,
Philadelphia.

Dear Sir:—Your favor of the 22d is received and noted. The affidavit of Oliver Stout, Jr., accuses me of making the following statements:—

First.—That a member of the Philadelphia Association bought from it for one month only Shredded Wheat Biscuit.

Second.—That at the end of that month the Association paid him a rebate on his purchases of Shredded Wheat Biscuit alone.

Third.—That subsequently Mr. Smedley, Secretary, was asked to make oath that no rebate was given.

Fourth.—That he did make oath.

Fifth.—That his oath was false, and that in the making of said oath he perjured himself.

I beg to advise that when I made the above statements, I believed them to be true, based on the statements made to me by others and not from any personal knowledge or evidence.

I realize that under these circumstances these statements should not have been repeated as facts, and that I was entirely wrong in making them. I therefore retract all of the above statements, feeling that in doing so I am endeavoring to right a wrong committed in error of judgment.

Further, that I would not knowingly do or say anything that would injure the character or reputation of Mr. Smedley.

Very truly yours,
GEORGE G. MONTGOMERY.

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keystone, Race 746

COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS

TRADEMARK REGISTRATION

The New York Letter

Bright Prospects for New York Food Show. To be Run by Retailers Themselves. Mr. Callanan's Views on Net Weight Branding. Defending the Oyster. Blacklisting Made Legal. Small News of the Trade.

Special correspondence of "Grocery World."

New York, February 28, 1908.

Only four of the spaces on the main floor of the Lennox Lyceum are still to be leased for the Pure Food Exposition to be given from March 26th to April 16th by the New York Retail Grocers' Union. While your correspondent was getting this point from Manager L. J. Callanan there were two interruptions by telephone calls from manufacturers, each of whom said that they must have ground floor spaces and that their representatives would call tomorrow to sign contracts.

Mr. Callanan does not believe in crowing until he is sure that everything is done that should be done, but he allowed himself to say that exposition affairs are going on swimmingly. The last time that he managed a show for the association the exhibitors were falling over each other, just before the opening, and begging for space anywhere in the hall, and he admits that indications now are that there will be a repetition of this experience.

The programme which he made out this week shows that if Governor Hughes can come to New York on the night of the opening he will deliver an address. The officers of the New York Chamber of Commerce, the Board of Trade and other commercial organizations have all been invited to be present at the opening. There will be a number of speeches and a lunch will be tendered to the guests. Music is to be furnished every afternoon and evening during the show by the Seventh Regiment Band. There will be lectures on cooking and other features.

The friction in Boston over food-show matters has been used by Mr. Callanan as an occasion for urging grocers everywhere to conduct their own food shows, instead of delegating the work to professional promoters.

* * *

Taking a little time from his work for the Food Show, Mr. Callanan gave his fellow-grocers an example in advertising that has attracted much favorable attention. He used nearly a half page in a Sunday edition of one of the dailies in which to tell people that he is selling quart bottles of olive oil which contain a full quart each, and that his pints and half-pints are also exactly what they purport to be. In bold type he heads his advertisement with this quotation from a report of the Bureau of Weights and Measures, printed officially February 1st: "There is one retail house in this city selling 32-ounce net quarts of olive oil in bottles."

An extract from the report is given in a frame. In this it is said that the "olive oil as sold in bottles is about the worst bottle fraud found." The report then says that if a customer asks for a quart bottle of olive oil in the stores the so-called large bottle is invariably handed out, which contains 31 ounces gross, whereas the weight of a full quart is 32 ounces net.

In his advertisement Mr. Callanan says that the so-called quart bottles of the old style contain only 18 ounces of oil; that the old-fashioned pints contain 9 ounces of oil, while his bottles contain 16 ounces, and in the half-pints also his bottles contain nearly double the quantity of the others. He adds that his prices are very little higher than the prices of the under-weight bottles.

The Vesey street grocer believes in having the measure or weight stated net and exactly as to the quantity of all food, instead of giving the gross weight, including bottles or other receptacles or packages. Members of the wholesale trade were obliged to sit up and take notice of the advertisement, especially as Mr. Callanan is following it up with others, and there are already signs that his example will be followed in the advertising of other grocers.

* * *

The Oyster Dealers' and Growers' Association of America was

STATE HOUSE



CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

organized here last week, with Azel F. Merrell as president, and is to uphold the good name of the oyster as food. It is said that the stories about the oyster beds around this city being contaminated with sewerage and typhoid germs had already caused a loss of at least $1,000,000 in trade, and unless something is done that this business would be practically ruined, as far as the beds in the waters about this city go. The association proposes to co-operate with the State authorities, especially the Forest, Fish and Game Commission, in doing everything possible to prove that the charges made against the oyster are unfounded. Every precaution to safeguard the bivalve from disease has been taken, the officers claim. They even claim to have scientific testimony that the oyster, instead of being a probable source of typhoid, is really so constituted as to act as an antiseptic and a preventative of the disease.

* * *

The blacklisting of men who do not pay their debts is legal and proper, say the members of the New York Fruit and Produce Trade Association, and in support of this they point to the verdict of the jury in the suit brought against Pope & Co. for $25,000 damages, an action tried last week. The defendants posted one of their customers in 1905 for not paying a bill and the suit followed. The jury decided after a trial of four days in favor of Pope & Co. The financial standing of the firm which had been posted in 1905 as delinquent was recently declared to be satisfactory. The result of the suit is regarded by the members of the association as a vindication of the methods used by its credit department.

* * *

James B. Duke, the president of the American Tobacco Co., gave testimony a couple days this week as a witness for the Imperial Tobacco Co., of Great Britain and Ireland. Because of his illness his testimony was taken at his home on Fifth avenue by a referee, there being present counsel for the Government and for the Tobacco Trust in the suit brought against the Trust. Mr. Duke related that he had engaged in the tobacco business at the age of 14 in the firm of W. Duke & Co., which began to make cigarettes in a barn in Durham, N. C. By 1882 the business had grown so that the company was making 3,000,000 cigarettes a year. In 1889 it controlled 40 per cent. of the cigarette business of the country and was spending $800,000 a year for advertising. Then he induced other manufacturers to join their forces with him, and the result was the formation in 1890 of the American Tobacco Co., whose control of the tobacco trade of this and other countries has since been one of the commercial wonders.

* * *

Girolama Cella, the senior member of the firm of Cella Brothers, importing grocers at 528 West Broadway, was found dead in his office early Sunday morning, and some think that he committed suicide, while others say that he was murdered. His skull was broken by a hammer and his lips bore evidence



Introducing Waldorf Extracts

We want you to know the finest Lemon and Vanilla Extract made to-day—our **Waldorf Brand.** These are Extracts *de luxe.* They are made of the faneiest raw materials, are of the fullest strength, and are guaranteed to comply with all food laws everywhere, no matter how stringent.

Price, $1.25 per dozen.

PREPARED ONLY BY

HETFIELD EXTRACT AND MFG. COMPANY

370 GREENWICH STREET, NEW YORK

GROCERS !!!

Do you **know**
Do you **realize**
Have you **considered**
Have you **tested**

The great **power** of **CASH** in buying your groceries?

Our quotations mentioned below represent a small portion of the **savings WE** offer.

Best Quality No. 3 Barley, 100-lb. bags	per bag,	$3.65
Schumacher's Avena, barrels	per bbl.,	6.15
Oneida Rolled Oats, barrels	per bbl.,	5.75
Extra Quality Long-cut Sour Krout, 50-gallon tierces	per tierce,	5.15
Hume's Karluk Salmon, positively the best quality fancy Red Alaska Salmon on the market, 1-lb. tall cans, 4 doz.	per doz.,	1.30
This is fully 10c. per doz. below its present market worth.		
Ayars' River Head Brand Canned Pears (Jerseys), No. 3 size, sanitary cans, good syrup, 2 doz. cases, single cases	per doz.,	1.05
5 or 10-case lots	per doz.,	1.02½
Tioga Brand Extra Standard California Lemon Cling Peaches, very large fruit, very fine flavor, very heavy syrup, in short one of the finest brands of Extra Standard California Lemon Cling Peaches on the market, 2½ size cans, 2 doz.	per doz.,	2.50
5 or 10-case lots	per doz.,	2.47½
Automobile Brand Elegant Quality California Lemon Cling Peaches, 2½ size cans, 2 doz., single cases	per doz.,	2.10
5 or 10-case lots	per doz.,	2.07½
Golden Rule No. 3 Off Standard Tomatoes, 2 doz.	per doz.,	.80
Blenheim Brand No. 2 Extra Quality Tomatoes, 2 doz.	per doz.,	$0.65
40-50s Herbert Brand Fancy Santa Clara Prunes, 50-lb. boxes, single boxes	per lb.,	.06⅝
5 or 10-box lots	per lb.,	.06½
80-90s Field Brand California Prunes, 50-lb. boxes, single boxes	per lb.,	.04⅝
5 or 10-box lots	per lb.,	.04½
Sugar Cured Bloaters, 100 fish in box	per box,	1.25
Fancy Full Cream Picnic Cheese, fine flavor, rich and creamy, boxes about 22 lbs., single boxes	per lb.,	.14¾
5 or 10-box lots	per lb.,	.14⅝
Extra Fancy Carolina Head Rice, whole bean, extra white and clean, simply a beauty, 100-lb. bags	per lb.,	.06⅞
Winslow's Yellow Label Extra Fancy Maine Corn, single cases, 2 doz.	per doz.,	.95
5 or 10-case lots	per doz.,	.92½
Armour & Co's Bologna, in skins, fresh goods, 25-lb. boxes	per lb.,	.06¼
Finest Quality Absolutely Pure New York State Buckwheat Flour, 125-lb. bags	per 100 lbs.,	3.05
Fancy New York State Marrow Beans, grain bags about 2½ bushels, single bags	per bu.,	2.35
5 or 10-bag lots	per bu.,	2.32½

These Prices for This Week Only—March 2d to March 7th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

of sulphuric acid. The police suspect that he was killed by a blow with a hammer and that the acid was applied to his lips to indicate suicide, as if he had struck himself with the hammer and had then drunk the acid. A letter was found threatening suicide, with his name signed to it, but the police point out that this may have been a forgery. The body was found by the man's brother, Dominic Cella. The firm have made a specialty of Italian products.

* * *

U. H. Dudley, of U. H. Dudley & Co., who is sometimes called the dean of the canned goods trade in this city, received Monday a cross in gold and enamel, the gift of King George of Greece, who thus signified that he had conferred upon Mr. Dudley the title of Knight in the order of Our Saviour. The King in this manner shows appreciation of Mr. Dudley's efforts in promoting the trade in Grecian currants.

FRED. A. MCGILL.

National Association Will Work for Bankruptcy Law Amendment.

Secretary Green Says It is Just What Grocers Need. Business Improved Over Few Weeks Ago.

Special correspondence of "Grocery World."

Cleveland, Ohio,
Feb. 27, 1908.

Since issuing the last correspondence, Senator Knute Nelson, of Minnesota, has introduced the much desired amendment to the bill introduced by Hon. Swagar Shirley, of Kentucky, to amend the bankruptcy act.

Mr. Shirley's bill provided that any person owing debts exceeding the amount of $300 shall be entitled to the benefits of this act as a voluntary bankrupt.

Senator Nelson's amendment raises the amount to $500, as we had desired.

After taking this matter up with the National Credit Men's Association, the National Board of Trade, and others who were interested in amending the bankruptcy act, they have consented to accept our amendment and work with us to the point of having the bill become a law.

For several years we have studiously worked to have this brought about. Thousands of persons have taken advantage of this act and declared themselves voluntary bankrupts for the sole purpose of wiping out their indebtedness for the necessaries of life, thereby defrauding the retail dealer out of payment for necessaries extended in times of necessity and adversity.

The officers of the National Association of Retail Grocers respectfully ask the assistance of the retail dealers of the United States to the extent of either taking the matter up in person or by letter with their representatives in Congress.

If this is done there will be no question but that before Congress adjourns this bill will become a law.

The limit of $500 should protect every retailer in the United States. It is a step in the right direction, and while it may be said that some have not been affected in this way, yet there are very few that have not had some of their customers take advantage of this act to defeat the retailer in collecting his account.

* * *

From inquiry, careful observation, and coming in contact with business men in different parts of the country, would say, in answer to many inquiries, that the general business is improving over that of a few weeks ago.

At the present time about 50 per cent. of the large industries are working nearly full time, with a very small percentage working one-half time, and a great many people being out of employment entirely.

It is a time when energy and push among the retail merchants will count.

JOHN A. GREEN,
National Secretary.

State Cannot Compel Weight Branding, Says Nebraska Judge.

Judge Cornish, in the District Court at Lincoln, Neb., during the week, instructed the jurors to bring in a verdict of not guilty in the case of the State against Swift & Co. The packing company has been charged with failing to brand the net weight on the packages of ham and bacon. Judge Cornish declared that the police power of the State could not be extended to the labeling of provisions, and he declared the net branding clause of the State pure food law unconstitutional. The State will appeal.



WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Grocery World

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The Boston Retail Grocers' Association are waging a good fight.

Net Weight on the Labels.

They are demanding of their Legislature a law branding all package goods with their net weight. Opposition is developing from wholesale grocers and manufacturers, on the ground of the extra trouble and expense involved.

To sell package goods unbranded of any weight is unquestionably profitable to manufacturers. Had it not been the National Biscuit Co. would not have withdrawn from a western State rather than put the net weight of its packages upon the labels. Some manufacturers sell a package as three pounds which is three pounds gross. This palpable fraud they excuse on the ground that they are following a custom of the trade, and that the consumer understands. Admittedly the practice has become so common as to be almost a custom of the trade, but assuredly the consumer does *not* understand.

Other manufacturers do not brand their packages with any weight whatever, but use packages that look to hold about a pound, though really holding some ounces less. These manufacturers know perfectly well that buyers of such packages believe they are getting pounds or half-pounds, as the case may be. While technically clear of blame, they are nevertheless morally guilty of perpetrating a fraud upon the community.

It is an unanswerable proposition that the buyer of a package product is entitled to know, in advance of purchasing, what he is getting. And unless manufacturers realize that they have benefited through fraud and are unwilling for that reason to relinquish it, the "Grocery World" cannot see that there can be any reason for not telling them.

Foolishness Exposed.

The back-down of the Federal Food and Drug Board on the question of an original package shows what gross blundering or arbitrary indifference to law has dominated the decisions of that body on certain phases of the Federal food law. As pointed out last week, the Board, or perhaps more correctly, Dr. Wiley, made an original decision as to what constituted an original package, and which was therefore within the Federal law's jurisdiction. This decision was directly in violation of established law. The Board has itself proved this by promulgating an entirely contrary definition within the last few days.

There was no excuse for this at all. The Federal Board has a solicitor; the books were open to him, and he could not have framed that original definition had he examined them. As a matter of fact, however, he probably did examine them, but was likely dominated by Dr. Wiley against his judgment.

The following extract from the decision now made is worthy of note:—

> This definition of original unbroken package was inserted in the regulations for the purpose of facilitating the administration of the act. It was intended to be, or at all events is, a guide to the inspectors who purchase the samples throughout the United States, as to the nature of an original unbroken package. Upon the basis of this regulation the inspectors have collected a large number of samples, but when an examination of some of the cases has been made, with prosecutions in view, it has been found that no action could be taken because the package bought was not an original package, though apparently so upon a reasonable interpretation of the regulation. Furthermore, the Department is advised that the food commissioners of some of the States, guided by a literal interpretation of the regulation, have refrained from enforcement of their laws upon all packages apparently embraced within its terms.

This shows more clearly than anything else the effect of the Board's ignorant or arbitrary action. The entire operation of the food law, it seems, has been seriously embarrassed by this most foolish and groundless attitude.

The Retracted Charge Against Secretary Smedley.

Every one who knows Secretary Smedley, of the Philadelphia Retail Grocers' Association, knows him to possess a personal record as stainless as newly fallen snow. During twenty years' service as secretary of the largest retail grocers' association in the country, with opportunities unlimited for graft and "money on the side," no whisper was ever breathed against him until the foul Montgomery story was started on the greased path that speeds every lie told against the character of a hitherto honest man.

Secretary Smedley's friends, and those who do not even know him but believe in fair play, will read with satisfaction the complete retraction by the author of the only charge that has ever been made against Mr. Smedley's integrity. They will probably also be glad to keep in mind the wholesale grocery firm whose partner is responsible. The member of the firm of William Montgomery & Co. who told this lie was compelled to admit that his charges had no ground whatever. Doubtless he will hesitate before he flings any more accusations of felony about the trade.

The incident furnishes a convincing illustration of two things: First, that some men cannot fight fair; and second, that a fight started in utter unfairness is bound to be waged in unfairness.

To Avoid the Tariff.

There is one thing to be said for the protective tariff which one of the great political parties decries as being the greatest possible enemy to the people at large: it certainly has increased to some extent the manufacturing industries of the country. Foreign manufacturers who have coveted the fertile American market, but who when they paid the high tariff found themselves unable to compete with American manufacturers, have located factories in this country.

At the present time a member of the Swiss chocolate firm of Tobler & Co. is in this country looking for a site for a chocolate manufactory. The United States uses a very large quantity of Swiss milk chocolate, or did before the recent advance in price, and were it not for the tariff the consumption would be much greater. Hence the plan to establish a domestic plant.

For a long time Lea & Perrin's Worcestershire sauce has been compounded in this country from ingredients blended in the old country. This to get the benefit of a tariff which is lower on the bulk ingredients than on the bottled sauce. Other instances are at hand. Turkish, Egyptian and Russian cigarettes cost in their own countries very little money. A Russian cigarette which costs in Russia 12 cents for a box of 10 costs when imported into this countfy and after it has paid the tariff about 40 cents for 10. Naturally this has greatly reduced the possible consumption, and in order to get around it at least three of the largest manufacturers of Turkish and Egyptian cigarettes have within the last few months located branch factories in this country.

This, of course, does not answer the argument which the enemies of the tariff make against it—it is simply cited to show that there is at least one way to climb a high tariff wall.

Kellogg Toasted Corn Flake Co. Circulates Falsehood.

Tells Consumers that Grocers are Refusing to Sell Its Goods Because Substitutes Pay Better Profit.

The Toasted Corn Flake Co., which is seriously feeling the resentment of several hundred Philadelphia retail grocers at being deprived of the right to buy direct, has descended to falsehood in an effort to stem the tide which is flowing away from its goods. In large numbers the following circular has been distributed among Philadelphia consumers:—

> Be sure you get what you ask for—
> KELLOGG'S TOASTED
> CORN FLAKES
> are being boycotted by some certain retail grocers and taken off the shelves and put out of sight. You

ask why? the answer, more profit in substitutes. Your grocer can get them for you if you insist, if he refuses telephone or write to our local representative (E. W. Murphy, 401 Mariner and Merchant Building, Main 69 on the Keystone; Lombard 212 on the Bell) giving your name and address and also your grocers' and we will see that you are supplied with Kellogg's.

TOASTED CORN FLAKE CO.
Battle Creek, Michigan.

The statement contained in this circular that grocers are refusing to sell Kellogg's Toasted Corn Flakes because they can make more profit on substitutes is a falsehood, and was known to be a falsehood when circulated. The Kellogg people know perfectly well that the grocers are fighting them because they have been robbed of a right which belongs to them by every dictate of justice and logic.

When a party to a controversy begins to lie he always shows the weakness of his case and the depth of his extremity.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

A Study in Moral Cowardice

This is a study in moral cowardice, referred for such effect as it may have to all men everywhere who believe in disbursing the square deal.

In another column is reported an incident in the local warfare between the organized jobbers and the retail buying exchanges over the latter's right to buy direct from the manufacturer.

One phase of that incident has been saved for more extended treatment here.

One of the concerns which have refused to sell the Philadelphia Retail Grocers' Association further goods direct is the Natural Food Co., manufacturers of Shredded Wheat Biscuit. This concern is represented in Philadelphia by one Andrew Ross, who has naturally been forced to assume rather a prominent part in the discussion of his employer's action.

The first thing that counsel for Mr. Smedley did after the execution of the latter's affidavit that all of Mr. Montgomery's statements were false, was to go to Mr. Ross and lay both the Stout and Smedley affidavits before him.

He read them carefully, and the following dialogue then ensued:

Mr. Buckley—Are the statements contained in Mr. Smedley's affidavit true, Mr. Ross?

Mr. Ross—Absolutely, so far as I am concerned. I never even suspected the Retail Grocers' Association of giving rebates on Shredded Wheat Biscuit; in fact, I am convinced that they did not. I never asked Mr. Smedley to make any affidavit, and he never made any. Furthermore, so far as my knowledge goes, the Association was not cut off for any such reason.

The truth thus being established Mr. Ross was asked to sign the following typewritten statement:—

To Whom It May Concern:—

I have read the statements alleged to have been made by one George Montgomery and contained in an affidavit made by Oliver Stout, Jr., on February 17, 1908. I have not, as representative of the Natural Food Company, at any time accused the Philadelphia Retail Grocers' Association of giving rebates on Shredded Wheat Biscuit, and have not at any time requested William Smedley, Secretary, or any other representative of the said Association, to make an affidavit that such rebate had not been given. To the best of my knowledge and belief the Natural Food Company declined to accept further direct orders from the Association for an entirely different reason.

This, it will be noted, follows almost verbatim the language Mr. Ross used in corroborating the Smedley affidavit. Mr. Buckley was therefore greatly surprised when Mr. Ross showed reluctance to sign it. The conversation that ensued is reported in practically the exact words in which it occurred:—

Mr. Ross—I can't sign this until I investigate the thing. I think Mr. Stout is all mixed up in his facts. I'll have to see Mr. Montgomery.

Mr. Buckley—But what effect can your investigation have upon this statement? Even if you found the Stout affidavit to be a tissue of lies, it wouldn't make the statement you are asked to sign any the less true. You have already said these things are true, what possible reason can exist for not signing them?

Mr. Ross—Well, I don't want to get in it.

Mr. Buckley—You are in it, and this will not get you in any further.

Why They Couldn't Get It Again



There is as much difference in bacon as there is in human character.

You've sold bacon that your customers went wild over. They asked for it again, but you couldn't give it to them because you had bought more in the meantime and it wasn't the same.

Sell **Star Sliced Bacon** and your customers will ask for it again, too, and this time you *can* give it to them, for **Star Bacon** never varies.

Always tender, young, delicious.

No waste in package goods.

ARMOUR AND COMPANY

Your Store Should Be Brighter Than Day

Your store ought to be lighter at night than in the day because at night the light is all inside, in daytime it is all outside.

Is it?

A store that at night is only "as light as day" would probably show up rather darkly. Stores that are brilliant and cheery are literally brighter than day.

A few electric lights properly disposed, will make your store inviting and attractive—the lack of them will make a cold and gloomy place that repels everybody.

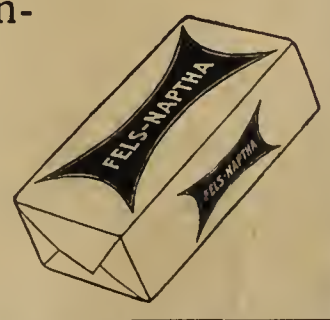
Take it up with us.

THE PHILADELPHIA ELECTRIC CO.
TENTH AND CHESTNUT STREETS

Friend Dealer:

If you know any woman who is so senseless as to spend hours over a steaming washtub, just *tell* her to quit. She will thank you for the helpful news, that **Fels-Naptha** soap means a half day's work, needs no hot water and little rubbing.

The woman's interest is your interest!



How can you refuse to do such a simple act of fairness?

And then came out the real reason:—

Mr. Ross—Smedley is fighting us. Why should I do this for him?

Mr. Buckley—I don't ask you to do it for him or for me. Do it for yourself; to satisfy your own conscience and to give Smedley a square deal.

Mr. Ross—I don't see any question of square deal about it.

Mr. Buckley—You don't? Mr. Smedley's integrity has been attacked through the statements made by Mr. Montgomery. He is endeavoring to vindicate himself. You can help him by simply writing the truth. I can't show your verbal statement, but I *can* show one in writing, and in a matter of this kind five written lines are ten times as strong as the verbal report of a dozen conversations. To let any personal or busines antagonism come into the matter at all is too small to be worthy of you!

Mr. Ross—But what is its purpose?

Mr. Buckley—If you'll pardon me, its purpose is not for you to consider; that's for Mr. Smedley. The only thing you can fairly ask yourself is, is this statement which you are asked to sign true? If it is, and you have already said it was, then I submit that there can be no honest, manly reason for refusing to sign it.

Mr. Ross (very uneasily))I feel as if I should like to investigate the matter first.

Mr. Buckley—Investigate what? There's nothing to investigate so far as you are concerned. The only thing I ask you to sign is a statement that you instantly admitted was true.

Mr. Ross (apologetically)—But the truth often looks harsh without explanation.

Mr. Buckley—This, however, is not susceptible of any explanation. Either it is true or false. You have already said it was true. Where's any room for explanation?

By this time Mr. Ross was laboring visibly in the trough of extreme embarrassment. He is a shrewd man and he knew that he had no logic to support him; that the minute he admitted the truth of the statement he was asked to sign, all decent reason for not signing it disappeared. In short, he realized perfectly that he was doing a mean thing in denying to Mr. Smedley his share of a square deal, and to do him justice he was not comfortable.

His parting statement was "now, remember I don't refuse to sign it; I only say I won't sign it to-day." He was at once asked to name a time when he would say finally yes or no, and he did name the next afternoon, inquiring carefully if Mr. Buckley would be in his office at that time. The time arrived, but not so any message from the valorous Ross.

So that the vindication which has been obtained for Mr. Smedley was secured without any aid from Mr. Ross; in fact it was secured against his opposition so far as he could make opposition.

All of which seems to show that while shredded wheat biscuit may nourish the body, association with it does not necessarily nourish the higher qualities of straightforward manhood.

E. J. B.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Pepper.

Pepper is a general term used for various hot, pungent and aromatic pods, berries, fruits or seeds, obtained from plants of the genus Piper.

In the Middle Ages all imported aromatic spices were designated "pepper," and in many cases used as money in the payment of tolls, etc., hence the custom of pepper-corn rentals.

The natural family of these piperaceæ is, however, limited to four plants only, of which Piper nigrum (black pepper), Piper longum, more recently named Chavica Roxburghii (long pepper, although this latter has really no connection with pepper), are the

only kinds employed for ordinary dietetic and culinary purposes. The others, Piper cubeba and Artanthe elongata, are chiefly confined to medicines, while C. fastigiatum (cayenne or capsicums), although often called peppers, are really not from pepper plants at all. The nomenclature as to pepper is, in fact, often at fault, and very little is known of the chemistry of pepperworts. On distillation with water, however, they all yield a volatile and colorless oil, very similar to the oils of turpentine, lemon and orange, but with taste and smell of pepper. Black and white, although different in commerce, are both produced from one and the same plant and are just the same growth. The outer skin of the corn being removed by decortication changes the darker into the whiter article.

Want of space forbids any lengthy advertency here to the numerous commercial varieties, but more detailed information regarding the various products passing under the name of pepper will be found under the following headings:—

Black Pepper, White Pepper, Long Pepper, Penang Pepper, Nepaul Pepper, Jamaica Pepper, Capsicums and Chillies, Cardamoms or Elatchee, Cubebs or Bennin Pepper, Grains of Paradise (Guinea Grains) or Malagueta Pepper, Pimento or Allspice.

They are all stimulants of digestion, but in large doses are apt to provoke internal inflammation.

—

Pickled Limes.

These are mostly imported from Brazil in small kegs of about 7 pounds' weight, and consist of the small-fruited sweet lime.

They are about one-third the size of the common lemon, and of a yellowish-green color when ripe, but in order to preserve the pleasant aroma of the rind they are often preserved while quite green.

—

Pickling Spice.

Retailers may either buy this ready mixed or prepare it for themselves. The following are a few ordinary mixings:—

1. One and a half pounds mustard seed, 2½ pounds black pepper-corns, 1½ pounds white pepper-corns, 2 pounds cayenne pods, 2½ pounds pimento, 1½ pounds long pepper, 2 pounds Jamaica ginger, ½ pound small mace. Total, 14 pounds.

2. Two and a half pounds mustard seed, 2 pounds cayenne pods, 2½ pounds common black pepper-corns, 1½ pounds white pepper-corns, 1 pound long pepper, 3 pounds pimento, 1½ pounds Jamaica ginger (No. 2). Total, 14 pounds.

3. One and a half pounds cayenne pods, 2¼ pounds black pepper-corns (No. 2), ½ pound white pepper-corns (No. 2), 4 pounds pimento, 1 pound long pepper, 3 pounds mustard seed, 1½ pounds Jamaica ginger, ¼ pound broken mace. Total, 14 pounds.

4. Two pounds cayenne pods, 2½ pounds black pepper-corns, 1 pound white pepper-corns, 1 pound long pepper, 3½ pounds pimento, 2 pounds mustard seed, 1½ pounds Jamaica ginger, ½ pound broken mace.

—

Ceylon Tea.

The astonishing increase in the importations into North America of Ceylon tea has been the marvel of contemporary trade—from 155,000 pounds in 1890 to something over 24,000,000 pounds in 1907.

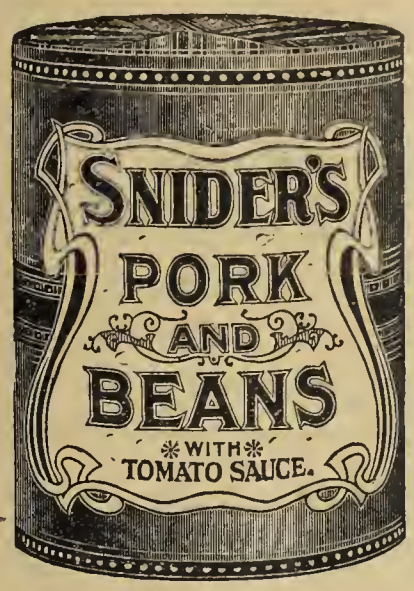
The official figures show that there have been comparatively trifling variations in the imports of all teas in that period, except for the Spanish war year, when they fell to about 25 per cent. below, and that in which the duty was taken off tea, when they rose to about 11 per cent. above the normal.

Ceylon has won, of course, upon its merits; but not wholly. The enterprising and enlightened methods employed by the planters, in introducing their product into various countries, have had much to do with the winning of the tea drinkers' favor everywhere. For example, not content, as have been the growers of other teas, to let American consumers discover its merits for themselves; and still less to leave its middlemen to essay, unguided and unaided, the marketing of their comparatively unknown product, they early sent a commissioner to this country to watch over the stranger's fortunes, and to study the tastes and needs of consumers in the different sections, that the handlers might proceed along the lines of least resistance, and not waste effort in the attempt to force upon a locale a variety, or blend, suited neither to its climate and water, nor to the habits (which are the result of environment) or palates of its people.

The merchant will naturally prefer to handle the goods that the producers do not seem to lose interest in when they have passed into his hands; and the tea drinker will buy with confidence a tea which he had been taught to believe is offered him as a result of exhaustive knowledge of both his needs and his tastes.

The efficient work of Mr. Walter Courtney, for the past two years the indefatigable commissioner to this country, and the results of that highly successful work, as shown in the figures of increase in American consumption of this tea, are, in themselves, a vindication of the Ceylon planters' business acumen, and of their judgment in the selection of lieutenants for the execution of their strategic plans of campaign. The commissioner has—so to speak—absolutely pervaded the trade, while seeming to find plenty of time to devote to the education, by tongue and pen, of the consumer.

Words AND Their Meaning



Pork and Beans are simply words, they don't mean anything in particular—except a variety of goods packed under this title of an equal variety of quality and character.

Snider's Pork *and* Beans mean much—this name on a can means that your trade will keep coming to you for more. They are put up with one idea—to be so unusually good that nothing else will take their place. This is the reason that grocers everywhere are not asked for Pork and Beans any more, but **Snider's Pork *and* Beans.** You will get a good understanding of the reason if you will serve a can on your own table.

The T. A. Snider Preserve Co.

Cincinnati, Ohio

TIN CANS

On Page 15

Our Grocers' Fixture Department has the most beautiful line of tin Spice Cabinets you can see anywhere. Every one, regardless of price, has that distinctive beauty which gives tone to any store.

Turn to page 15 of our Catalogue No. 4 (Grocers' Tinware), See our "Persian Spice Cabinet"—ever see anything handsomer?

Note the seven compartments, each holding 15 pounds, with the patented revolving label. This bears the names of eight spices—simply turn the label to the one you need. One particular convenience about this cabinet is that you don't have to dig in the top to get out the goods. Each compartment has a rolling door at the base. Two scoops supplied with each cabinet.

Write for price. Have you sent for Catalogue No. 4 yet?

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES

You're sure to get Honest Goods at Honest Prices when you buy your

HARDWARE

from us.

More than a century's record for honesty and square dealings ought to count for something.

Help to keep us in business for another century.

JAMES M. VANCE & CO.

Hardware Jobbers

211 and 213 Market St., Philadelphia

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,

COSHOCTON, - - - OHIO.

Put in a stock of the

NEW FIVE-POUND PACKAGES

DEPENDABLE

MILLBOURNE

FLOUR

and watch how quickly it goes. And remember always that the quality is better than ever. All jobbers.

MILLBOURNE MILLS

Philadelphia

SHANE BROS. & WILSON Proprietors 308 BOURSE

THE GROCERY MARKETS

Tea.

The tea market is unchanged throughout. The demand shows some improvement, though is not yet equal to normal. Prices ruling show no change whatever from the list of a week ago.

Coffee.

The Rio and Santos coffee market is very soggy and dull. There have been large sales of options during the week, but they are accounted for by speculative switches from March to later months. They have not been in any sense bona fide sales and so do not evidence any improvement in market conditions. The receipts of Brazil coffee at primal points were some time ago about 400,000 bags behind the receipts up to the same period of the 1906 crop, which aggregated 10,000,000 bags. They have increased, however, until they are now ahead of the 1906 receipts. The spot demand for coffee is moderately good, but is wholly hand-to-mouth. The close financial condition and the fear of the enormous reserve stocks held by the syndicate naturally preclude the carrying of large stocks by ordinary buyers. In spite of the dullness, however, the price of the better grades of Santos is steadily advancing. A mild flat bean or Mocha seed coffee costs 1 cent per pound more than on January 1st, entirely because the finer grades of Santos constitute a large percentage of the 8,000,000 bags which the syndicate has taken off the market. Milds are steady and unchanged. The market is fairly strong, but holders are carrying large stocks. Java and Mocha are steady and unchanged.

Sugar.

The market for refined sugar advanced 10 points early in the week. The only reason seems to be a desire on the part of the refiners to boom the market. By letting buyers in at the old price just before the advance they did succeed in selling a large amount of sugar. Raws are quoted a slight fraction higher, but not sufficient to justify the advance in refined. Outside of the demand to escape the advance, sugar is selling only very moderately.

Syrup and Molasses.

There is no development of any kind to report in this market. Glucose is unchanged for the week and so is compound syrup. The demand for the latter is light. Sugar syrup is in moderate demand at unchanged prices. Molasses is unchanged and as to the higher grades firm. The demand is fair.

Fish.

The demand for mackerel during the week has been comparatively light. The market is strong, however. There is a prospect of further advance in Norway 3s and 4s, on account of scarcity. Irish fish are still very scarce and high. Shore fish are moving out very fairly at unchanged prices. Cod, hake and haddock are unchanged and rather quiet. Salmon is steady and unchanged. Domestic sardines are unchanged and not particularly strong. Imported sardines are strong, scarce and high.

Canned Goods.

Tomatoes are unchanged and quiet. On spot the market is now about 80 cents delivered, and the feeling seems to be rather weak. Futures are quiet and unchanged. Corn is unchanged and in light demand. Some holders of spot New York State corn are selling at prices which, though considerably below what they some time ago asked, are still a good fair value. Future corn is only wanted in a small way. Peas are quiet, both spot and future. There would be more demand for future peas were it not that many packers are sold up. Apples are unchanged and steady. Some sales of Maine apples are being made at $2.25 for gallons, which is a decline from prices ruling some time ago. Eastern peaches are unchanged and dull. The small Baltimore line is unchanged and quiet. California canned goods from first hands are dull.

Dried Fruits.

Prunes are unchanged in price, but in fair demand. Some holders express the opinion that prices may improve a little later. Peaches are selling very fairly at the declined prices. Apricots are scarce and dull. Currants are in good demand at unchanged prices. Raisins are still soft and dull. Apples are unchanged and quiet.

Beans and Peas.

Pea beans are quoted at $2.40 to $2.45, both on spot and to come forward. The market has been

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for he right man to take charge of its "Window-Dressing Department" nd contribute a good, suggestive weekly article. We have tried everal, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, robably every one of whom has some technical knowledge of win-ow-dressing. What we want is articles clearly describing window isplays that can be made by the average retailer; not necessarily new r original—in fact, those which have been used successfully are erhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an verage price of $5 each. All matter sent in under this arrangement hould be addressed to the "Window-Dressing Department." If rawings are also sent they should be made throughout in black ink not pencil).

nterfered with by the coming into he market of imported beans, vhich for pea beans range all the vay from $2.10 to $2.20. Mar-rows average $2.25 on spot, with robably 5 cents less to come for-vard. California limas still rule t 5½ cents spot, with a shade ess to come forward. Dried peas f all grades are unchanged and n good demand.

Butter.

The butter market is steady at a decline of 1 cent from a week ago. The decline is due to the lack of demand from all grades. The consumptive demand for the week has not been as good as during the past month, and the future of the market depends wholly on what the consumptive demand will do. The make of fresh butter is light, as is customary for the season, and the stocks in storage are decreasing very fast. The outlook is for no radical change during the week. If there is any change, however, it will probably be downward.

Eggs.

The egg market has advanced about 3 cents during the week, and later declined about the same amount. The price of eggs is very uncertain at this season, owing to the strong influence which the weather has upon the market. The trade is depending entirely upon the receipts of fresh eggs, which are about normal for the season. A few cold days would probably advance the market 2 to 3 cents per dozen, while a warm season would have a declining effect. The market is not likely to become steady until the middle of March. For the time being it is a supply and demand market in a greater degree than at any other season.

Cheese.

The cheese market is about unchanged from a week ago. The country markets have hardened some, and if anything the general situation is a little firmer, but without change in quotations. If there is any change it will probably be a slight advance. Late-made cheese is becoming scarce and buyers are having to pay more for early-made cheese. Storage stocks are decreasing satisfactorily. Skim cheese is scarce and selling well.

Provisions.

The market for smoked meats has been stationary for the week, and the demand has been very light. Both pure and compound lard have declined ¼ cent per pound, with a light demand reported for both. Barrel pork, dried beef, and canned meats are unchanged and in dull trade.

Produce.

York State potatoes, 88 to 90 cents per bushel; Pennsylvania potatoes, 90 to 95 cents per bushel, demand good; sweet potatoes, primes, $1.25 to $1.35 per basket; culls, 50 to 60 cents, scarce and good demand; Ohio globe onions, 75 to 85 cents per bushel; York State, 70 to 75 cents per bushel; Texas, 80 to 90 cents per bushel crate; Spanish, $1.25 to $1.50 per bushel crate, demand good; carrots, 35 to 40 cents per basket, demand fair to good; yellow turnips, 40 cents per basket, 55 to 60 cents per bushel; white, $1.25 to $1.50 per barrel, demand fair; Danish cabbage, $9 to $11 per ton, $2.50 to $3.50 per 100; Savoy, $1 to $1.25 per barrel, demand fair; horseradish, Western, $5 to $5.50 per barrel; domestic, $3 to $4 per barrel, demand fair to good; Pennsylvania celery, 10 to 20 cents per bunch, demand good; parsnips, $1.25 to $1.50 per barrel, demand fair; beets, $1.25 to $1.50 per barrel, demand fair; watercress, $2 to $3 per barrel, demand fair; parsley, $2.50 to $3 per 100 bunches, demand good; oyster plants, $3.50 to $4 per 100, demand good.

Nuts.

Almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed nuts, 11 cents per pound, demand poor; peanuts, choice, green, 4 cents per pound; fancy, 5 cents per pound; jumbo, 6¼ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair.

Green Fruit.

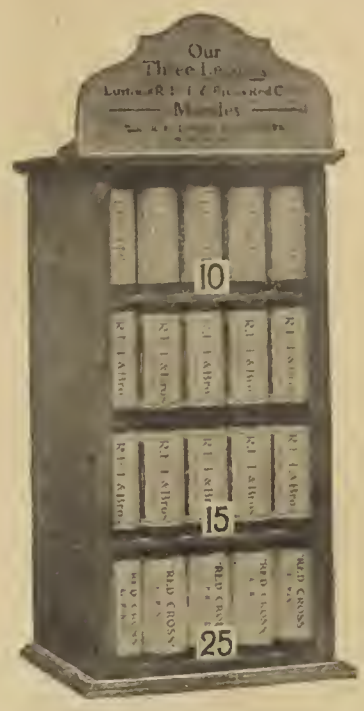
Bananas, jumbo, $1.65 to $2.25 per bunch; firsts, $1.25 to $1.75 per bunch; 8-hands, $1 to $1.25 per bunch; 7-hands, 65 to 85 cents per bunch; 6-hands, 50 to 60 cents per bunch, demand fair for good fruit; apples, Greenings, $3.50 to $4.50; Baldwins, $2.50 to $4; Hulbersons, $3.50 to $4; Spy, $3 to $4; Spitz, $3.50 to $4.50; Kings, $4 to $4.50; Russets, $2.50 to $3, demand fair; California oranges, $2.25 to $2.75 per box; Florida, $1.75 to $2.25 per box; India River, $2.75 to $3.25 per box, demand fair; grapefruit, $2.25 to $6 per box, demand fair; pineapples, $2.75 to $3 per box, demand poor; lemons, $2.50 to $3.25 per box, demand fair.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

The month of February certainly sustained its reputation for being the dullest month of the year in the canned goods market here, the stormy, freezing weather of the last three weeks contributing largely to make it so. The continued buying of tomatoes in carload lots for immediate shipment in spite of the weather shows that many jobbers are in need of that article, though the demand for them is not sufficient to cause any improvement in the market prices. As a matter of fact, the offerings continue to be larger than the demand at the present prices, but the packers seem content to wait



ARE YOU IN THE SWIM?

There are millions and millions of gas mantles used every year. Our brands are among the very best. We furnish you this beautiful mantle cabinet, Free of Charge, to place in your store if you purchase from us one hundred of our mantles, assorted.

The cabinet holds just 100 mantles.

Write at once for prices.

R. E. TONGUE & BROS.

Lamp Chimneys and Gas Mantles

Allegheny Ave., Amber and Collins Sts.
PHILADELPHIA, PA.

Branch—NEWARK, N. J.

Oakdale Pretzels

Are What You Want

¶ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

¶ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

¶ Write for samples and prices.

Oakdale Baking Co.

Oakdale Building

10th & Susquehanna Ave.

Philadelphia, Pa.

until the buyers are ready to take them. Were they carrying the quantity that they usually carry at this time in the season, or if the present selling prices were above the cost of production, the situation would be different, doubtless. No one well posted in the underlying conditions of the general merchandise markets can reasonably expect the canned goods market to advance before next spring, unless a decided scarcity in some articles is developed, as in the case of sweet potatoes, which have steadily advanced from $1 per dozen at the first of the year to $1.25 per dozen now. Future tomatoes apparently are not attractive to the buyers at this time, judging by the small demand for them, but the packers are also content to await the demand for them rather than reduce their prices.

An increased demand for cove oysters this week was the result of the freezing weather, which caused a scarcity of the raw stock and the tendency at this time is toward a higher level of prices. Outside of tomatoes and oysters there is no demand for straight carload lots of any other article, the buying orders being usually for small quantities of assorted goods repeated when necessary, the same character of buying as prevailed during the previous month, and the market is in buyers' favor.

At the Cincinnati convention the committees of the National Wholesale Grocers' and National Canners' Associations could not agree upon a uniform contract for the sale of "futures." The jobbers expressed their decided preference for a 100 per cent. delivery contract without any ifs, ands or buts about it, such as is given by the Baltimore canners. All of our contracts for futures call for the full delivery of the quantity sold, and not one of them has ever been the subject or cause of a dispute between the buyer and the seller since the selling of futures was first started.

THOS. J. MEEHAN & CO.
Baltimore, Md.

—

No. 2.

This week one year ago we reported that 75 per cent. of the future business had been booked for 1907 pack. At this writing it is questionable whether 10 per cent. of the futures of 1908 have been sold, that is, taking for granted that there will be as large a sale of futures as the year previous. Of course, with the future market one year ago 7½ cents less than the spot market at the same time, there may be reason to conclude that the sale of futures will not be so heavy this year. At the same time, while those who trade in futures in the past have had their "experience," nevertheless, notwithstanding all this, there will in all probability be a number of future transactions this year for No. 3 standard tomatoes under packers' label, 1908 packing, at 80 cents, seems to be as the likely settling price, and when the cost of packing is compared with 1907 there is little argument warranting a shading of this figure, consequently the seller and buyer who wishes to trade will, in all probability, accept 80 cents as the meeting ground and the next two weeks will, it is probable, produce a volume of transactions on this basis, which will be more than satisfactory to those interested. It would be wise for those who purchase below this figure to consider well the responsibility of the seller before they attach too much confidence to delivery during packing season, providing the tomato market should at that time do the unexpected thing, as it is accustomed to do, much to the chagrin of those who are on the wrong side of the fence.

Spot corn continues in fairly good request, especially for the shoepeg variety, which is held in exceedingly light supply owing to the light pack of 1907 and the continued popularity of this favored commodity in large consuming centres partial to this particular kind. Southern packed Maine style continues quiet and unchanged from last advices.

Future corn continues to sell, especially for the shoepeg variety and brands of favor and note which buyers are accustomed to handle in their respective markets. A liberal placing of orders of this kind has continued in evidence this week, and some of the largest packers are reporting their position as sold up or nearly so as far as these brands are concerned. But little interest has been shown in future Southern packed Maine style, and both packer and jobber continue to seem at sea as to the future trend of this article.

STRASBAUGH, SILVER & CO.
Aberdeen, Md.

—

Spices.

The full list has been in good demand throughout the week. Considerable activity has been noted in China cassia, nutmegs and gingers.

Pepper has been steady and in good demand. Foreign markets are unquestionably firmer on all grades. With light stocks and small arrivals, we look to see spot prices advance, and in our opinion purchases made now will prove to buyers' advantage.

Cloves rather quiet, but unchanged. As stated in a recent letter, it is hard to predict the future of this spice.

Pimento (Allspice).—Good quality is very firm. Some poor grades have been offered at a slightly lower price, but the quality is hardly satisfactory for jobbing.

Cayennes firmer and in better demand, although prices are practically unchanged.

Nutmegs are fairly active at much higher quotations. Grinding goods and small sizes appear scarce.

Cassias.—Canton China rolls are practically out of stock. Market value is therefore firm. Other grades run changed.

Ginger steady. New-crop Jamaica goods have advanced. Foreign markets are much higher than here.

Seeds.—Caraway is active at high price. Poppy, coriander and celery are unchanged during the week.

Sage and sweet herbs unchanged and in fair demand.

McCORMICK & CO.
Baltimore, Md.

—

Imported Fish Products.

Holland herrings are in very good supply, selling slowly and prices very much in buyers' favor.

Scotch herring dull and prices lower. Large fulls are selling fairly well and stocks have been somewhat reduced.

Irish herrings are in good demand and in short supply.

Iceland fat herrings, which are of exceptionally fine quality this season, are selling very freely, owing to their very low price.

Irish mackerel are scarce and in fair demand.

Norway mackerel are in very much better demand and stocks have been gradually reduced. Prices are firmer and are likely to go higher as Lent approaches.

Imported Oil Sardines.—There is no change in the situation. There are no French sardines in the market, except a few boneless ½s and ¼s; and Portuguese sardines, of which a few shipments have arrived, are in very good demand and selling readily at slightly higher prices.

Sprats.—Unfortunately the catch continues to be a failure, and unless there is a change for the better very soon, we are absolutely sure to have a shortage of sprats this season.

Norway smoked sardines continue in steady and good demand.

Stockfish selling quite freely at unchanged prices.

Olive oil very strong and in good demand.

STROHMEYER & ARPE CO.
New York, N. Y.

—

Forbes Coupon Books are made of good material, are substantially bound and well perforated. The accuracy of every book is guaranteed. Three different people count the coupons in every book before order is shipped.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

$20.00 *A DAY TO SALESMEN SURE.* No bonds. Best side line. Samples in coat pocket. For general and Dry Goods Stores. Live salesmen act quickly. Give past and present lines handled. Dept. B

Boston Piano and Music Co.
Willard F. Main, Mgr. Iowa City, Iowa

LOOK FOR THE

GLOBE

On Hams, Bacon, Lard and Sausage; if you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C. SHAFER CO.
516-18-20 Lexington St., Baltimore, Md.

Fresh Cod Steak



This is one of the finest codfish products ever packed —**Talisman Cod Steak**

Not cured but fresh. Packed in Newfoundland. Cooked and ready to eat cold, when the tin is opened, or can be served hot.

Packed full weight, one pound tins, no bones or skin —clean, tender, delicious.

Nearest Swift branch or us direct. You can sell this.

SWIFT & COMPANY
Gloucester, Mass.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Island Heights, N. J., Feb. 15, 1908.
Editor Science of Advertising.

Dear Sir:—We have been much interested in your column of the "Grocery World," and have gained a great deal from your criticisms. We issue once a month a sheet the size of the one herein inclosed and at this time of the year find that it assists us in preparing our stock for the busier season. We have derived more benefit from one worded in the manner of this sheet than any other form we have used and will be glad to read your opinion.

Yours truly,
STANWOOD BROS,

Messrs. Stanwood Bros. inclosed two copies of a circular measuring 7½ x 11 inches. The paper used is rather poor; I should improve that. A few cents per thousand would do it. Here is the reduced reproduction:—

STANWOOD BROS.
..February Bargain Sheet..

The month when every one likes to get as much as is possible for the dollar. Every year we get in some specials for this month and offer to you at bargain prices because we know that you appreciate it. At the reduced prices named in this sheet the goods are sold for Cash at time of purchase or on delivery

VanCAMP MILK regular 10c **8c**

EVAP. APPLES regular 15c **12c**

EVAP. PEACHES regular 22c **17c**

CANNED CORN regular 10c **7c**

CANNED TOMATOES regular 10c **8c**

VANILLA or LEMON EXTRACT; regular 10c **7c**

SALT PORK best we ever had **11c** lb.

BUTCHERS LARD regular 14c **12c**

MACARONI regular 10c **8c**

POTATOES regular 50c basket **45c**

PEANUT BUTTER regular 10c **7c**

GLAUBER SALTS for horses; regular 10c **3c**

HOODS SARSAPARILLA regular $1.00 **73c**

MIXED NUTS regular 20c **12c**

SHOES
BARGAINS FOR EVERYBODY

MENS HIGH CUT BLUCHERS regular $3.50 **2.75**

MENS STANDARD WORK SHOES regular $1.75 **1.48**

LADIES FINE QUALITY SHOES at other places, $2.25 **1.50**

R. & G. CORSETS regular $1.00 **92c**

NEW STOCK LADIES MUSLIN NIGHT DRESSES AND UNDERWEAR.

CLOSING OUT WINTER STOCK OF UNDERWEAR AT COST.

FROSTILLA to keep your hands soft. Cures chapped hands, regular 25c **22c**

COLGATE'S TALCUM POWDER regular 25c **14c**

WHITE PINE SYRUP WILL CURE THE MOST STUBBORN COUGH. **10c** and **25c** sizes

SWEET, ORR & CO. TROUSERS, a few pairs extra large size; regular $2.00 **1.50**

NEW STOCK INFANTS SHOES, LACE and BUTTON.

Orders for Sea Side Park will be delivered to the Island Heights station.

FORCE regular 15c **11c**

ZEST regular 10c **7c**

TOASTED CORN FLAKES regular 10c **7c**

GUSTO regular 10c **7c**

QUA. WHEAT BERRIES regular 10c **8c**

KORN KINKS regular 5c **3c**

KETCHUP regular 10c **8c**

LOOSE SWEET PICKLES regular 6c **5c**

ORANGES regular 25c **20c**

CHINA NEST EGGS regular 3c **2c**

HEAD LIGHT OIL regular 12c **11c**

Prices named on this sheet are for the month of February only.

Send your orders to us and we will deliver the goods.

STANWOOD BROS., ISLAND HEIGHTS

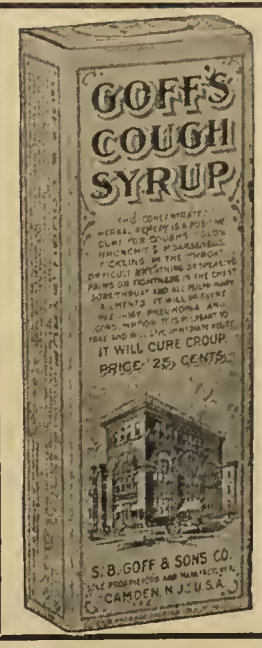
I note these correspondents' statement that they have gotten better results out of a circular worded this way than out of any other form they have used. I wish I could know what forms they have used, because this form might be better than any of the others and still not be the best possible form. Those who read this department know pretty well by this time that the form of advertising is not my favorite by any means. For simple price-list advertising, however, nothing can be better, because it shows the regular and the cut price and so makes the reduction clear and attractive. That is probably the reason why Stanwood Brothers have gotten results from this form of advertising—they have made their sales on price and not on the identity or quality of the article. Incidentally, that's a very dangerous thing to do, because it binds a man to always sell at cut prices.

* * *

I want to rub that in a little. What Stanwood Brothers ought to think of is not so much the getting of temporary results, though I admit they are highly desirable as far as they go. They ought to think first of making their advertising build up and increase their business *permanently*. When they put forward the price as their chief attraction, as in this circular, what are they doing? They are teaching their customers to think first of price; to look always for a low price bait. I don't believe this is healthy for any business. If you have never educated your trade to consider anything else but price, all your advertising capital at once disappears the minute you begin to sell at regular values. On the other hand, if you have pushed quality *and* price, the price at once becomes secondary to quality, and so long as you've got quality you've always got something to talk on. I advise the Stanwoods to think this over; it goes to the very root of success in the advertising business.

* * *

I can't but think this advertising is much too laconic to get the best possible results. For example, they advertise "Ketchup, regular 10-cent, 8 cents." Not even the brand is named. Even if nothing more than "White Pine Syrup will cure the most stubborn cough" is used it is something which pushes in the advertisement. "Ketchup 8 cents" is almost worthless as an advertisement. Hardly anybody buys simply "ketchup"; they want a given brand.



EXCLUSIVE AGENCY
to the right grocer in towns where
Goff's Cough Syrup
is not sold.
Write for special proposition.
S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872

E-C Corn Flakes and Egg-O-See

ARE GUARANTEED and comply with the Pure Food Law of Pennsylvania, as well as the National Pure Food Law.

E=C CORN FLAKES

is prepared by the famous EGG-O-SEE PROCESS, which brings out the wholesome, natural flavor of the grain.

No Artificial Flavoring of Any Kind is Used

Egg=O=See Cereal Co.

QUINCY CHICAGO BUFFALO

To the Trade:

ARE YOU STOCKING

CEYLON TEA?

IF NOT, WHY NOT?

Are you not aware of the fact that it is

Rapidly Displacing Other Teas Here, as Abroad?

CONSULT THESE FIGURES:

IMPORTATIONS OF CEYLON TEA INTO NORTH AMERICA.

1902 ..... 14,572,747 lbs.
1906 ..... 22,769,876 lbs.
1907 (Est.) OVER 24 MILLIONS OF POUNDS.

CAUSES OF WONDERFUL GROWTH IN FAVOR:

Superior Flavor.
Superior Stimulating Powers.

YOUR CUSTOMER COULD AFFORD TO BUY OF YOU A CEYLON TEA OF TWICE AS HIGH A GRADE AS ANY OTHER; THE COST PER CUP WOULD BE NO MORE BECAUSE CEYLON WILL MAKE TWO TO ANY OTHER'S ONE. BESIDES SHREWD MERCHANTS HAVE OBSERVED THAT CEYLON BOOSTS ALL THEIR TRADE; CONSUMERS TAKE ITS EXCELLENCE AS AN EARNEST OF ALL THEIR GOODS.

Pennsylvania Food Department's Impressions of Breakfast Foods

Chief State Chemist Frear Tells What He Found to Criticize in Examining Nearly One Hundred Samples of Cereals. Finds Many Manufacturers' Claims Exaggerated. Rolled Oats Seem to Stand Best.

The most exhaustive report of Dr. William Frear, chief Pennsylvania State chemist, upon the purity and general character of a large number of breakfast foods examined recently has been printed in pamphlet form by the Pennsylvania Dairy and Food Department. A copy has been sent to the "Grocery World," and a perusal of the comprehensive work reveals some interesting reflections upon the methods of the largest cereal manufacturers in the country. Dr. Frear sums up his conclusions as follows:—

> The results of this investigation show clearly that the materials used in preparing the cereal breakfast foods are wholesome grains or some of their more valuable products, and that the addition of bran, corn cob, corn stalk, etc., sometimes said to be used as adulterants, is purely imaginary.
>
> Furthermore, the samples exhibited a good condition of dryness, but many were wormy when received.
>
> In general, they exhibited no evidence of the use of bleaching agents, except in the case of a few pancake flours.
>
> The test for tonic materials, such as strychnine, and also for morphine, were negative.
>
> On the other hand, the net weights contained in the packages were most variable.
>
> The representations concerning the chemical composition and nutritive value of the preparations were often very highly misleading, and sometimes utterly reckless.
>
> The cost of these foods was low if they are regarded as confections to please the taste, but very high if they be treated as substitutes for the ordinary domestic cereal products.

According to the report, the State chemist found a large number of fresh cereal samples which had been ravaged by insects. Here is what he says on that point:—

> Freedom from insect invasion and destruction is an important condition for merchantable breakfast food. Many of the samples, when opened for examination, were found to be infested, and many of them exhibited evidences of very extensive destruction. This was true, however, not only of packages that were manifestly shelf-worn, but of many that were fresh in external appearance. In view of the fact that these samples had been shipped in the same case with many other samples and had necessarily been stored for a time in the same lock-closets prior to examination, and also to the well-known fact that the insects causing such destruction are able to pass rapidly from package to package and equally well work their destructive effects, it has seemed fairest not to make a specific report with respect to the particular samples found infested, lest injustice be done to dealers and manufacturers whose goods were sound when sold to the agents.

The State chemist gives rolled oats a rather good send-off in his report. He says:—

> The results from the examination of rolled oats show in brief that the samples do not contain excessive moisture and that they possess nutritive value fully equal to that of average oat kernels. In common with other breakfast foods they were examined to determine whether or not they had been bleached by the use of sulphurous acid. This examination showed no trace of this bleaching agent.
>
> The weights of the package show a very general departure from the ordinary units of one pound, two pounds, etc., but no instance of false labeling as to package weight was found among the oat products.

Grave charges of exaggerated claims are made against several wheat products:—

> The claims on the labels of some packages of wheat products call for comment: No. 3,687, Pettijohn's Breakfast Food: The label says, "It is particularly adapted for children and persons of sedentary habits * * * Each grain of wheat is freed from the indigestible outer covering." The first statement is doubtless based upon the fact that foods made from entire wheat are more laxative than those prepared from the inner portions of the endosperm. It should not be understood that such preparations as No. 3,787 are medicinal.
>
> No. 2,657, Cream of Wheat: The label says, "Cream of Wheat * * * contains a very large percentage of gluten." The analysis of other farinas show the lack of foundation for this vague statement.
>
> No. 2,673, Pillsbury's Best Cereal: This is misbranded, in that the label on the package claims for the preparation a content of 17 per cent. albumen and salts, whereas only 11.43 per cent. of protein and ash is present.
>
> No. 2,689, Pillsbury's Vitos Wheat Food: Misbranded in that the label claims 16.64 per cent. of proteids and 3.62 per cent. of fat, whereas only 12.69 and 0.98 per cent. respectively were found.
>
> No. 3,718, Parched Farinose: Side label reads, "Rich in gluten, germ, nitrates, fat and phosphates." The term "nitrates" is doubtless used here in an obsolete sense referring to all nitrogenous compounds. If nitrates were present in large amount, they would be undesirable constituents. The phosphoric acid content was 0.365 per cent., about the same as in many other germ-containing wheat products.



On Top

"Malta-Vita" has always been the "top notcher" Wheat Flake.

"Malta-Vita" Corn Flakes have just been pronounced by experts the "top notcher" Corn Flake—and they ought to know.

An Easy Seller!

It's the biggest 10c p'k'ge on the market—36 p'k'g's to a case—you can sell it on the reputation that "Malta-Vita" has always had.

Free Deal

Until April 15th order all corn—all wheat—or assorted as desired and get

1 case free with 7

With 7	cases	1	case	free,	equivalent	to	$2.36	net	per	case	
" 5¼	"	¾	"	"	"	"	2.36	"	"	"	
" 3½	"	½	"	"	"	"	2.45	"	"	"	
" 1¾	"	¼	"	"	"	"	2.45	"	"	"	
" ⅞	"	⅛	"	"	"	"	2.45	"	"	"	

Regular prices $2.85 per case—$2.75 in 5 case lots.

Order thro' your Jobber.

Malta-Vita Pure Food Co.,

Battle Creek, Mich,

No. 3,725, F. S. Wheat Farina: The label claims the presence of "nitrates" like that of No. 3,718. The same comment applies.

No. 3,727, Wheat Farina, is a trifle under the declared weight. In general, the farinas are cracked wheat endosperm, more or less freed from bran coats, free from fine flour, and containing more or less of the germ. Some are cooked or parched, others are sold raw.

The remaining wheat preparations are, with a few exceptions, flaked and cooked, with or without added sauces or flavoring materials. Their analysis show them to be made from whole wheat or some of its products.

The following comments are made for the individual cases whose labels appear to require it:—

No. 2,688, Mapl-Flake: Claims treatment with a blend of cane and maple syrups. The truth of this claim is not readily determined by analysis. Some cane-sugar is present, however introduced.

No. 3,688, Holland Rusk: The label states in large letters, "Made in Holland," under a device representing a Dutch windmill; though in small type, it is made known that Holland, Mich., is meant. The label is misleading and the goods are reported as "misbranded," under Section 6, paragraph 4, of the Act of June 1, 1907. (See also United States Regulation 17, (c), (g), (h) and 19, (b).)

No. 3,706, Dr. Price's Wheat Flake Celery Food: The label says, "One package contains as much food value (nourishment) as three loaves of bread * * * It is a natural food product, as the whole wheat kernel is used * * * It's the only cereal food, when eaten daily, that helps to regulate the bowels * * * All indigestible matter removed."

The flavor of celery is not at all pronounced. Home-made bread contains on the average 35 per cent. of water; the net dry mattter in the package of this wheat flake preparation is 11.72 ounces; the digestibility and nutrient composition of bread is no whit inferior to that of wheat flake preparations; hence, the total weight of bread corresponding to the dry matter in this flake food would not exceed 16 ounces, which if divided between three loaves would, if the label statement were true make each loaf weigh only a trifle over 5 ounces. The usual market loaf sold for 7 cents weighs 18 to 24 ounces, those sold for 5 cents weigh 12 to 15 ounces. The statement "All digestible matter removed," is untrue and misleading. Bran and hairs are present, and the amount of fibre is up to the average for flaked wheat preparations. The statement respecting its being "the only cereal food that helps to regulate the bowels," is likewise untrue and misleading.

No. 3,719 will be discussed in connection with the so-called "malted" foods.

No. 3,735, Hardyfood: The label states, "Hardyfood is brain, nerve and muscle food. It enriches and purifies the blood, assists digestion and builds up the entire system * * * Hardyfood is made from the choicest selected grains and cereals * * * All those portions of the grains and cereals which tend to produce harmful results are removed, and only the nerve, brain, bone, and muscle food retained. It is the only food from which the excess of starch and glucose has been removed, making it especially beneficial for those with impaired digestion. One box of Hardyfood contains more nutrition than five pounds of the best beef."

The fourth sentence of the quotation is very general, but implies that all the bran has been removed. That this is not the case is proven by the microscopic examination, which shows outer bran coat tissue, and, by the chemical analysis which shows as much fibre present as the average flaked wheat product contains. The fifth sentence also is very general, and misleading. Starch is present in abundance, as the iodine reaction shows, and the analytical data indicate that it contains more starch and related bodies than the average flaked wheat preparation. The sixth sentence is equivalent, since the package of this food contained twelve ounces, to a declaration that one pound of Hardyfood contains more nutrition than six and two thirds pounds of the best beef. Medium fat round steak has 92.8 parts of edible substance composed of water, 60.7 per cent; protein, 19 per cent; fat, 12.8 per cent; ash, 1 per cent. It has a fuel value of 895 heat units (calorics) per pound.

Moreover, the meat is more highly digestible than the average flaked wheat preparation. Further comment is probably unnecessary to emphasize the recklessness of the manufacturer in his advertised claims, whether they be judged on the basis of the composition, the digestibility, or the available energy content of the two foods.

No. 3,736, Orange Meat: The label says, "Every particle is absolutely digestible." The percentage of fibre shows that even boiling acid and alkali will not digest all of this food. In fact, both the analysis and the microscopic examination show the presence of bran. The main label is misleading further in that it bears a legend as follows:—

SAME
MADE IN CANADA.

thus implying a foreign origin, an implication which the use of the word in small type does not correct except after careful examination. (See United States Regulation 17, (h).)

No. 3,743, Granose Flakes: Have been deprived of the outer bran coating, but otherwise represent entire wheat. The labels says, "Granose is a perfect diet in cases of inactivity of the bowels * * * and will not irritate the sensitive organs of digestion." Graham flour preparations, containing both bran coats, do irritate some delicate digestive systems. It is not certain that the inner bran coats are actually free from all irritant quality.

No. 3,746, Most: A roasted wheat flour preparation, with some wheat hairs, indicating the use of other than the highest grade flour in the preparation.

As to malted and predigested foods, Dr. Frear has the following to say:—

No. 2,654, Force: The label says, "Prepared by a process of careful malting and heating * * * Force is food with the indigestible parts left out * * * With Force the work of digestion is half done." In my own work, Force was not included among the samples analyzed to determine the water-soluble extract; but McGill (Bulletin No. 84, Inland Revenue Department, Canada) found 29.60 per cent., of which 7.0 per cent. was reducing sugar, which shows that the converting action upon the starch has progressed to an advanced stage. The statement that the indigestible matters have been left out is, however, not true. The sample contains wheat bran particles, being made from the entire wheat. In fact, the results of digestive experiments with Force (Cf. Word, Maine Station, Bulletin 118) show that its organic matter is about as digestible as that of rolled wheat, though its protein is 9 per cent. less digestible; that is, the action of the heat used in cooking these flaked products acts unfavorably upon the protein, while it makes the carbohydrates more soluble in water. What is true of Force, is true also of the other similar preparations tried. It is fair to remember that the adjective "digestible" is used in two senses, one relating to the degree to which a substance can be digested, the other referring to the ease or comfort during digestion.

No. 2,669, Grape-Nuts: The following extracts are taken from the label: "A food for brain and nerve centres * * * In the processes the starch of the grains is largely transformed into grape sugar * * * The human system will absorb a greater amount of nourishment from Grape-Nuts than from a like amount of any other known food * * * Dextrose and grape sugar, made by special treatment of entire wheat and barley * * * Brain workers are driven into dyspepsia, nervous prostration and various diseases because of the lack of the kind of food demanded by nature, from which to rebuild the daily loss occasioned by brain and nervous work. Grape-nuts furnish, in a condensed form, these necessary food elements."

The foregoing analyses show, however, that while Grape-Nuts contain much dextrin, the starch has not been largely converted to grape-sugar. If total energy supplied, or total digestible matter be considered, cane-sugar is superior to Grape-Nuts as their source, and supplies them more cheaply. As for the other claims, it does seem to be established that cane-sugar and probably dextrose quickly renew the vigor of tired muscles; it is not demonstrated that dextrin has like power. Dried fruits are richer in sugar than are Grape-Nuts.

Concerning Grape-Nuts and Force, certain correspondents have urged the suspicion that they contain morphine and strychnine respectively. We tested carefully for these alkaloids and found none. Merrill (Maine Station) tested them for arsenic and likewise failed to discover any by most delicate tests.

No. 3,696, X-Cel-O Malted Wheat Food: The label says, "One pound X-Cel-O equals five pounds animal food." This fiction has been discussed in relation to No. 3,735.

New Brunswick, N. J., *February 29, 1908.*

THE MODEL CASH GROCERY STORE.

Gentlemen:—In reply to your inquiry of recent date, we enclose a few sample slices of sandwich dried beef, sliced in the highest style of the art, sliced on Johnson's patented "EVERSHARP." These slices, thin as paper, smooth as glass, soft, moist and delicious, were cut the full size of a six-pound knuckle. The whole knuckle was sliced to perfection in six minutes.

I also enclose, in separate wrapper, some very small, very thin slices cut from the meat that covers the knuckle bone. Please notice that the little nub end of gristle and skin remaining unsliced weighs less than a quarter ounce, every particle of edible meat sliced up in thin, bright, salable slices. Of course we never sell any one a quarter pound of these little slices; but every half or quarter pound we weigh up gets alike its equal share of little and broad slices.

Please note the saving in time—as much work done in six minutes as the best circular-knife machines can do in twenty minutes, and then the quality of our work—slices thinner, smoother and more perfect than any other machine can possibly produce. So moist, so soft, so juicy, so broad, so transparently thin they cause enthusiastic comment wherever introduced, resulting in a large increase of very profitable trade.

We sell our machines for forty-six dollars on small monthly instalments, and every machine can be depended on to more than earn its own cost. If you prefer to pay cash we allow you a liberal discount. Hoping to receive your order.

Respectfully yours,

A. W. JOHNSON.

THIS SPRING — FOR YOU

What can we do for you this spring? Can you AFFORD not to know?

And we make it easy for you to know—in market and at home.

On our sample floors you'll find every article marked with our only price in plain figures.

In our new Spring catalogue we show the same line complete and the same guaranteed net prices expressed in plain figures.

Come in and look us over, if you come to market. We won't urge you to buy. All we ask is—an even chance.

And at home, too, give us the even chance of a fair and thorough comparison. Remember, our catalogue is designed to make just that kind of comparison EASY.

Now--tell us to send our new Spring catalogue (No. D656) to YOU.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE DALLAS

No. 3,704, Malt Wheat Biscuit: The label says, "This unique malt-food alleviated dyspepsia, diabetes and sick headache." This statement respecting the fitness of the food for diabetes is dangerously misleading. That disease requires a dimunition of the dextrose-forming food, and this preparation is as rich in such substance as wheat flour preparations.

No. 3,705, Voight's Cream Flakes: The label says, "It is steam cooked * * * The steaming process malts it * * * In a thoroughly malted preparation there can be no starch to cause indigestion; the heating converts the starch into dextrine, a kind of sugar which is easily digested and therefore agreeable to all stomachs." These statements are misleading in that they misuse the term "malted" and imply that all the starch has been converted into dextrine, etc. In fact, there remains unchanged far more starch than was converted.

No. 3,721, Korn-Krisp: The label says, "Korn-Krisp—malted, predigested, thoroughly cooked * * * One pound contains more real nutrition than two pounds of the best meat * * * Hull has been removed, leaving every particle perfectly digestible * * * Invalids and those with weak stomachs and delicate systems can eat it freely, because being perfectly cooked, and all starch converted into grape sugar (predigested)."

The analysis shows that it has been relatively well dextrinized, but that only a small portion of the starch has been changed to grape sugar. The statement that "all starch has been converted into grape sugar," is recklessly made. No. 2,661, Korn-Kinks, is made from corn almost wholly freed from its bran coats.

No. 3,722, Cero-Fruto: The label says, "Fruit and wheat flakes. Comparative nutritive values: Cero-Fruto, 100 per cent * * * Beef steak (lean), 28 per cent. * * * Bread, 63 per cent." No flakes of any colored fruit were found, and all particles except those of wheat bran, were rich in starch—which is not characteristic of fruits. There is, however, a slight fruity flavor. The comparison of nutritive value requires no discussion after what has been said on this general subject.

No. 3,739, Cero-Nut Flakes: The label says, "Predigested and ready to eat * * * Made from nuts and wheat * * * Being predigested, the starch is thoroughly eliminated, making this food especially valuable to dyspeptics, infants and persons with weak starch digestion."

Wheat tissues are abundant, but none having characters of the oily nuts were found in the flakes. The fat content, too, is very low. The flakes evidently have been dextrined extensively, but not to the destruction of all starch, as the microscope shows.

As to prepared flours, the examination reveals no misbranding with respect to the species of flour used, except in cases which have on the principal face of the package in large type the name buckwheat, though it is explained elsewhere in small type that the articles are mixtures of buckwheat with other flour. It is true the housewife mixes wheat or other flour with buckwheat in preparing pancake batter, but this does not prevent the labels just mentioned from being misleading. They are distinctly in violation of the United States Regulation 17 (h).

The acids of the leavening agents were found to be as represented, usually phosphoric acid. The quantity of baking powder used may be roughly approximated as ten times the total carbonic acid found.

Careful analysis revealed no trace of sulphurous acid, used as a bleaching agent, but several exhibited considerable amounts of nitrous acid, which is used for this purpose.

The sale of flours that have been bleached should not be permitted without a proper declaration of this treatment, for, while it may be said that the effect of the treatment is an improvement in the appearance of the flour, the real object is to make possible the sale as a high grade article of flour known by its color to be an inferior product. It is thus in violation of the spirit of the fourth article of Section 5 of the Act of June 1, 1907, which defines a food as "adulterated" "if it be mixed, colored, powdered, coated or stained in a manner whereby damage or inferiority is concealed." It is not only in violation of the spirit of this article of the act, but also contrary to its letter, if the definition of the verb "stain" be held to be "discolor"; that is, "to alter the natural tint or hue." United States Regulation 12 (e), embodies this view. It says, "The term 'stain' includes any change produced by the addition of any substance to the exterior portions of the food which in any way alters their natural tint."

The justice of this interpretation appears more fully upon a consideration of the claims upon the labels of two of these preparations in question. That of No. 3,686 says, "Presto is composed of perfectly milled, pure and highest quality of blended winter wheat combined with absolutely pure cream of tartar and soda, etc."; that of No. 3,738 says, "Mattie Mitchell—Cornola Flour—Self-rising—Every article having the above trade-mark is guaranteed to be absolutely pure and strictly high grade.

DOLLARS IN RETAILERS' POCKETS

Hundreds of Manufacturers and Jobbers of High-grade Standard Selling Goods are offering

UNIVERSAL COUPON CERTIFICATES TO RETAIL DEALERS

as an inducement to push the sales of their goods to consumers. These certificates are given at no increase in the selling prices, or cheapening of quality in their products, but are intended solely as a compensation for your assistance, and are exchangeable through us for valuable and useful merchandise, of which the following list represents a few of the

1000 ARTICLES TO CHOOSE FROM

Pianos	Harness	Buggies	Silverware	Typewriters	Scales	Lamps
Coffee Mills	Safes	Leather Goods	Strong Boxes	Wagons	Trucks	
Desks	Tools	Chinaware	Jewelry	Furniture	Sporting Goods	
Rubber Goods	Watches	Cut Glass	Toilet Articles	Trunks	Rugs	Clocks

Any retailer taking advantage of this liberal offer is simply putting extra dollars into his pocket, as the cost to him is absolutely nothing but represents a saving of 15 to 60 per cent. over the cost if he were to buy them in the regular retail way.

Write To-day for List of Goods and Manufacturers

Manufacturers' Trade-Mark Association, Dept. W, 253 Broadway, New York

Written for the "Grocery World."

How a Pennsylvania Store Turned the Corner from Credit to Cash

Well-known Lancaster (Pa.) Grocer Tells of an Experience Fourteen Years Ago, When He Changed a Credit Store to Cash Business. Plan Threatened with Failure and Business Fell off Three-fourths. Finally Turned the Corner and Has Been Prosperous Ever Since.

In the "Grocery World" of the 17th of February is published a letter from Mr. A. Russell, of Los Angeles, Cal., that he used to turn his business from a credit to a cash system.

Established 1866.

Important Notice!

To the Patrons of Swope's Store:

On and after Wednesday, August 22d, 1894, all sales and dealings will positively be strictly cash, and no more credit will be given or accounts opened after that date. In strict justice to our good paying credit customers, as well as for our own protection and security, we have adopted this measure. Great reductions on all Goods will naturally follow--as a cash business will enable us to sell at much LOWER PRICES, and be the means of LARGE SAVINGS to our patrons.

Our present prices for best quality of Goods are equalled by few dealers and surpassed by none.

For upwards of 30 years, through booms and panics, we have paid one hundred cents on every dollar's worth of goods we received, this is the highest guarantee that our stock is of the first grade and quality. Jobbers and manufacturers vie with each other to fill our orders with the choicest Goods in the market.

Having a brisk and extended patronage beyond our locality in the City, together with a large trade from the country, is an assurance that our stock is always prime and fresh.

As a "credit business" involves much labor, time and patience, not to mention the errors, disappointments, vexations and loss, we will be able to give more attention and better service under a strictly "CASH SYSTEM" than heretofore.

With many thanks for the lucrative patronage in the past (especially those who have dealt with us so many years) we hope that with the inauguration of the new system we may merit your favor and patronage in the future.

Respectfully yours,

ISAAC SWOPE, Manager.

Swope's Grocery Store,
25 Conestoga St., Lancaster, Pa.

As a wish is expressed to know how the letter worked, we concluded to send in a copy of one we used fourteen years ago to turn our credit business to a spot cash basis. If our venture and results will be of interest to your readers you are at liberty to publish them.

Will state first that Lancaster has a population of 45,000. We are located three and a half blocks from the business centre, half a block from one of the main streets. Our store would be called a neighborhood store. Our trade through several specialties extended over the greater part of the town. Two-thirds of our trade was cash and one-third credit. The one-third soured the whole batch and our returns were very discouraging.

For twenty-eight years we did a credit business. Many of our customers had been regularly on our books for twenty-five years. In a few instances we had three generations of the same family

The Lever That Moves Mother's Oats

All live grocers push some things more than others. He who has no favorite among his goods is never a man who does much business.

So you will push some one brand of rolled oats more than others. Which will it be?

Here's the nutshell claim of ***Mothers'Oats*** to your preference:

Best oats made, therefore will suit consumers better; we never force you to sell at a given price by advertising a price to your customers; you can get 12 cents for ***Mother's Oats*** without the least trouble; we pay you a net profit of one-half cent each on all coupons you cash for your customers; our premium plans are more successful with consumers than any others ever devised.

Now ask other brands for *their* story.

The Great Western Cereal Co.
Chicago, Illinois



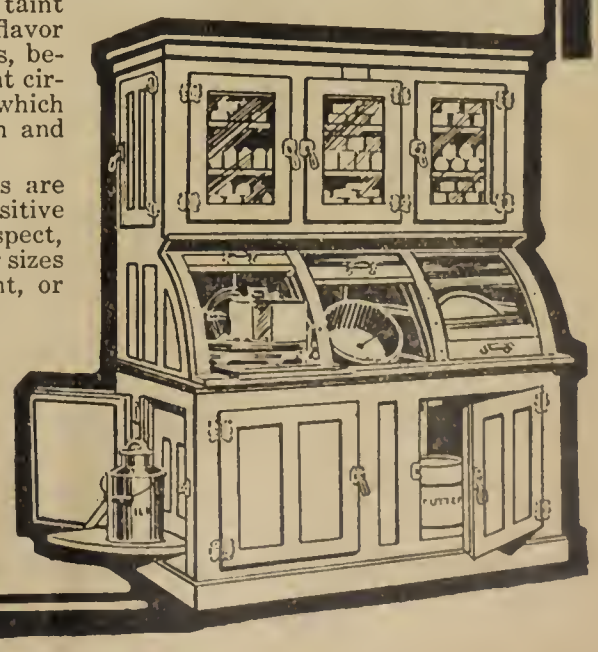
"The Best Thing I Ever Put in My Store

was a McCray Refrigerator. It attracts attention because of its elegant finish and workmanship. It has brought me new customers, and it keeps my provisions in such fresh, perfect, condition that everybody is anxious to buy them."

McCray Grocer's Refrigerators

cut down the ice bill. They actually pay for themselves in the ice they save. They are built right, and have a perfect circulation of pure, cold absolutely ***dry*** air. They cool the entire contents evenly and keep everything absolutely dry. It is impossible for one article to taint another with its odor or flavor in McCray Refrigerators, because there is a constant circulation of cold, dry air which keeps everything fresh and untainted.

McCray Refrigerators are guaranteed to give positive satisfaction in every respect, and are made in regular sizes for immediate shipment, or built to order.



Write for catalog No. 65 for grocers, or No. 58 for meat markets today and let us tell you why a McCray Refrigerator will be a most sensible and profitable investment.

Write now before you forget it.

McCray Refrigerator Co.
714 Mill Street,
Kendallville, Indiana.

on the books. Fourteen years ago we decided to do a spot cash business or shut up shop.

The inclosed circular we distributed among our customers and posted in our store six weeks before the day set to inaugurate the cash system. This gave all a chance to prepare for the new order of business. What was collectable on the books would be collected. What couldn't might go by the board, but not another cent added to it.

The announcement raised a bigger storm among our trade than we expected. Instead of taking kindly to the change all were more or less offended. Nearly all the prompt and good-paying customers quit dealing with us at once, and many never returned. Only the slow and "paid on account" kind remained until the last credit day.

By the 22d of August, 1894, our business dropped to one-quarter of what it had been before we made our cash announcement. We expected our trade to fall off one-half, as many of our credit people often bought for cash, and we would have been well satisfied with that if all cash.

For weeks the cash venture hung at a dead balance. Then slowly she swung towards cash. In less than six months our cash business increased 25 per cent. over our former credit business, and by the end of our cash year 50 per cent., and is still rising. Now, nearly fourteen years, our business is still spot cash and is all we could desire. Our only regret is that we ever did a credit business.

For several years many customers tried to break our cash rules—took offense and never came back to us again. Our success had been so unqualified that it gave us little concern. New faces appear in our store every day. There is none of that close-easy familiarity that a credit system entails and so fatal to a successful business. Every sale is cleaned up and done with right then and there. No annoying disagreeable aftermath.

Lower prices, which we could well afford under a cash system, and our specialties, together with a little backbone, did the trick.

We used no premiums, coupons or gifts; never solicited one cent's worth of trade.

We keep the store clean and cash—that brings the answer.

If our experience will be of any benefit to any fellow grocer we shall be very glad, for we know the sorrows and troubles of a credit grocer.

ISAAC SWOPE.

Lancaster, Pa., Feb. 24, 1908.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: A. S. Shull, Martin's Creek, Pa.—I have been a subscriber to the "Grocery World" for many years—never have asked for any give-for-nothing information but now take the liberty to do so. A owes B for labor $10. B owes A a promissory note of $20. B is a doubtful payer. Can A offset his labor bill on the note he holds against B, or must he (it being labor) pay the $10 and take his chances of ever getting the note paid?

Answer.—The answer to this question depends on whether the note is due or not. If both debts are due, one can be set off against the other. There is no indebtedness on a promissory note, however, until the note is due. If A's cash debt to B is due to-day, February 25th, and B's note to A is not due until March 1st, there can be no set-off, because under the law B owes A, at this time, nothing. My advice to this correspondent is to delay the payment of the $10 until the note is due, and then it can be set off against the other debt.

How many of you have taken advantage of the offer made by S. B. Goff & Sons Co., of Camden, N. J.? All that have, appreciate by this time the benefits it contains. Those that have not do not realize exactly what they are missing. To the up-to-date storekeeper 70 per cent. is an attraction, and that is what the firm offers. Remember, Goff's remedies are standards, and are sold by 14,000 grocers.

Is your coffee trade a little languid? Introduce a new coffee with a new point, and see it open its eyes and stir itself.

Make Your Coffee Trade Open Its Eyes

Our **Moco=Mo,** for instance, about which the famous catch line has been written—"The coffee in the bag, the bag in the carton." That means the condition that differentiates **Moco=Mo** coffee from all other package coffees sold—the hot roasted coffee is first sealed in the bag and the bag is then sealed in a carton. Result—but open a package before your customer, the delightful aroma will tell a better story for the doubly-sealed package than we can.

Retails at 25 cents.

The John H. Fitch Coffee Co.
Importers, Roasters and Jobbers of High-grade Coffees
YOUNGSTOWN, OHIO

THE CORN WITHOUT HULLS



The Pressing & Orr Co.
NORWALK, OHIO

Like to Eat Husks?

A meal of corn hulls would be like a meal of husks, and yet every brand of corn but **Winorr** cans the hulls with the kernels. Naturally not as bad as the hulls alone, but it's common sense that it takes away some of the goodness.

A special process we have removes the hulls from the corn we afterward pack under the brand **Winorr.** The result is a brand of unequalled tenderness, succulence and deliciousness. Try this on your trade.

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.



What's a Fair Profit?

I wish some of you fellows with a conscience would tell me what's a fair profit.

I confess *I* can't get at any sort of standard.

A lot of us here in Pennsylvania are afraid these thieves who built the State Capitol are going to get off because about the only thing they've been able to prove on 'em so far is that they took about a thousand per cent. profit.

I asked a lawyer up-State the other day:—

"Is it a crime to take a big profit?"

"Certainly not," was his answer; "who's to say whether it's fair or unfair? There's no standard."

That's exactly what puzzles me—what's fair profit and what's unfair? Is it possible to take such a big profit that it amounts to robbery?

I've discussed the question a whole lot with a whole lot of people, but I can't get any real light on it.

I know how you fellows make up your profits—you figure out your cost and then add on what *you think's* fair. But you may think 50 per cent.'s fair, while another man in the same business may think 75 per cent.'s fair and another a hundred per cent. Who's wrong? All of you can't be right.

Take strawberries. If you pay 40 cents a quart, you're usually willing to let 'em go for 50. And yet I know a couple of fruit stores in the heart of the city who'll get 80. Are they robbers or are you easy marks?

I know what you're going to say now. You're going to say that it depends on the people you're selling—what's fair for one class wouldn't be fair for another.

But that ain't getting at it. That's only *expediency*; that don't touch the real question at all.

I know a man in the optical business. He tells me he makes 300 and 400 per cent. profit—pays 75 cents or a dollar for a pair of glasses, and sells 'em for $4 and $5.

"Great hen!" I said to him once, "ain't that pretty close to robbery?"

"Certainly not!" he said, all worked up, "everybody in the business charges that much!"

Which means only that it ain't robbery if more than one does it.

I know a man in the truss business—sells 'em at retail and fits 'em on. *He* makes about the same—300 or 400 per cent. Sometimes more. Only the other day this man told me he got $10 for a truss that cost him $1.23!

"Holy mackerel!" I said when I heard it, "how can you sleep at night?"

"Trusses always pay a big profit," he said, not stung at all.

Same way with tea in the grocery business. That pays more than almost anything else. Why? Because it always has—that's the only reason I've ever heard. I suppose it may have come down from the old times when tea was new and used very little.

Don't you see the trouble? Nowhere is there anything to go by. Who's to say?

One man got off a novel view of the thing to me the other day.

"A fair profit is all the traffic will stand," he said.

"Which means that picking a man's pocket is honest up to the point where he finds it out?" I asked.

"It's not a parallel case," he said.

"I think it is," I replied. "In my judgment the fairness of a profit has nothing to do with the victim's ability to stand being soaked. No, sir, it rests on something entirely different, but as to what it is, you can search me."

Do any of you fellows know?

—

Ambridge, Pa., Feb. 24, 1908.

Dear Mr. Stroller:—Being a dry goods dealer, I guess I am not supposed to get into your grocery business; anyway your conspiracy exposed article is all right. We have it in this business and we barb wire the manufacturer who tries to make us sell his goods, no matter what the profit. I think they had better back up to the round house and get another start.

The retailer is the actual risk taker, as his patrons are protected by the law even if they are in the false pretence class. On the other hand the retailer has a stock that the jobber or manufacturer can get at. We have another source of competition which you have touched on in one of your former articles. I refer

Do You Buy Pasteboard or Apples when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY

A card brings delivered quotations.

E. V. Peirson & Co., Newark, Wayne Co., N.Y.



CHIPMAN & WILLS BROOM CO.

Manufacturers of High-class Brooms

5 Granite St. Philadelphia

Every CHIPMAN broom means the best material, put together in the best way, by the best workmen, with the best machinery, and sold at the lowest price.

What the sterling mark means on silver "Chipman's" means on a broom—just perfection, that's all.



SPECIAL OFFER for two weeks—A **25c.** broom, the best **25c.** broom ever offered, made by our best mechanics, 3-sewed popular size, good quality, price, **$2.25** per dozen. We manufacture 30 different styles of brooms.

Send for price list and learn about our good brooms.

They Look Alike But Aren't

At first glance all starches look alike, both Laundry and Corn Starches. There is really a heap of difference, though it takes use to bring it out. In other words, if you sell a poor Starch your customer will find it out before you will.

Take our word for it, no Starch has ever been quite so fine and good as **Murdoch's Laundry and Corn Starch.** With manufacturing improvements of our own, and a genius for the most painstaking care, we are producing goods we are proud of.

Does it commend itself to you that we are independent of any Trust?

Oswego Maize Products Company
Oswego, New York

Corn Syrup Decision

From Journal of Commerce and Commercial Bulletin
February 15th

SYRUP LABEL DECISION.

Controversy Over Pure Food Law Question Finally Settled.

WASHINGTON, Feb. 14.—An important question in the administration of the pure food law was settled to-day in a decision made public by Secretaries Wilson, Cortelyou and Straus. It bears upon the controversy regarding the labeling of syrup. The decision follows:

"We have each given careful consideration to the labeling under the pure food law of the thick viscous syrup obtained by the incomplete hydrolysis of the starch of corn and composed essentially of dextrose, maltose and dextrine.

"In our opinion it is lawful to label this syrup as 'corn syrup,' and if to the corn syrup there is added a small percentage of refiners' syrup, a product of the cane, the mixture, in our judgment, is not misbranded if labeled 'corn syrup with cane flavor.'"

It is understood that the decision also has the concurrence of the President and a majority of the pure food and drugs board. Dr. Wiley, chief of the chemistry bureau of the Department of Agriculture, dissented on the ground that the label should be "glucose."



Karo

LEGALLY LABELED

DON'T IMAGINE

that because you have not enjoyed as great a business on Egg Dyes for the last few seasons, that the custom is on the wane, for you are in error. It is more likely that you have been selling a brand of Dyes not quite up to the standard, one that does not give your customer as much for his money, or as brilliant colors as he desires.

This, in an "egg shell," is a very good description of **Fleck's New Combination Egg Dyes:** Each package will color and decorate more eggs with more colors, shades, effects and designs than any other sold.

JUST THINK

of each five cent package containing four dozen separate designs of animals, flowers, birds, funny pictures, and a half dozen plain colors, from which may be made more than a dozen shades.

Three and one-half dozen of these five cent packages in each $1.00 box, or six boxes, containing 252 packages, for $5.40. You don't make from 110 per cent. to 133 per cent. on everything you sell; but you do on Fleck's Dyes.

Order while you are thinking of it from any Grocer Jobber in the United States or Canada, or send direct to

J. J. FLECK, TIFFIN, OHIO

to the one in which you said a man ought to pass an examination before he could go into business. You know every clerk thinks he can run the business, and when he does he forgets to figure his rent, heat and light in the expense column.

Hoping you will excuse the taking of your time, I am

Yours truly,
W. J. HUTCHISON,
a Dry Goods Man.

THE STROLLER.

Hominy Almost Out of Market.

Moulding of Corn in Bins Make it Impossible to Manufacture an Adequate Supply. Price Much Above Normal.

The supply of hominy is at present very light and the price considerably above normal. As a matter of fact, the market is almost bare. The cause is the impossibility to get an adequate supply of good corn.

The present price of hominy in a large way is $1.57 to $1.60 per 100 pounds. Throughout the winter the price has been around there, as against a normal price of $1.15 to $1.25.

The weather when the present supply of corn was harvested was very wet, and it has been found impossible to dry the corn out. It has moulded in the bins and thus became unavailable for hominy purposes.

The little round cracker with "Exton" stamped on it. It has been on the market over half a century, and no consumer will use any other oyster cracker if she can get the Exton, because no oyster cracker can take its place in the esteem of those who know the difference between fair and good.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

FLOUR.

Flour is lower. Monday we start in selling our best for $6.50 a barrel. That sounds good. Eighty-two cents for an eighth sack. The majority wants the sack, so go ahead and sell flour.

FRESH TOMATOES.

The vegetable buyer has made a nice little deal on fresh Florida tomatoes. You'll see a new display on the stand marked 15 cents a box. Mention them. Fifteen cents! It's a regular summer price. But he bought a big bunch of them, so let us see one or two boxes on every order you take.

CROWDING THE STORE.

We want to crowd the store on off days. The management has a few ideas regarding the method of doing it. We want to know what you personally think, not what you have read or what other concerns do, or what the other fellow says, but what, in your personal experience and personal opinion, would bring men and women and children to our store in remarkable numbers for a limited time.

KEEP IN LINE.

It's important that you should keep in line. In other words, be with us heart and soul. If you're not do one of two things—quit the job or come and talk it over. Half-hearted men are in the way. If you don't believe in us you can never blaze your way ahead in this business

POTATOES.

We have a car of the prettiest rose potatoes that ever filled a bin. Sound as a dollar. Even size. Dandy cookers; without spot or blemish. Let them go for 90 cents a bushel. We want to turn these into money in the next ten days, so let's see what you can do.

GRAPE BARRELS.

We have maybe three hundred grape barrels that we are unable to dispose of to any of the local manufacturers. They make mighty handy ash barrels, and we'll sell them delivered for 10 cents a piece and allow you a commission of 2 cents for every one you sell. We'll advertise them for one day to help you out, and it's up to you to do the rest.



Saintly City, Minn., Commercial Travelers.

The Saintly City Council, No. 50, United Commercial Travelers of America, adopted at their last meeting the following resolutions against parcels post:—

We, the undersigned committee of Saintly City Council, No. 50, United Commercial Travelers of America, a St. Paul organization of over one thousand commercial travelers, city salesmen and jobbers, being a large segment of the commercial life of the Northwest, do hereby voice our unanimous, earnest and most emphatic protest against the passage of the proposed parcels post legislation now being agitated in our National Congress.

And particularly do we protest against the passage of the bills known as H. R. 255-256-257, as introduced by the Hon. Mr. Henry of Connecticut.

Summarizing the bills, their adoption would mean:—

First.—The practical elimination of the country merchant, and the material decrease in the business of all retail merchants;

Second.—By reason of curtailed business the enforced reduction in forces or in salaries of all employes by wholesale houses.

Third.—The building up of catalogue houses upon the business taken away from the concerns your petitioners represent, and which will be transferred to the said catalogue houses by the passage of a parcels post law.

We cannot feel that it is the spirit of our Congress to strike so vital a blow at the commercial interests of our country, and we believe that every honorable effort should be put forth to forestall the passage of any bill that strikes at the very vitals of our commercial system.

We feel that the suggestion of a merchandise delivery system upon rural delivery routes does not fundamentally alter the parcels post proposition as represented in the past two Congresses, and by them adversely considered.

We regard the proposed discrimination of rates in favor of citizens living on these routes as a subterfuge to quiet the opposition of retail merchants and farmers, and we regard such discrimination as obviously class legislation, and being in restraint of trade.

We deny that a parcels post service on a rural delivery route would be of great convenience or benefit to the rural sections of the country, but on the contrary that it is calculated and designed to aid the mail order houses located in a few large cities by the delivery of their catalogues and merchandise largely at government expense; further, that a parcels post would stimulate the growth of mail order business and thus promote the centralizing of wealth in the large cities to the detriment of the country at large.

The present postal law which permits a carrier on the rural route to deliver without the payment of postage, parcels weighing in excess of four pounds is much better calculated for the accommodation of farmers, who may wish to send for small purchases from a neighboring town.

It seems an absurd argument that the weight limit should be increased from four to eleven pounds for parcels in order to accord with countries with whom we have reciprocal post relations when none of these are European countries, to which the great preponderance of our foreign mail is sent.

But this increase in weight limit would lead to a vast increase of cost in the maintenance of domestic mails, both for transportation on railroads and the delivery of the same.

The deficit of ten million dollars annually occasioned by the maintenance of the present system of carrying and delivering packages would surely be quadrupled at a conservative estimate.

The first-class of letter mail is not only self-sustaining, but pays the government a profit. The cost of the delivery of the average letter on which 2 cents is paid is but three-fourths of a cent, and we contend that the greatest good to the greatest number of people would be done by the reduction of letter postage to 1 cent. This would be an improvement which would virtually benefit eighty-five million people, who now pay more than double the cost for the carrying of their letters. Let the cost of the carrying of packages be more equitably adjusted, to be borne proportionately by those who send packages.

The parcels post is virtually a socialistic plan for the government to maintain an inland express and drayage system in competition with private enterprise, and the argument that this competition may result in forcing lower rates from express companies is specious, but it should be remembered that express rates can and should be regulated through the medium of railway commissions.

In conclusion we would call the attention of our representatives in Congress to the universal protest of commercial bodies all over the country voicing the sentiment of retail merchants, traveling salesmen and jobbers, which accord with the spirit of these resolutions.

As against these is the influence of those who are and who have been in the past interested in a decrease of postage and an increase of the weight limit for parcels for the purpose of extending the mail order business, which is blighting the prosperity of the country towns and villages that afford markets for the farmer and enhance the value of his property, besides supplying him with many advantages in the enjoyment of life.

Boston, Mass.

The Boston (Mass.) Retail Grocers' Association has petitioned the Massachusetts Legislature to pass a law providing that all sealed packages, such as barrels, casks, baskets, pails, cans, jars and bottles containing food shall be marked plainly with the net weight or measure of the contents.

The retailers' representatives, in explaining the matter to the Legislative Committee, said they were placed in a position of selling packages which they knew did not contain the amount they were supposed to contain. A notable instance was in the case of lard sold in pails, which were

MAKE MONEY SELLING FINE FISH

¶ Winter-caught goods are taken at a temperature of 40° below zero. They freeze hard as rocks instantly. This insures the delicious flavor that has made them so famous.

¶ Our lower lake fish are ***unexcelled. Maximum quality at minimum cost.***

NIAGARA FISH CO.
LAKE ST., BUFFALO

has for years made a special study of these varieties and the conditions that place them, perfect, into your hands.

¶ ***Right now*** is the best time to send for our exquisite fast-day art calendar aud our price-list. Remember who

SUPPLIES THEM



Hams That Always Sell

There is another sort of ham much less preferred to the absolutely unidentified and unbranded ham, and that is the ham of the packer who gets good raw material to-day and poor to-morrow.

Both of these kill the grocers' trade, because they are so irregular. They please his customers to-day and provoke them to-morrow. No trade can last long under hot and cold applications.

Swift's PREMIUM Hams are always regular. We have the pick of the hogs of the whole country and hence we can keep the quality even the whole year through. Swift's PREMIUM Hams hold and increase trade.

SWIFT & COMPANY, U.S.A.

EXPLAIN THIS TO YOUR CUSTOMERS



You make a splendid profit off our Steel Fruit Jar Caps. Lots of your customers go to department and china stores for caps; but if you will explain that YOU keep the STEEL CAPS, which don't accumulate a poisonous corrosion, they won't buy anything else.

THE WM. GLENNY GLASS CO., Cincinnati, Ohio



The Greatest Fly Catcher Ever Invented

Hang it on a gas fixture or any other place, pull out a few inches of the sticky paper, and when it is filled with flies tear it off and pull out some more.

Every customer who **sees it** will **buy it.** For cleanliness, convenience and economy it is so much better than anything else on the market that you don't have to say a word. It speaks for itself.

Address Dept. D for samples, etc.
THE FLY BUTTON CO.
202-4 EAST 100TH ST., NEW YORK CITY

sold as three, five or ten-pound pails, whereas in reality the pail was included in the weight.

Opposition to the bill is coming not only from the representatives of the wholesale grocers, but from the packing house interests and the confectionery manufacturers. The jobbers are opposed to the bill because it would occasion much unnecessary labor in the marking of all packages; that the State should not enter into the practice of passing legislation which would conflict with legislation in other States.

Packers have also appeared before the committee in opposition to the bill. They claim that it would seriously interfere with the packing industry, especially in regard to lard. They claim that lard was put up in pails for the convenience of handling and also because it was the most sanitary manner of getting it into the hands of the consumer. Every consumer, they contend, was aware that he could not receive a net weight of three, five or ten pounds of lard and have the tin can thrown in for nothing. In a three, five or ten-pound pail the amount of lard contained therein would probably be less than half a pound below those weights.

Agricultural Department's Original Package Brief.

In Support of Its Corrected Definition of Original Package the Department Issues Extensive Legal Document.

Special correspondence of "Grocery World."

Washington, D. C.,
Feb. 27, 1908.

The United States Department of Agriculture has issued, under the title of Food Inspection Decision No. 86, an extensive brief upholding its latest definition as to what constitutes an original package. As stated in the last "Grocery World," this definition is directly contrary to that originally adopted by the department. The brief is simply a rehash of the established decisions and authorities on the subject of an original package, all of which were as available for the department when the first incorrect original package definition was framed as they are now.

HOLT.

FIVE PRESIDENTIAL ADMINISTRATIONS DRANK OUR COFFEES

This house was established in 1796, while Washington was President, and it is therefore the oldest coffee house in the United States.

We have supplied the White House with coffee during five administrations.

All of which we cite simply to show that we are worthy of your confidence.

We were the first house to pack coffee in one-pound tins, and in that form we pack **Sterling** coffee, which in all our long experience has proved acceptable to more classes of trade than any other blended coffee we have ever known. A rich, mellow, fragrant coffee, full weight, and with all its strength retained by the air-tight tin.

Other leading brands are **Victor, Delmonico Blend** and **Somerset Club.** They range from medium and choice grades to strictly fancy, high-grade Private Estate. More about these brands in future advertisements.

Shapleigh Coffee Company
Boston, Mass.



Don't Judge a Good Match by a Bad One

You may have seen some double-tip match that flew all to pieces, or smelt abominably, or softened up, or flamed up suddenly by spontaneous combustion.

The **Ohio Blue Tip Safety Match** has none of these troubles. If you strike it on the tip, and only on the tip, it will go off—always. But it will never soften, or go off at the wrong time, or do the wrong thing under any circumstances.

An independent, perfect match.

OHIO MATCH COMPANY

PHILADELPHIA OFFICE AND WAREHOUSE
411 MARSHALL STREET

WADSWORTH, OHIO

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.



IT WAS BORN IN 1847

It is Still Very Much Alive in 1908



It thrives on the Pacific Coast, on the Atlantic Coast, at the Great Lakes and the Gulf of Mexico and all the points between. Climate doesn't affect it. You will find it EVERYWHERE, and you will always find it the same flaky, deliciously-flavored little necessity. Imitated by many, duplicated by none.



"The Best Known and Known as the Best."

"THE EXTON CRACKER"

MADE ONLY BY

A. EXTON & COMPANY, Trenton, New Jersey



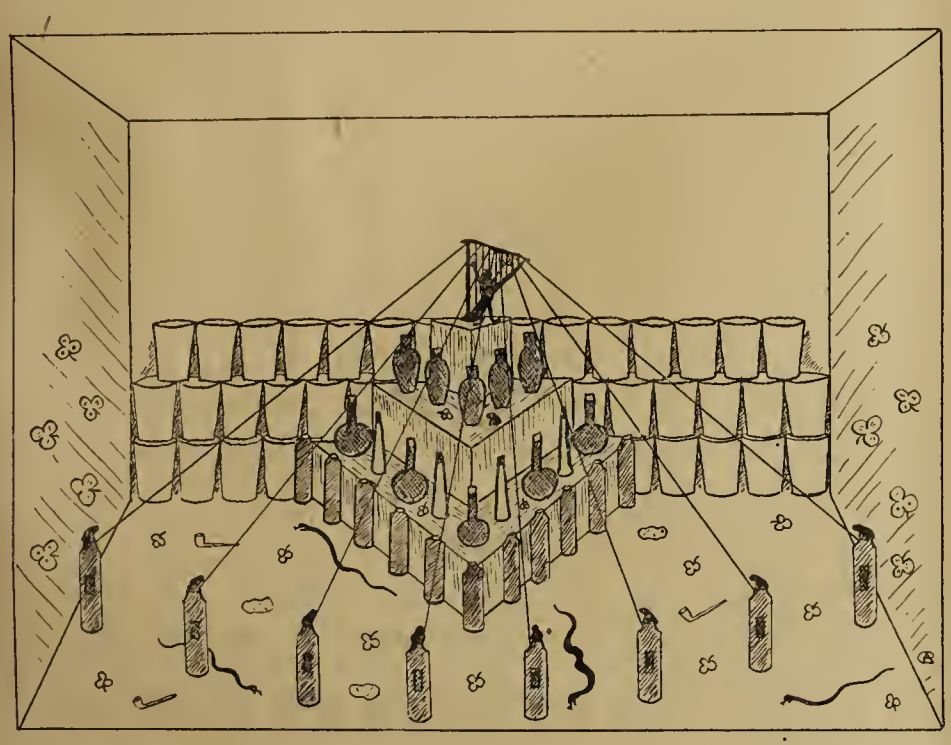
Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A St. Patrick Window.

This is a display of bottled goods, such as pickles, olives, mint sauce, caper sauce, etc. Everything in the window is green.

First cover the floor with green wall paper. Next arrange the shelves in the centre. These are



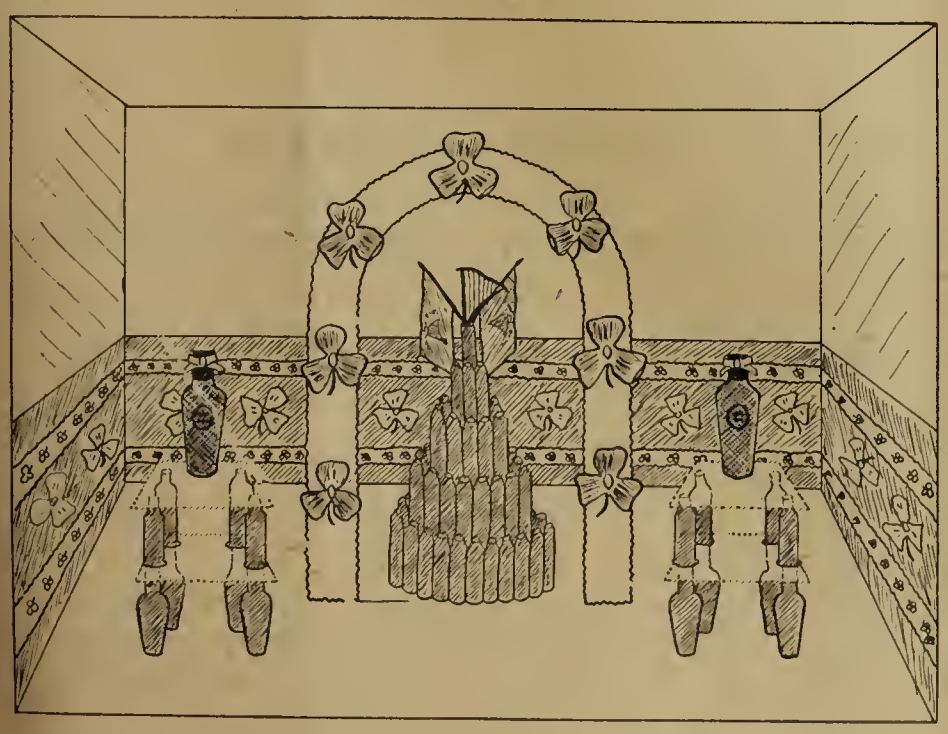
made of halves of boxes (sawed diagonally) of different sizes. These are covered with either green wall paper or crepe tissue paper.

On the top of these shelves is a gilt harp 10 or 12 inches high. This can easily be made of three sticks and some twine for strings.

Next place a row of olives in a semi-circle in the front of the window. From the neck of each bottle run a green ribbon or twine to the harp. On top of each bottle is a tiny frog. At the harp is a large frog. (I borrowed my frogs from a druggist. "Frog in the throat" advertisement.)

On the floor are scattered snakes, clay pipes, Irish potatoes, paper shamrocks and frogs.

The background is made of green lard cans.



No. 2.

The arch in this window is shirred with white cheese cloth. The shamrocks are cut out of cardboard and painted green and gold. In the centre of each is an electric light.

The pyramid of bottled goods in the centre is made by first placing a cheese box lid on the floor, then place a row of bottles around outside of this, then a row on the edge of the lid. Next get a smaller lid that will fit inside of these bottles and place a row of bottles around the edge of it and so on as high as you want to go.

On top of this pyramid place a gilt harp, such as in window No. 1. Back of this cross two Irish flags.

The olives on either side of the arch are built up on panes of glass. The large bottles on top have a bow of white ribbon about the neck.

The background is a strip of 30-inch green wall paper. The white strips with shamrocks on are cut out of crepe tissue paper of shamrock design. The larger shamrocks between the strips are also cut out of the tissue paper and glued on.

E. W. Alexander.

Oxford, Pa.

CORRESPONDENCE

As to the Sale of Produce in Allegheny, Pa.

Allegheny, Pa., Feb. 20, 1908.

Editor "Grocery World."

Dear Sir:—Can you give me any information regarding cities that have and regulate the sale of food commodities by weights and measures?

Do you know of any cities that have special laws regarding short berry boxes and fruit baskets? Any information that you can give me on this subject will be greatly appreciated by me.

The City Councils of Allegheny passed an ordinance which went into effect the 1st of February and is now being enforced by Superintendent Smith, of our Allegheny market, for the inspection of weights and measures. Out of thirty-three measures inspected by him in one day three passed the standard adopted by the United States. In the inspection of the scales he has found a large number of the newest designs do not come up to the standard.

He states that almost every one selling articles coming under liquid measure have been using dry measures, and that all run up as high as one-half of one-half pint short of the standard test. Oyster dealers that have a big trade selling oysters at 25 and 35 cents a quart have been cleaning up a nice margin off of the public.

Another good feature that the city authorities have taken up for the benefit of the retail merchants of this city is, that no foreigner will be given a lease on any stand in the market that cannot produce his naturalization papers.

Yours truly,
Retail Merchants' Assn.,
Jos. C. Kane, Sec'y.

Private Food Importations Must Conform With Law.

Makes No Difference that They Are to be Given Away and Not Sold, the Federal Food Board Rules in Latest Decision.

Special correspondence of "Grocery World."

Washington, D. C.,
Feb. 27, 1908.

The Federal Food and Drug Board issued Food Inspection Decision No. 88 during the week as to "Private Importations." The brief text follows:—

PRIVATE IMPORTATIONS.

Recently certain shipments of foods and of drugs have been offered for entry into United States, and an examination has disclosed the fact that they were adulterated or misbranded under the food and drugs act. The shipments were refused entry into the United States, whereupon representations were made to the Department that the materials were for consumption by importers or for free distribution among the friends or employees of the importers, and not for trading purposes, and the Department was requested on this account to allow the entry of the misbranded or adulterated food or drug.

The provisions of the food and drugs act make no distinction between foods and drugs imported for consumption or free distribution by the importer and foods and drugs imported for trading purposes. The law provides that no misbranded or adulterated foods or drugs shall be admitted.

Notice is given that these so-called private importations will be subjected to the same restrictions as ordinary imports.

Holt.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

Written for the "Grocery World."

Well-known Western Canner Presents His Side of Futures Question

Tells Why He Thinks Jobbers Have No Right to 100 Per Cent. Delivery Contract. Says Risk of Poor Crops is Too Great. Inadvertently Presents Invincible Argument Against Selling Future Canned Goods at All.

The "Grocery World" will pardon me if I take exceptions to the editorial published recently on the subject of the canned goods contract presented by the Wholesale Grocers' Association at the Canners' convention in Cincinnati. This editorial was doubtless written without taking into consideration at all the position of the canners on this subject, and for your information I wish to give you the substance of an address before the convention by Mr. Olney, chairman of the committee of canners, with some few facts which may be startling to your readers.

In the matter of guaranteed deliveries Mr. Olney says:—

As a rule, practically all the canning factory products are furnished under contracts made in the Winter and Spring between the packer and the grower, for growing a certain number of acres from seed furnished by the packer at a stipulated price; and such products as are grown from the contracted acreage are to be delivered to the packer in a certain condition at an agreed price. The grower only contracts to deliver what is actually grown from the specified acreage; he cannot afford or agree to do more. The packer is put to the expense of making his sales, which in many instances is quite heavy, and cannot wait until knowing whether or not there is to be a crop, before formulating his plans. He has to arrange for a certain amount of competent and special help; has to make provision for the principal part of his cans, boxes, labels and other supplies. Should he be called upon to respond to damages under a guaranteed delivery clause in a contract for canned products over the maturing of which he has absolutely no control, and which may be entirely impossible for him to furnish (in case of loss by failure of or damage to crop)? What are short deliveries the result of? Is it because the packer has not contracted the acreage and done all that he could to furnish the goods contracted? The following are some of the reasons contributing to disastrous results at times:—

"Seed which does not germinate because of too wet, too dry or too cold weather; or if the seed is not damaged, the growth is often retarded because of these same weather conditions.

"An insect or blight may invest the pea crop over night and ruin it.

"A field of beans, promising one day, may be worthless the next because of rust.

"Cyclone, hail storms and floods are not unknown to canners.

"Late frosts in the Spring and early frosts in the Fall are not uncommon."

Considering all these varying conditions, and where in the vocabulary of reason will there be found anything making the packer responsible for these conditions, and therefore liable for damages?

On the other hand, suppose that after having made arrangements for packing the product of a full crop, he receives one which happens to be followed by a declining market, why should the jobber be privileged to cancel part of his order, when the packer has in good faith gone ahead and put up a pack of goods for the very purpose of meeting his contracts?

Referring to the matter of destructive elements in crops, the writer had the honor of attending a meeting in 1906 at the State University at Urbana, Ill., called by Prof. Forbes, State Entomologist, for the purpose of going over his work in this very matter of crop destruction. There were present at the meeting the officers of the Western Packers' Canned Goods Association, the officers of the Park Associations throughout the State, of the Horticultural and Agricultural Associations, Farmers' Clubs, Market Garden Growers and others. Prof. Forbes read from the report of the department at Washington, a statement to this effect:—

The average yearly losses from the destruction of crops and vegetation in the United States by insect and other pests amounts to more than the amount of money spent in carrying on the entire Civil War. In other words, the money value of the vegetation and crops of the country destroyed in this way is sufficient to carry on two civil wars continually.

These statements were so astounding that they were almost beyond belief. Our country has not yet recovered from the effects of the Civil War in a financial way. We are still paying interest on bonds as a result of that war, and yet the losses to crops

Tell This to Your Customers



Celluloid Starch is the only starch made that requires no cooking. No starch puts such a beautiful finish on fine laundry work. No starch pays grocers such a handsome profit, because a good part of our advertising appropriation is expended for Universal Coupons. These coupons are exchangeable for any article of merchandise that a grocer needs. Save them, buy what you want with them, and keep your cash in bank.

The Celluloid Starch Company

Philadelphia Office, Franklin and Vine Sts. NEW HAVEN, CONN.



You Can't Match It Anywhere

If you want to give your customers the very finest corn ever packed it must be "Ye Country Gentleman." Don't the following reasons convince you that this is true?

1. We grow our own seed at a cost of 13c per lb.
2. We grow every kernel of corn that goes into our cans.
3. Our farms are in the Natural Corn Belt—it doesn't grow as fine anywhere else.
4. We cook our corn by the New Automatic Process during which the cans turn continuously bringing the corn to the heat instead of the heat to the corn. This means that every grain is cooked the same—which isn't the case with the ordinary process because the corn nearest the tin is cooked too much when that in the centre is done.
5. The contents of every can is exactly the same, white, perfect, delightfully flavored. Open a sample, compare it with your best corn and you will see what this means.

Iroquois Canning Company, = = Onarga, Ill.

in one year are sufficient to pay the expenses of two civil wars, according to the statements of the Department of Agriculture, Washington, D. C.

Prof. Forbes also made the statement that in five counties in Central Illinois in the year 1906 more than 160,000 acres of corn were absolutely destroyed by insect pests. Mr. Ira S. Whitmer, of the Bloomington Canning Co., Bloomington, Ill., made the statement before the meeting that their own company at Le Roy, Ill., out of an acreage of 800 acres planted to corn, lost half of it, the entire 400 acres being swept clean of corn, not a spear left.

This is not an exceptional case, but simply illustrates the conditions that are catching the canners one place or another every year.

Under these conditions, can anyone with reason insist on a full delivery contract?

This matter is so thoroughly understood that in some States the State law releases parties to contracts from their obligations in case of what are termed "Acts of God," such as crop failures, destruction by fire, etc. If the wholesale grocers present to the canners a contract asking them to make themselves liable for conditions over which they have no control, they are going beyond the State laws in this very matter.

The jobber, on the other hand, makes his contract with the canner at no risk whatever other than the correctness of his own judgment as to his probable demands. The jobber goes into the market and sells futures to the retailer, and expects to make full deliveries if the goods are packed. He expects to receive full deliveries if the goods are packed. He has nothing at stake, no risks to run. Why should the privilege be given him of cancellation when crops are full and deliveries 100 per cent.?

I believe that if you had fully taken into consideration the canners' side of the question you would have altered your editorial very materially.

L. J. Risser,
Iroquois Canning Co.
Onarga, Ill., Feb. 21, 1908.

—

Note.—No better argument than this has ever been framed to show the consummate foolishness of selling canned goods before they are packed.—Ed.

AMONG THE TRADE.

John A. Graham was given sixty days' imprisonment and his wife was fined $100 during the week for selling oleomargarine unlawfully. Graham was convicted of the same offense over two years ago. Craven Brothers, who were convicted at the same time, were fined $500 each, and a man named Faulkner was fined the same amount. Graham, however, at that time was let off with a fine of $300.

—

Packers of lobsters have announced to their agents that the price of the 1908 pack would probably be even higher than in 1907. The price has about doubled in ten years.

—

Another campaign will probably be begun locally against the Standard Oil Co., on the ground that much of its "headlight" oil is below the legal 110 degree standard. Dr. Charles H. Lawall, State chemist, recently analyzed several samples of the Trust's oil and found that some were as low as 102 degrees. There have been a large number of oil stove explosions of late, and the investigations of these cases will probably be used against the Trust. It is charged that there is no proper inspection at the Philadelphia headquarters.

New Patents and Trade-marks in the Grocery Line.

Patents issued September 3, 1907:—

864,944. Apparatus for removing skin from fruit. H. A. Beekhuis, Hanford, Cal., assignor to California Fruit Canners' Association, San Francisco, Cal.

865,095. Meat chopper. G. L. Forrest, Chicago, Ill.

865,190. Canning apparatus. L. L. Lawrence, Bridgeport, Ala.

865,203. Automatic coffee roaster. Henry Mustonen and T. A. Nissinen, Union Hill, N. J.

865,236. Impaling-roll for raisin seeders. E. L. Chaddock, Fresno, Cal.

865,342. Apparatus for desiccating eggs. J. M. Hussey, Cambridge, Mass.

Patents issued September 10, 1907:—

865,447. Butter cutter R. F. Stewart, Pocantico Hills, N. Y.

865,461. Cracker-cutting machine. P. S. Ward, Covington, Ky., assignor to the J. H. Day Co., Cincinnati, Ohio.

865,628. Vegetable cutter. Josephine C. Carsley, Cumberland, Wis.

865,763. Nutmeg grater. R. J. Clark, Jr., Youngstown, Ohio.

865,772. Oyster carrier. F. M. Elledge, St. Louis, Mo., assignor to Sanitary Oyster Carrier and Commission Co., same place.

865,776. Coffee pot. Bernath Georg, Cincinnati, Ohio.

865,896. Automatic alarm for roasters. F. A. Hines, Creston, Iowa.

Patents issued October 1, 1907:—

867,235. Laundry starch powder. James Benoid, London, England.

867,276. Machine for separating and grading coffee grains. Jay Jenkins, Chicago, Ill.

867,463. Process of preserving live fish. J. G. Yingling, Port Clinton, Ohio.

Patents issued October 5, 1907:—

869,879. Ice cream server. W. R. Cameron, New York, N. Y.

870,124. Fruit juice extracter. Ole Persen, Fortuna, Cal.

870,137. Apple trimming machine. William Smith, Springdale, Ark.

870,155. Electric popcorn machine. W. H. Bean, Gadsden, Ala.

870,196. Grocery cabinet. W. J. Perritt, Rogers, Ark.

870,212. Apparatus for elevating and handing up dough. A. E. Aldred, Glencoe, Canada.

870,249. Cruller cutting machine. T. C. Patterson, New York, N. Y.

870,503. Bread slicer. Henry Frank, Lickingville, Pa.

Patents issued October 8, 1907:—

867,641. Apparatus for concentrating milk. C. H. Campbell, New York, N. Y.

867,687. Grater. Hermenia van der Voort, Toronto, Canada.

867,762. Lard press. Emma A. Sproat, Waynesburg, Pa.

867,772. Molder and cutter for butter. A. W. Ward, New York, N. Y.

867,842. Kettle cover knob. E. A. Sawyer, Chiltonville, Mass.

867,921. Automatic egg boiler. C. B. Martin, Portland, Ore., assignor of one-tenth to J. F. Kennedy, same place.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For dried fruits, olives, canned fruits and vegetables. The C. S. Morey Mercantile Co., Denver, Col. The word "Solitaire" and a representation of a solitaire diamond ring.

For flour, cereal foods, oatmeal, cornmeal, rice, rolled oats, cornstarch and crackers. J. G. Hutchinson & Co., Ottumwa, Iowa. The words "Wapello Chief."

For flour. The Wall-Rogalsky Milling Co., McPherson, Kan. The word "Utility."

For flour. Washburn-Crosby Co., Minneapolis, Minn. The words "As You Like It" and a representation of a man reading a scroll which is hung on a tree.

For biscuits. Standard Wafer Co., New York, N. Y. The word "Cremo.

For canned salmon. American Trading Co. (Pacific Coast), San Francisco, Cal. The words "Medallion Brand" and "Monarch Brand."

For canned fruits and vegetables, dried fruits, flavoring extracts, spices and mince meat. Charles Hewitt & Sons Co., Des Moines, Iowa. The word "Opal" and a representation of a bow-knot fastened by an opal pin.

For canned fruits and vegetables. The Burt-Olney Canning Co., Oneida and Albion, N. Y. The word "Holiday."

For chocolates and candies. Allen-Day Co., New York, N. Y. The word "Nesta."

For tea. Jones-Paddock Co., San Francisco, Cal. A diagonal bar, having projecting arcs at its centres.

For tea and coffee. Upham Bros., New York, N. Y. The words "Lucky Cross."

For bread. Henry Matthaei, Kansas City, Mo. The word "Bear.

For candies. Trowbridge Chocolate Chip Co., Meadville, Pa. The word "Krunch."

For candy. Sauerston & Brown, Cincinnati, Ohio. The word "Favorite."

For potato chips. T. B. Clewell & Son, Allentown, Pa. A representation of a keystone, having thereon the monogram "C. & S." and the words "Keystone Potato Chips, Thos. B. Clewell & Son, Allentown, Pa."

For soap. The Proctor & Gamble Co., Ivorydale and Cincinnati, Ohio, and Kansas City, Kan. A circular figure having a representation of a man's face at the right-hand side, the rest of the figure presenting a black field with white stars thereon.

For canned fruits and vegetables. H. P. Taylor, Jr., Richmond, Va. The word "Pocahontas" and a representation of a mailed arm holding a dagger.

For teas. Vincent Sanford, Toledo, Ohio. The words "Hello Polly!"

For canned vegetables and fruits. The Holmes-Keeler & Selleck Co., Norwalk, Conn. The word "Ego." Also the word "Syringa" and a representation of a spray of syringa blossoms.

For powdered yeast. R. O. Murphy, New York, N. Y. The word "Allgeta."

For canned, dried and fresh fruits and olive oil. Maywood Packing Co., Corning, Cal. The words "Maywood Brand."

For baking powder, bicarbonate of soda, corn starch, catsup and flavoring extracts. Wabash Baking Powder Co., Wabash, Ind. The words "Square Deal."

For dried, fresh and preserved fruits and vegetable oils. Christian Eckardt, Hamburg, Germany. The words "Atlantic" and "Oceana."

For breakfast food, bran, meal, yellow hominy, flour, grits, rolled oats, crushed barley, and rolled wheat. Johnson Educator Food Co., Boston, Mass. An oblong vertical panel having a broad, black bar across its upper end.

For food preservatives. Franz Mraz, Prague, Austria-Hungary. The word "Mrasolin."

For bread and cakes. R. M. Morton, Detroit, Mich. The words "Peter Pan."

For canned salmon and oysters. Allen Bros. Co., Omaha, Neb. The words "Forest City."

For baking powder, coffee, tea, spices, and flavoring extracts, St. Louis Coffee & Spice Mills, St. Louis, Mo. The word "Everybody's."

For flour. Thompson Milling Co., Lockport, N. Y. The word "Angelus" and a representation of the picture called "The Angelus."

For flour. H. E. Sherman, Boston, Mass. The word "Shermanco."

For coffee. The C. S. Morey Mercantile Co., Denver, Col. The words "Cabinet Blend."

For canned fruits and vegetables. The Franklinville Canning Co., Franklinville, N. Y. The words "Fern Brand" and a representation of a fern.

For candy. Novelty Candy Co., New York, N. Y. The word "Ensign" and a representation of an ensign bearing the letters "N. C. C."

For canned tomatoes. Hollingsworth & Co., Augusta, Ga. The word "Hand-co."

For rolled oats, rice, wheat flour, crackers, corn flakes and wheat flakes. Charles Hewitt & Sons Co., Des Moines, Iowa. The word "Opal" and a representation of a ribbon bow fastened by an opal pin.

For bread. Eagle Roller Mill Co., New Ulm, Minn. The words "Daniel Webster Bread" above a representation of a loaf of bread having thereon the words "Made From" and a bust picture of Daniel Webster, and the words "Daniel Webster Flour" below the loaf.

For coffee. Hewlett Bros. Co., Salt Lake City, Utah. The words "Three Crown" and a representation of a shield surmounted by an eagle and bearing upon its face three crowns.

For gum drops. Rowntree & Co., Ltd., York, England. A checkered surface having the letter "R" in the lighter spaces, the signature "Rowntree & Co." in a white panel at a lower corner, and a large black panel above the signature containing the words "Rowntree, the Cocoa Works, York, Makers of the Elect Cocoa," in white.

For corn oil. Corn Products Refining Co., New York, N. Y. The word "Globe" and an outline representation of the globe.

For soap. The Proctor & Gamble Co., Ivorydale, Ohio, and Kansas City, Kan. The words "Ivory Soap" and a representation of a moon and stars, all upon a geometrical ornamental background.

For ice cream freezers. Sturges & Burn Mfg. Co., Chicago, Ill. The words

"Jack Frost" and a representation of an Arctic scene.

For butter. E. S. Davis, Philadelphia, Pa. The letters "J. D. S." and a representation of a sheaf within an ornamental rectangular border.

For candy. United Drug Co., Jersey City, N. J. The word "Liggett's" upon a representation of a shield. Also the word "Saturday."

For macaroni and vermicelli. V. Savarese & Bros., Brooklyn, N. Y. The words "Columbus Brand" and a representation of Christopher Columbus standing upon two hemispheres between which is a flying eagle and on either side of which are allegorical female figures, the background being a marine scene.

For rolled oats, flour, canned fruits and vegetables, dried fruits, spices, flavoring extracts, olives, jams, pickles, vinegar, catsups and mustard. Allen Bros. Co., Omaha, Neb. The words "Forest City."

For coffee. D. H. Hoffman, New Orleans, La. A conventional representation of a globe. Also the same figure with the words "Cafe du Monde" thereon.

For rolled oats. Atchison Oat Meal and Cereal Co., Atchison, Kan. The word "Crescent."

For canned, dried and preserved fruits and canned vegetables. Fresno Home Packing Co., Fresno, Cal. The words "Yellow Ribbon Brand" and a representation of a ribbon bow. The words "Purple Ribbon Brand" and a representation of a ribbon bow. The words "White Ribbon Brand" and a representation of a ribbon bow. The words "Green Ribbon Brand" and a representation of a ribbon bow.

For coffee. J. B. Bright & Son, Indianapolis, Ind. The words "San Toy."

For honey. W. A. Selser, Jenkintown, Pa. The words "Blossom Nectar."

For shelled almonds. Habicht, Braun & Co., Chicago, Ill. A representation of a mill and two crowns. A representation of a dog and four crowns. A representation of a mounted jockey and three crowns. A representation of a pigeon and two crowns. A representation of a goose and four crowns. A representation of an eagle and three crowns.

For chewing gum. Baltimore Chewing Gum Co., Baltimore, Md. The word "Crown" and a representation of a crown.

For peanut candy. Dreyfus Bros., Montgomery, Ala. The word "Eureka."

For chewing gum. National Candy Co., Jersey City, N. J. and St. Louis, Mo. The word "Az-U-Ly-Kit."

For sardines, salmon and herrings and mackerel, kippered and otherwise treated. Edwin Shivell, Boston, Mass. The words "Round Robin."

For flour. Minot Flour Mill Co., Minot, N. D. The word "Minodak" upon a bar extending horizontally across a circle above which is an ornamental panel.

For flour. Ellendale Milling Co., Ellendale, N. D. The word "Standard."

For soap. Pacific Coast Borax Co., Oakland, Cal.; Chicago, Ill., and New York, N. Y. The words "Queen of Borax Soap" and a representation of a crown.

For candies. Littlefield & Steere Co., Knoxville, Tenn. The words "Southern, Made by Southern Maids."

For cured and salted meats and sausages. Kingan & Co., Belfast, Ireland, and Indianapolis, Ind. The words "Shamrock," "Porter," and "Kingan," the letters "F. F. V." and a representation of a pilot at a steering wheel.

For canned corn and tomatoes. Watkins Packing Co., Odessa, Del. The words "The Watkins Glen" and a representation of a waterfall.

For cheese. W. J. Eldridge, Aurora, Ohio. The words "Clover Hill Factory Brand XXXX Family Favorite Cheese," "Imperial Brand XXX Goshen Cheese," and "Clover Hill Factory Brand Imperial XXXX Cheese."

For specially prepared corn or wheat sweetened and flavored with honey. J. A. Witt, Chicago, Ill. The words "Hans & Fritz."

Two-Minute Sermons for the Retail Grocer

XXXI.—The Waste of Haste.

Haste makes waste of time.

Too many merchants are to-day hurrying through one job and rushing into another without giving a moment's time to considering the best way to do the new task, so the best results can be accomplished with the least labor. It is no uncommon thing to see a man rush into a task in this unprepared manner and after working on it for about a day find out some method by which the same results could have been accomplished in half the time.

When business men are themselves doing these things day after day, what is to be expected of those who work for them and under their direction? Clerks are even more apt to waste their time in this manner, especially if they have taken up a regular routine of duties. Not because they want to put in their time without making anything for the employer, but because they fall easily into ruts. They will continue to carry out the daily programme week after week in the same way, without trying to simplify it in any manner.

Managers should so arrange business duties as to give themselves time to think of the best methods of doing not only the things they expect to do themselves, but also to simplify the work of the office force, the factory force, the sales force, the shipping force, etc.; in fact, in whatever part of the business simplification is needed, and once the manager starts on this kind of work he finds that every part of the business needs it, and every employee, from the office boy up, can be made to produce more results in the same length of time by merely taking time to first figure out the most simple way to accomplish desired results.

F. A. P.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—In Reading, Penna., stock and fixtures of old established general store, groceries, dry goods and notions. Two story brick building 20 by 60 feet. Property for sale or rent on reasonable terms. Good reasons for selling, which will be explained fully. Address A. B., 516 Bingaman Street, Reading, Pa. 9

FOR SALE.—Double store, two story building, now carrying stock of $6,000 composed of all kinds of general merchandise usually kept in a first-class country store. Real estate, $2,500. Will sell stock and rent store, if desired. Owner, in business for 31 years, wishes to retire. Address E. E. Lee, Friendsville, Susq. Co., Pa. 9

FOR SALE.—Farm, seventy acres; forty tillable, balance wood and timber. Two-story house (13 rooms). Productive land near church, school and P. O. Also country store doing a good business for over 40 years. Post Office in store. Will sell both together or separate. Address H. B. Miller, Lovellton, Wyoming Co., Pa. 9

FOR SALE.—One set of Walker Bins; one Motor, ½-horse power, direct current, used four months; one Coffee Mill, Enterprise No. 19; one Peanut Warmer; one large Refrigerator; one Egg Stove; one Computing Cheese Cutter; two molasses faucets; four meat knives; two meat saws; one Nat. Biscuit Co. can rack. For prices on same, call or address, H. H Mosemann, 443 E. Strawberry St., Lancaster, Pa. 9

FOR SALE.—Gum Labels, the best advertising scheme in the market. Used extensively in the grocery trade. 3,000, postpaid, printed to your order, for $1.00. Many styles and designs. Write for samples and catalogue. H. M. Angle, 29 and 31 East King St., Shippensburg, Pa. 9

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

FOR SALE.—At a bargain, New Double Cottage, on large high lot, at 34th street, Ocean City, N. J. Also, 120 acres good land near Tuckahoe, N. J.; 40 acres Salt Meadows, 60 acres upland, partly under cultivation. Address C. H. Kelk, Vineland, N. J. 10

FOR SALE.—Butchers, a fine chance to get in the meat business for very little money. The advertiser has a pair of Beef Stalls, fixtures all complete, in the best retail market in city, which he cannot attend to. Will sell them very low to a practical butcher. F. N. W., Grocery World. 10

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334.—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 340.—In West Philadelphia. Groceries, meats and provisions. Size 24x60 feet. Does $45,000 yearly. Three-fourths cash. Stock carried, $2,500. Uses two teams. Actual net profit, 12 per cent. Reason for selling, ill-health. Established 21 years. Price inventory. Fixtures will run about $1,500. Amount required, around $3,800. No dwelling.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 344.—In West Philadelphia. Groceries, meats and provisions. Size 15x27 feet. Does $500 to $600 per week. All cash. Stock only $500, as business handles large amount of meats. Clean net profit 10 per cent. Best reasons for selling. Price Inventory. Will need about $1,400, but can be reduced by not taking cash register. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price Inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22x60. Does $500 weekly, all cash Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 348.—In booming New Jersey resort Cash Grocery, doing a yearly business of $20,000. can be greatly increased. Well established. Will sell at inventory. Stock about $1200. Will stand fullest investigation. Owner has another store in another town and cannot attend to both.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

AN UNUSUAL BUSINESS

We offer now a wonderfully profitable business in meats, poultry, butter and eggs. Located near Philadelphia. Does $1800 weekly, 65 per cent. cash. Average stock is only $1000 as it is turned very rapidly. Uses two teams. Nets clean profits of 12½ per cent. Real estate if wanted. Owner started this business thirty-three years ago and wants to retire. Does some small manufacturing, such as sausage and has fully equipped plant. Price complete, which is simply inventory, is about $7000.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONLY STORE IN THE PLACE.

We offer the only grocery store in a high-grade Philadelphia Suburb. Under restrictions no other store can be built there. The owner has another business to which he wishes to devote his entire time, and will sell the place at inventory, asking nothing for good will, though the business is unusually valuable. Store 16x50 feet, with two storerooms, does $13,000 yearly, all gilt-edged. Stock about $2,000; uses three teams. Dwelling connected. Actual net profits 8 per cent. The business is open to the very deepest investigation. Teams and fixtures will inventory around $1000 to $1200, and the stock around $2000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals to furnish during the fiscal year, beginning July 1, 1908, supplies of Chemicals, etc., Lumber and Plumbers' Supplies, will be received at this office until 2 P. M., Monday, April 20, 1908, at which time they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals will be received at this office until 2 P. M., Monday, March 2, 1908, to furnish during the fiscal year, beginning July 1, 1908, the following classes of supplies, viz: Oils, etc.; Textiles, etc., Hardware and Grocers' Sundries. The proposals must be received not later than the time above specified, but they will not be opened until 10 A. M, on respective dates, as follows: Oils, etc, May 27, 1908; Textiles, etc., May 22, 1908; Hardware, May 25, 1908; Grocers' Sundries: May 20, 1908. On which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals will be received at this office until 2 P. M., Monday, April 6, 1908, to furnish during the fiscal year, beginning July 1, 1908, the following classes of supplies, viz.: Paper, etc., Binders' Supplies, Electrical Supplies; Printers' Inking Rollers, and Paper Boxes. The proposals must be received not later than the time above specified, but they will not be opened until 10 A. M., on respective dates. as follows: Paper, etc., and Binders' Supplies, May 18, 1908; Electrical Supplies, Printers' Inking Rollers, and Paper Boxes, May 16, 1908. On which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

TREASURY DEPARTMENT, BUREAU of Engraving and Printing, Washington, D. C., February 3, 1908.—Sealed proposals will be received at this office until 2 P. M., Monday, March 23, 1908, to furnish during the fiscal year, beginning July 1, 1908, the following classes of supplies, viz.: Dry Colors, etc.; Rubber Goods, Engravers' Supplies, and Dextrine. The proposals must be received not later than the time above stated, but they will not be opened until 10 A. M., on respective dates, as follows: Dry Colors, etc., June 1, 1908; Rubber Goods, May 22, 1908; Engravers' Supplies, May 29, 1908, and Dextrine, May 25, 1908. On which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms with specifications for proposals and further information will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau. 9

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

PHILADELPHIA GROCERY STORES WANTED?

We have immediate buyers for live Philadelphia Grocery Stores, running from $1,000 to $2,000. Must be healthy, established, profitable. No sale no charge. Waiting list of buyers all the time.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FOR RENT.

FOR RENT—Large General Store (owned by the undersigned estate) in Quarryville, Lancaster County. Pa. This Borough has a population of about 800. Is the terminus of two steam railroads, a trolley line and two new state turnpikes. It is the only town of any considerable size in the ten lower townships of Lancaster County, and commands a large proportion of their patronage. It has two banks, and does more business in a week than most towns of its size in a month. In fact, during the year of 1907, it is carefully estimated to have exceeded $800,000, not including the money paid out in the borough for tobacco which will amount to about $150,000 yearly. The borough has, besides this store, one large general store, carrying every line, and one smaller general store, one small grocery and a large hardware store. This store has enjoyed a large patronage for half a century. The location is the best in the borough, and in the midst of the town's business activity, within 200 feet of the depot of the Lancaster & Quarryville Railroad, the Lancaster, Oxford & Southern Railroad, the freight station and the terminus of the trolley line. The building is large, well-lighted, and is undergoing repairs; it has a fine cellar. It will be rented on good terms. The opportunity for an energetic man to establish a fine business in one of the best towns of its size is here afforded. A renter will not be handicapped with a stock of old goods, as the building is entirely empty and ready for immediate occupancy. For any further information address George W. Hensel's Estate, Quarryville, Lancaster Co., Pa. tf

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

SHOW THESE ONCE!

Anker's Bouillon Capsules



If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK



Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, delivered. Book 10-B free. Absorbine, Jr., for mankind, $1.00 bottle. Removes Soft Bunches, Cures Varicose Veins. Ailays Pain. Genuine, mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on prices ruling Monday, March 2d. Terms, net 10 days. First orders must be accompanied by references.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag	$3.25 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.25
Fancy Brights, 150-176 size, per box	2.40
Fancy Brights, 200-216 size, per box	2.40
Fancy Brights, 250 size, per box	2.30

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$2.75
Fancy quality, 126 to box	2.75
Fancy quality, 150-176 to box	2.65
Fancy quality, 200-216 to box	2.65
Fancy quality, 250-288 to box	2.50
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.40
Extra choice, 150-176 to box	2.50
Extra choice, 200-216 to box	2.40
Extra choice, 200-250 to box	2.35

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	3.00
Fancy quality, extra large, 270 to box	2.75
Choice quality, 240 and 270 to box	2.65
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$3.00
Choice Messina, 300 size, per box	2.75
Choice Messina, 360 size, per box	2.75

ALMERIA GRAPES.

Fine quality, kegs, 61 lbs.	4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good quality, kegs, 62 lbs.	3.50
Good quality, kegs, 60 lbs.	3.00

Get People In Your Store

There is no surer way of doing it than to have a handsome display of the right kind of fruit.

You can make this end of your business more profitable than any other department if you get the right goods at the right prices, and you can do both at

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia

How to Answer the Salesman

When the jobbers' salesman comes to you this season to get your future canned goods order, ask him about this 100 per cent. delivery.

He will probably tell you that his employer can't give you more than he gets himself, and that on the brands he is offering he has only a pro rata delivery.

Remind him that on **Blue Bell** and **Clover Farm** Canned goods—none better in Maryland—both the jobber and you can get a 100 per cent. delivery.

Strasbaugh, Silver & Co., Aberdeen, Md.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.85
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	1.25
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz	2.95
Fair Quality, 3s	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.30
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.10
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	10
Evaporated, 1 lb. packages, 4 doz	.11
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.12½
Best, 25 lbs	.14
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb ....per doz.	
New Prunes—	
30- 40, 25 lbs	.09
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.08
60- 70, 25 lbs	.07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ....per box	1.85
Seedless Sultana, 50 lbs	.07¾
Seeded, 36 1 lb. packages	.10
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04½
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.60
Lady Washington Beans, about 200 lbs. to bag	2.70
Green Peas, dried, about 165 lbs. to sack	2 35
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs ....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas ....per bu.	2.10

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.42
Kingsland, N. O	.33
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz	2.50
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4.25
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4 35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.35
Hires' Silver, 4 doz	4.65
Square, 4 doz	3.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.00
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans ....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	100	4.00
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.65
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75
Pearl	50	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.85
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz		3.20

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen per case,	2.90
Qnarts, 2 dozen per case,	2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen per case,	1.95
Tins, 2½-lb., 2 dozen per case,	2.80
Tins, 3-lb., 2 dozen per case,	2.50
Tins, 5-lb., 1 dozen per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95	38.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, connt 450	23.00
Norway, connt 400@450	24.00
Norway, count 300@350	27.50
Norway, connt 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, qnintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	1.40

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fonchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucnta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16¼
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twalo	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, nnbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.25@.35
Nntmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nntmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.75
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.75
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nntmegs	1.50
Paprika	1.45
Pepper, black	.95
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.85

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Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5⅛-in. cans, fancy New Jersey	1.60
5⅛-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plnms, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mnstard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb
Fancy, 1-lb. cartons	.10½
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb.	.15@.18
Layers, 2¾-in., 10 lbs	
2½-in., 12 lbs	.10¼
2¼-in., 12 lbs	.09½
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natnral, choice	.07⅞
Citron—	
According to quality	.18@.20
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05¼
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.15
30x40, choice	.10¼
40x50, choice	.08¾
50x60, choice	.08
60x70, choice	.07½
70x80, choice	.06¾
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs	.10¼
Choice, 1-lb. cartons	.12½
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.26
Royal, choice, 25 lbs	.23

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15¼
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nnts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced qnarters, boneless	
Reduced qnarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ⅛s, accord'g to qual.	22.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.06@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Butter	7
Live Poultry	45

DECLINES.

	Column.
Eggs	27
Lard	44

ADDITIONS.

	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	56 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammunition	4
Axle Grease	5
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	5
Barley	29
Baskets	62
Bath Brick	59
Beans	29
Blacking, Shoe	6
Bluing	6
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	28
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	15
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	4
Catsup	16
Cereal Specialties	
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	3
Essence	3
Chicory	3
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	21
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	26
Cracked Wheat	29
Crackers, Cakes, etc	22
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	4
Extracts	48
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	28
Flour, Self Rising	28
Flour, Buckwheat	28
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	34
Hominy and Grits	29
Honey	36
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	30
Ketchup	26
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	29
Licorice	47
Lima	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	29
Nuts	
Oat Meal	29
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	42
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	4
Preserves	46
Provisions	43
Puddine	31
Putty	47
Rennet	50
Rice	52
Rice Flour	29
Rolled Oats	29
Root Beer	53
Rope	59
Rosin	47
Sago	29
Salad Dressing	51
Sal Soda	52
Salt	51
Sapolio	54
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Securing Soap	52
Seeds	53
Shoe Dressing	6
Shot	4
Smoked Fish	34
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	54
Spices	55
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	47
Sundries	59
Syrups	60
Tacks	30
Tapioca	1
Tar	4
Teas	
Tobacco, Chewing	6
Smoking	64
Tobacco Cutters	35
Tubs	67
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	29
Wheat Flour	29
Wrapping Paper	41
Wringers, Clothes	
Woodenware, Sundries	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge, XXXX	5.15
" Powdered	5.15
" Crown A	5.35
" Crystal A	5.00
" Coarse Granulated	5.25
Eagle Tablets	6.30
Crystal Dominoes	7.35
Cut Loaf	5.10
Patent Cubes	5.25
Powdered	5.10
Extra Fine Granulated	5.10
Coarse Granulated	5.10
Granulated	5.00
Fine Granulated	5.00
" in 50-lb. bags packed 2 in 100-lb. bag	5.05
" in 25-lb. bags packed 4 in 100-lb. bag	5.05
" in 10-lb. bags packed 10 in 100-lb. bag	5.15
" in 5-lb. bags packed in bbls	5.20
" in 5-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. bags packed in bbls	5.30
" in 2-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. cartons in cases	5.20
" in 2-lb. paper packages in cases	5.20
Confectioners' A	4.80
1—Keystone A	4.75
2—American A	4.70
3—Centennial A	4.65
4—California A	4.60
5—Franklin B	4.55
6—Keystone B	4.50
7—American B	4.45
8—Centennial B	4.40
9—California B	4.35
10—Franklin Extra C	4.30
11—Keystone Extra C	4.25
12—American Extra C	4.20
13—Centennial Extra C	4.15
14—California Extra C	4.15
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	18 @ 38
Ceylon—Common to Fine	18 @ 40
English Breakfast—Fair to Good	25 @ 17
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		Per lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
Englisb Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, Englisb Breakfast, Gunpowder, Mixed Tea .50

Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas .40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	

½-lb. tins, per lb.

India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25
Spring Garden Tea—	
100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

	Per doz.
McCormick & Co's Banquet Brand—	
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	2.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 2 doz per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	2.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Dos



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's, ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 2 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 2 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purity Brand 5 " ½ " "	6.00
" 2 " 1 " "	2.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 2	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.7

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.13½@.14
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ¼ and ½ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10½
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

	New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼		15 35/100
Lion	13⅜		13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Trinnfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kozyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05⅞
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs.	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.34
" First, "	.33
" Second, "	.32
" Third, "	.30-.31
" Imitation, 30-60 lbs.	.25-.16
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	35
Ladles, 30-60 lbs., bakers' use	.25
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.38
B. B., E. D. brands, 20-50-lb. boxes	37
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.36
Sheaf ("400") Elgin, 20-50-lb. boxes	.35
Sheaf	.30-.34
Milhew Farm, lbs. and ½ lbs.	.40
Guruse, pounds or half pounds	.37
Belle Spring	.34

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅜
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.50
Mason's, quarts, per gross	4.75
Mason's, half-gallons, per gross	6.75

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Jelly Tumblers—	
Barrels, 22 doz., per doz.	.16½
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	45
" medium, 1 doz. cartons, "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage, "	.25
" Thyme, "	.25
" Savory, "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1 00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz., per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz., per doz.	.90
¼-lb. square cans, 2 doz., "	.75

CANNED GOODS.

Tomatoes—	Per Doz
Mrs. Hancock's Frying	1 22½
Frying, Good Luck Brand	1.07½
DuBois' Frying	1.12½
Jersey King, No. 3, Standard Jersey	1.00
Blue Hen Chickens, No. 3	.95
Silver Lake, fancy, Jersey	1.07½
Plantation, No. 10, 1 doz.	2.85
Silver Lake, No. 10, 1 doz	3.15
Alta, No. 2	.67½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1 00
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Mikado, Penna., fancy	1.00
Codorus, fancy, cut, No. 2	.92



What's the Difference?

The answer—"the bottom is as good as the top." You know what this means in Evaporated Apples. It means that your customers will **keep buying** that kind, and **we** know **you** will keep buying that kind to supply your customers. **APELPI** on a package of evaporated apples is a positive guarantee that the fruit is the finest that can be had, and its preparation can't be excelled.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON — **28 So. Front Street**
Distributers — **Philadelphia, Pa.**



PEANUTS—FIVE A BAG

Everywhere you go you hear that cry. Don't you think you should have some of the trade that the peddler has? If you knew that with an

Acme Peanut Roaster

you could clear 300 per cent., would you not put one in when you learn that any boy can run it, and that there's nothing to get out of order, and that it will pay for itself in one month's time? We think you will, and we will be pleased to furnish further particulars and prices on request.

ATSATT BROS.
24 Pearl St., Mattapoisett, Mass

How to Answer Their Questions

Put a box of **I-V Washing Tablets** on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

1—They contain no acid of any sort.
2—They wash clothes without rubbing.
3—They make clothes beautifully white;
4—They can be used in hard water;
5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.
251 North Front Street, — **Philadelphia, Pa.**



—9—

Boyer's, 2s	.82½
Acorn, 3s	1.05
Acorn, No. 2	.75
Safe, No. 2	.60
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sance	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	1 05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz.	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.75
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.92½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.85
Shoe Peg, Susquehanna	.85
Shoe Peg, Osborn's	.75
Mark, crushed	.70
Rex, No. 2, Fancy Whole Grain	.70
Vanity, No. 2, Whole Grain	.67½
Royal Exchange, Whole Grain	.65

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10 75
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	2.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.20
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.00
Chatauqua, No. 3	.95
Suecotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	4.00
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10, 1 doz	2 50
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2 75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½s	3.30
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½
Lake View, No. 2½, lemon cling	2.10
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1 90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	3.40
Keystone, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.30
Ayres Good, No. 3	1.10
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.50
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	2.75
Defence, No. 2	2.10
Pineapple—	
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Orange Grove, E. & C., No. 2	1.50
Singapore Chunks, No. 1½, 4 doz	1.10
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.05
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineapple extra preserved.

Chop Tan Hin, ⅞ lb., cubes	.75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 2, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 12½
Star, No. 1, 4 doz	1.05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.35
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. ½, flat, 4 doz	2 30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Picker's, soused, No. 1, 4 doz	
Pickert's, soused, No. 2, 2 doz	2 50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 1, 2 doz	1.60
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.95
Boyer's, No. 2, 2 doz	1.82½
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.75
Stewart's, No. 1, 2 doz	.87½
Victory, No. 1, 2 doz	.90
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.82½
Salmon—	
Gibralter, Sockeye, No. 1, tall	1 90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat	2.15
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.35

"Is This What I Made?"

If the cook who invented Baked Beans with tomato sauce were to come back and open up some of the cans labeled Baked Beans he would go gladly back to oblivion.

For "Baked Beans" doesn't always mean baked beans any more. In most cases it means beans boiled or steamed, dampened with a little cheap catsup and packed. The result is an attempted fraud on the palate of him who knows the real thing.

L. & S. Baked Beans are really baked in the good new way. We guarantee that absolutely. Baking makes the bean over. Instead of swelling and mushing it up like steaming or boiling, it leaves it just as firm but mealy and melting.

And our tomato sauce is tomato sauce made by an expert.

LUTZ & SCHRAMM COMPANY
ALLEGHENY, PA.

Ritter's BEST Preserves
XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

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Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	$5.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Cadeau, ¼'s, key	$5.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Moral, ¼s, boneless	17.50
¼s, Aurora, smoked	8.00
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.85
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.40
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	2.50
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.20
Libby's, No. 2, 1 doz	2.20
Kingan's, No. 1, 2 doz	1.20
Kingan's, No. 2, 1 doz	2.20

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.80
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¼, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.85	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted. 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Microften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.90
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.35
Gallons, 6 jugs in crate, per jug	.85



WHERE the GLASS JAR COMES IN

The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.



What Washing Powder Do You Sell?

Some old and half-forgotten brand, sold only because you always have sold it?

Or **Snow Boy Washing Powder,** a powder made of pure soap and other cleansing ingredients, quickly cleaning everything water won't hurt; containing none of the skin-eating alkalies that some of the old brands do; carrying beautiful and high-grade premiums to your customers?

There is room in your store for a good washing powder, but be sure that you handle the best.

Good Goods and Good Profits

LAUTZ BROS & CO. = Buffalo, N. Y.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.32
" ¼-lb. " "	.33
Premium Chocolate, ½s, 12 lbs	.33
" ¼s, 12 lbs	.34
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hershey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—

Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35½
" ½-lb. tins, 6-lb. boxes, per lb.	.33½
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.33
Sweet Clover, ½s, 6-lb, per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ⅛-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ⅓-lb. " 12-lb. "	.29
" ½-lb. " 6-lb. "	.31½
" ½-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.20
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.60
Dime, 4 doz	3.90
Winner, 4 doz	4.60
Baby, 1 doz., glass	1.90
Red Cross	4.50
Peninsular	4.50
Leader	4.30
Banner, 4 doz	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 60
Peerless, 5c. size, 4 doz	2.10
Yacht, family	3.50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.90
Pet, 10-c. size, 4 doz, per case	3.45
Pet, 5-c. size, 6 doz, per case	
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.45
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

Per case.



Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

It Made No Difference to Us

No gelatine sold in this country was less affected by the Federal Food Law than **Chalmers'.**

Our brands complied with the legal standard even before there was one. How could they help it? They were simply unsophisticated gelatine, made of pure unadulterated calves' stock and spring water. There was nothing to change about them, nothing to alter in any way.

We take a just pride in the fact that while the Federal Food Law caused some manufacturers to completely transform their business, it made no more difference to us than if it had never been passed.

Two styles—granulated and shredded.

James Chalmers' Sons

Williamsville, N. Y.



They Thought We'd Fail

Lots of people said we'd fail when we started to pack **Hoffman House Pickles** in tins.

As a matter of fact, we've succeeded better than even we expected. There are special reasons why tin makes a better pickle package than glass. And then **Hoffman House Pickles** are entirely different from other pickles. They are tenderer, daintier, more likable in every way. Special ways of manufacture account for that.

See what you can do for these.

The J. Weller Co.

Cincinnati, Ohio

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COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅛s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Sultanas		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1 00
Milk Lunch		1.00
Our Ginger Snaps		50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

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Wein Senf, in bbls. per gal.	
" 1 gallon stone jars per jar	.75
" 5 gallon kegs per keg	2.50
Prepared Mustard, in bbls. per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 dos. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub.	.26
loaf,	.26½
Sap Sago, 3 to a lb. cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs. loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin. per lb.	.26
" 1-lb. tins. per case	3.25
Camembert, in wood boxes. per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1. loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each. per lb.	.16
Limburger Cheese, No. 1. box, 18; ½ box, 18; less	.19
Muenster Cheese. per lb.	.18
Brick Cheese, No. 1. "	.16
English Dairy Cheese. "	.17½
Pineapple (Picnic size), 6 in box. per box	3.00
" (Gem size), 6 in box. "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case. per doz.	4.50
Lunch size, 2 doz. in case. "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size. "	1.00
MacLaren Imperial Cheese, Cinb size. per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box. per box	1.05
Star Cream, or Phila., 12 " "	2.20
Miniature Cream, or Phila. 12 " "	1.10
Hand Cheese, 8 doz. "	1.35
" 4 " "	.70
" 4 " Thuringer "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages. per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight). per lb.	.48
Wiener Wurstel, 16 in tin. per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's). per lb.	.48
Imported Frankfurters. per doz.	3.75
Goose Breast, Imported, marked weight, per lb.	.65
Pate de fois Gras, small size. per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short. per lb.	.24
" " long. "	
" Mortadella, Dry. per lb.	.25
" Knackwurst, 25 in box, per box, $4.75. per doz.	2.40
" Cervelat (K), 50 and 100-lb. boxes, .18½; less.	.20
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .17; less	.19
" Cervelat, Crescent, 50 and 100-lb. boxes, .14½; less.	.16
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less.	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .21; less.	.23
" Salami (E), 50 and 100-lb. boxes, .18⅛; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .15½; less.	.17
" Tongue Sausage. per lb.	.18
" Smoked Braunschweiger Liver Sausage. per lb.	.15
" Lachs Ham. "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Saner Krant. per doz.	.90
" Lebanon Beef Bologna. per lb.	.15
" Paprika Speck. "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen. per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins. per doz.	1.65
Pickled Meats, in glass "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

You Cannot Afford to be Without It!

No up-to-date grocer can afford to allow his competitor obtain the business that should and would come to him if he stocked

Buchan's Toilet Soaps

Number "363" is known throughout this entire country as a symbol of soap purity, because it was the first, and we belive the only serial number given to a soap firm by the United States Government.

Buchan's Toilet Soaps contain phenol absolut, the greatest antiseptic known. That is why they are the cleanest and purest soaps made.

Let us show you how to make big profits.

Buchan's Soaps Corporation

FLATIRON BUILDING, NEW YORK CITY

"Figures Don't Lie"

SUPPOSE somebody paid you for all the eggs broken in your store or while being delivered. Did you ever stop to think how much money it would mean to you?

¶ Do you know that the average breakage of eggs is eight to a case of thirty dozen? Suppose you sell 100 cases a year, that's 800 broken eggs; suppose you only pay 20 cents per dozen for them, that means 66⅔ dozen or $13.35. Suppose we can show you how to save nearly every penny of this sum! Suppose we can show you how to handle eggs in half the time without breakage, would it interest you? We will do so gladly if you will write us, and the information won't cost you anything.

Star Egg Carrier and Tray Mfg. Company

ROCHESTER, N. Y.

—25—

Beef Salad, in glass.....per doz. 1.00
" " in pint jars, glass..... "
" " in quart jars, glass..... " 1.60
Lamb tongues, in glass..... " 1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ⅓bbl. 5.50	60–75
" milkers, " ⅓ bbl. 6.50	75–85
" mixed, Standard, bbl. ⅓ bbl..... 5.50–6.50	
Holland Herring, milkers, Standard, bbl. ⅓ bbl.....	
Scotland Herring, mixed, large fulls, bbl. ⅓ bbl. 8.00.....	
" milkers, large fulls, bbl. ⅓ bbl. 8.00.....	
Marinirte Herring, Imported, about 40 in pail.	1.25
Roll Herring, Imported, about 25 in pail.....	1.00
Spiced Herring, Imported, about 40 in pail.	1.00
Norway Stockfish, dry.....per lb.	15
Matjes Herring.....per pail	

BISMARCK HERRING.

Pint size, round tins, with key.....per tin .20
Quart " " " ..... " .35
2 Qt. " " " ..... " .55
4 Qt. " " " ..... " 1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .40
English Sprats, 36 bunches per box.....
Kruger's Roll- and Brat-Haring, oval tins, per doz..... 2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand) .....per keg .75
" 5-lb. pails.....per pail .55
" 10-lb. pails..... " 1.05
Cut Spiced Sardines, per 10-lb. pail.... " .75
" " 5-gal. keg.....per keg 2.75
Russian Sardines, in glass jars.....per doz. 2.25

NORWAY ANCHOVIES.

Original Package.....per ⅛ bbl. 5.50
Repacked in 5-lb. pail.....per pail .60
" in 10-lb. pail..... " 1.10
" in 5-gal. kegs.....per keg 2.75
" in ½-lb. flat tins.....per doz. .95
" in ½-lb. tall tins..... " 1.50
" in 1-lb. tall tins..... " 2.00
Fancy Kegs—1/1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg..... .20

SALT SARDELLEN.

Original Package, 1902.....per anker 16.00
Repacked—kegs, about 8 lbs.....per keg 3.25
" pint jars.....per doz. 6.00
" large tumblers..... " 2.25
" small tumblers..... " 1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.	19 50
½ " "	10.50	¼ " "	10.50
¼ " "	5.50	⅛ " "	5.50
⅛ " "	2.75	1/16 " "	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000.....per cask
50 " bbl.— " 1200.....per bbl.
15 " keg— " 500..... per 100
10 " keg— " 300..... " 1.00
5 " keg— " 150..... "
10 lb. pail— " 50.....

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask.....per cask
48 gal. bbl..... ....per bbl. 6.50
10 " keg.....per keg, 2.40
5 " " ..... " 1.25
10 lb. pail..... per pail,

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse).....per lb. .18
Spitzkugein..... " .25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle .30
Basler Lebkuchen, No. 1, 6 " ... " .50
" " No. 2, 6 " ... " .75
" " No. 3, 6 " ... " 1.00
Amandines, 9-lb. tins.....per tin 5.25
" small tins..... " .55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50,
10 gal. keg 4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag..... 2.75
Green Kern .....per lb. .10½
Potato Flour..... " .08
German Dried Pears..... " .14
Dried Mushrooms..... " .60–.100
Juniper Berries..... " .08
St. John's Bread..... " .05
Bay Leaves..... " .06–.08

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COTTOLENE.

30 2-lb. tins.....per case 6.50
15 4-lb. " ..... " 6.50
6 10-lb. " ..... " 6.50
Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates...	.25
Western.....	.24

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs. .15½
New York, Full Cream, new, 1st's, 40-lb. bxs. 14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs..... .16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb..... .28
Anchovies, in oil, ½ bottles..... 4.50
" " ¼ " 3.25
Anchovy Paste, fancy, per doz..... 4.75
" plain, per doz..... 3.75
Bouillon, Burnham, pints, 2 doz. in case..... 3.75
" " ½ pints, 2 doz. in case.... 2.00
Capers, Nonpariel, ¼ gallon kegs..... 1.50
" " Quart, glass.....per doz. 7.00
" " bottled, ½ size... .per doz. 2.35
" " " ½ " ..... " 1.90
" " " ¼ " ..... " 1.15
Canton Ginger, large pots, cases 6 jars, per case 4.65
" med. " " 12 " " 5.00
" small " " 24 " " 4.75
Cherries in Maraschino, in glass, 1-doz. case... 7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz. .90
" " 3 lb., 2 dz. case " 2.20
Currie Powder, pints, per doz..... 3.50
" 4 oz., " 2.25
" 2 oz., " 1.50
Russian Caviar, ½'s 2 65
" ¼'s..... 5.00
" ⅛'s..... 9 85
" 1's..... 18.50

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French Peas, Extra Fins, per case..... 18.00
" Fins, per case..... 16.00
" Moyen's, per case..... 13.50
Hill's Irish Oatmeal, 14-lb. tins, 10 per case... 12.00
Huntley & Palmer's Petit Beurre Biscuit, lb... .19
" " Dinner Biscuits, per lb... 30
" " Breakfast Biscuits, per lb. .32
(Packed 7 lbs. and 5 lbs. in a can.)
Red Pepper, Ring, pints, per doz..... 1.25
" " ½ pints, per doz..... .60
Salt, in 4-doz. stone jars..... 1.75
Morris' Extract of Beef, 4 oz., per doz..... 6.50
" " " 2 oz., " 3.55
Anker's Extract of Beef, 120 vials..... 4.00
" " " 4 oz.....per doz. 4.00
" " " 8 oz..... " 7.25
" " " 16 oz..... " 13.50
Theodore Marquet Mushrooms:—
First Choice..... 27.00
Choice, 100 tins per case..... 25.00
Extra, " " .....
Hotel, " " 23.00
Truffles, ⅛.....per tin, .30
" ⅛..... " .55
" ¼..... " 1.15
" ½..... " 2.25
Shrimps, Pickled, small size..... 1.15
Dunbar's Shrimps, 2 doz., per doz..... 2.25
" Figs in Cordial, 1 doz., per doz..... 5.00
Bishop's Figs in Cordial, 1 doz., per doz..... 6.50
Crystallized Ginger, 1-lb. tins, per doz..... 4.00
" " ⅛-lb. " " 2.25
Rose's Lime Juice, per doz..... 3.60
Victor Rose Water, per doz..... 2.25
" Peach Water, per doz..... 2.25
Pitted Olives, per doz..... 1.20

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case.....	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each.....	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case.....	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case.....	2.50
" 12 " 1 "	7.20
" 5 " .....per bottle	3.50
" 2 fancy jugs .....per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case.....	2.50
" 12 " 1 "	7.20
" 5 " .....per bottle	3.50
" 2 fancy jugs.....per jug	1.50

The "Ladies' Home Companion" is finding fault with dirty grocers, and they are making the grocers' customers "sit up and take notice." You can't have dirty goods and bins like these at the same time.



10-foot Counters, $47.50
12-foot Counters, $57.00

F. O. B. PHILADELPHIA

These counters are equipped with Patented Tilting Bins, with display fronts, made of selected golden oak, highly polished.

MILLER & ENGLAND

If you want one or more, order them quickly for we won't make this price long.

7012-14-16-18 Woodland Ave.
PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.

WASHBURN-CROSBY CO'S
Gold Medal Flour



Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.70
Gold Medal	6.15
Millbourne	6.15
On Top	6.60
Ceresota	6.25
Pillsbury's Best	6.25
Taylor's Fancy	5.50
Semper Idem	4.85
Pride of the West	5.25
Sunbeam	5.15
Quaker City	5.80

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	2.85
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.90
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	3.15

FARINACEOUS GOODS.

Corn Meal—	Per Bag
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2.00
" " table, 100 lbs	1.95
Western yellow, granulated, 100 lbs	1.60
Western white, granulated, 100 lbs	1.65
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05¾
Marrows, Fancy N. Y. State, grain bags bush	2.40
Medium, Fancy N. Y. State, grain bags, bu.	2.45
Pea, fancy, N. Y. State, grain bags, bushel	2.42½
Pea, fancy, Michigan, grain bags, bushel	2.45
Red Kidneys "	2.07½
Peas—	
Green, per bushel	2.15
Scotch "	2.35
Split, yellow "	2.05
" green "	

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Lentils—	
ooooo, 110-lb. bags, per lb.	.07
Less quantity "	.07½
Shaker Corn—	
Fancy, barrels, per lb.	.06
Less quantity "	.06½
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.65
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.20
Western Pearl, 100 lb. bags	1.65
Western Grits, 100 lb. bags	1.60
Barley—	
OO	.07
No. 3, 100-lb. bags	4.10
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	7.25
" " kegs 100 lbs., per keg	3.65
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.47½
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	
H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.55
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	6.50
Avena, per keg, 90 lbs	3.35
Standard, 180-lb. bbls	6.15
" 90-lb. bags	2.95
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04½
" " less quantity "	.05¼
" Pearl, 150 lbs "	.04½
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.65
Cook's Malto Rice, 36 2-lb. packages	4.20
Cerealine Flakes, 36 packages	2.35
Force Food, 36 packages	3 65
Mapl Flake, 36 "	3.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 36 packages	3.35
Quaker Puffed Rice, 36 packages	2.70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated "	1.07½
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

The GREAT Ramly

Is the one spelled R-A-M-L-Y, the finest Turkish cigarette ever made to sell for 10 cents. So good, other cigarettes are made to look like it, so they will sell on the Ramly's reputation.

If you want to give your customers an ideal smoke, sell them the Ramly. You won't have to tell them about it the second time—they'll *ask* for it.

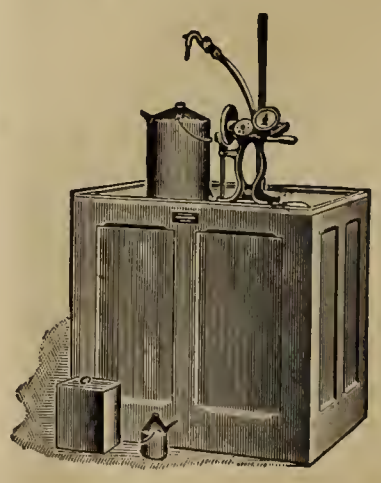
Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

It's the Cleanest Store in Town



The grocer whose customers say this of his place has accomplished something which will cause those who deal with him to forgive much. They will even pay him higher prices without grumbling just because the cleanliness of his place leads them to believe his goods are worth paying more for.

The grocer's dirtiest job is filling orders for oil and gasoline. He can't turn a faucet on or off, fill a measure and empty it into a receptacle without taking the odor to his counter. With our up-to-date tanks he touches nothing but a clean lever, the receptacle is filled automatically. A clean, sanitary, safe and economical way to handle a dirty job. Our booklet on this subject is an education in itself, would you like to read it?

Boyer, Radford & Gordon Tank and Pump Co.

DAYTON, OHIO

—32—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8⅛,	4 feet 10 inches,	12	20.00
10⅛,	6 feet,	15	25.00
12⅛,	7 feet 3 inches,	18	28.00
14⅛,	8 feet 6 inches,	21	31.00
16⅛,	9 feet 8 inches,	24	35.00
18⅛,	10 feet 10 inches,	27	40.00
20⅛,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1⅛
" " " 2
" " " 3
" " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " 1⅛
" " " 2
" " " 3
" " " 4
" Butchers', without weights, No. 0
" " " 1
" " " 2
" " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6.50	1.45	1.21
Ex. Bloaters, xxx...	40.00	20.60	10.45	2.25	1.95
Ex. Bloaters, xx...	38.00	19.60	10.00	2.15	1.77
Fancy Shore, No. 1...	36 00	18.60	9.50	2.05	1.69
Med. Shore, No. 1 ...	26.00	13.50	6.90	1.55	1.29
Large Irish, No. 2....					
Extra Irish, No. 2....					
Medium Irish, No. 2..					
Small Irish, No. 2....	22.00	11.60	6.00	1.35	1.13
Irish, No. 3.....					
Large, No. 3 ..... Herring.	20.00	10.60	5.50	1.25	1.05
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2..	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish.....	6.00	3.60	2.00	1.50	
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case.....	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.06
Medium Bank	.05¼
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.11½
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.67½
" " 100s ..... "	1.25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.10
Fancy N. Y. State, 48 1 lb	.10½
Choice N. Y. State, 50-lb. boxes	.08¼
Penn ¼s, 60-lb. bags	.07
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.20
Standard Royals, 25 lbs	.16½
Cherries—	
California, unpitted, Black, 25 lbs	.16
California, pitted, Black, 25 lbs	.25
Currants—	
Gold Medal, recleaned, 36 1s	.08¼
Gold Medal, loose, 25 lbs	.08
Private Growth, extra, cleaned, 36 lbs	.08
" cleaned, 30 lbs. bulk	.07¾
Peaches—	
Extra Fancy, pared, 25 lbs	.25
Extra Fancy Muirs, 25 lbs	.14½
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12¾
Choice Muirs, 50 lbs	.12½
Pears—	
Fancy California, Bartlett, 25 lb	.13

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.08¾	.08½	.08	.07¾
40- 50, 25 "	.08	.07¼	.07½	.07⅛
40- 50, 50 "				
50- 60, 25 "	.07½	.07¼	.07¼	.06⅞
50- 60, 50 "	.07¼			.06⅞
60- 70, 25 "	.07¼	.07	.06¾	
60- 70, 50 "	.07			
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.06	.05¾		
90-100, 25 "				
90-100, 50 "		.05¼	.05¼	
100-120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.08¾
Raisins—	
Muscatels, 4 crown, 50 lb	.07
" 3 " 50 lb	.06¾
" 2 " 50 lb	.05½
Cal. Thompson Seedless, 50 lbs	.06¾
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06½
Cal. Seedless Muscatels, 50 lbs	.06½
Roger's, Layer, Valencias, 28 lbs	.07
Llano, Layer, Valencias, 28 lbs	.07
Gilabert's, Layer, Valencias, 28 lbs	.07
Raisins, Seeded—	
G. & S. fancy, 36 1s	.08¾
Butterfly, fancy, 35 1s	.08⅝
Tiger, fancy, 36 1s	.08½
Admiral, fancy, 40 1s	.08
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12½

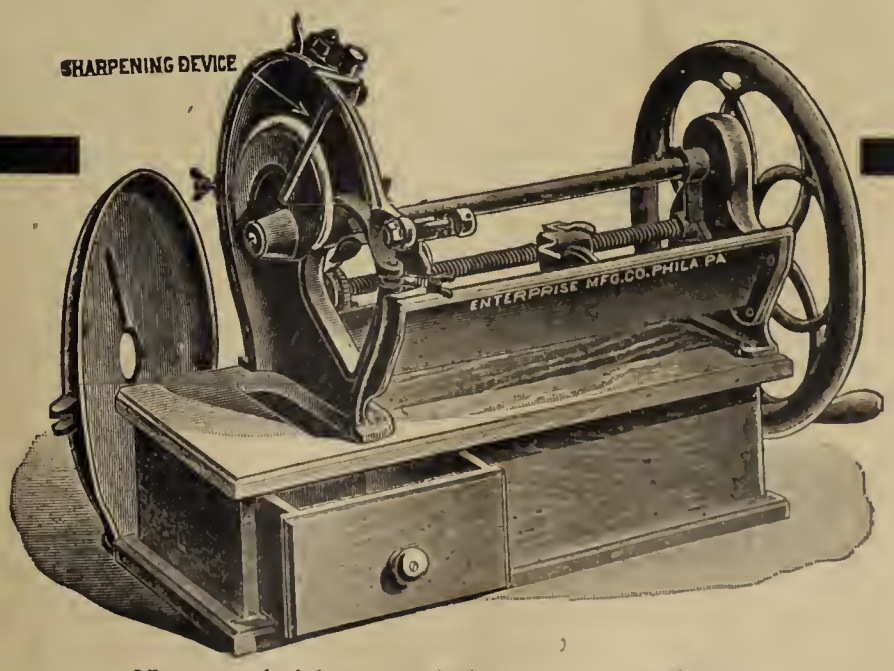
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size. ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " " 2 doz. 15-cent size, 1 lb..... per doz. 1.35	2.47½
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the
"Enterprise" Rotary Smoked Beef Shaver
greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

No. 125 (with 2 Blades) $22.50
No. 129 (with 1 Blade) 22.50

—27—

INK.

Arnold's, black, 3032.....per bottle	.48
Contioeotal, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

	Per case of 6 doz. No. o.	No. 1.	No. 2.
Lamp Chimneys—			
Macbeth, Pearl Top.....	3.90	4.10	4.80
Acme, Victor Top.....	3.60	4.20	4.80
Pure Fliot, Luster Top.....	3.00	3.60	4.20
Crystal, Crimp Top.....	2.10	2.70	3.30
No. o, Tubular Laotern Globes.....5 doz.			2.75
Cold Blast.....4½ doz.			3.38
		No. 1.	No. 2.
Jnmbo Chimneys, plain.....per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. o.	No. 1.	No. 2
Baooer Burners.....	.45	.55	.75

No charge for packages.

Oil Cans—	
1-gallon, Glass.....per doz	2.25
1- " Galvanized..... "	2.10
5- " Leoox, Spout..... "	5.00
5- " " Spigot..... "	5.50
5- " Columbia..... "	7.00
5- " Banner..... "	8.00
5- " Climax, Pump..... "	10.00
5- " Home Knle, Pumpp..... "	12.00
Lanterns—	
No. o, Standard.....per doz.	4.75
No. o. Dash..... "	7.80
Cold Blast..... "	8.00

LIME.

Prepared, s doz. in case.....per doz'	.52½
Chloride, siftlog, 25 lb. boxes, 1 lb.....per lb.	.05¼
" " .25 lb. boxes, ½ lb..... "	.06¼
Acme, 1 lb., slftlng, 85-lb. boxes.....	.05½

LYE AND POTASH.

Banner, 4 doz.....per case	3.15
Babblit's Potash, 4 doz..... "	3.30
Lewis'..... "	3.25
Red Seal, 2 doz..... "	1.87½
" 4 doz..... "	3.65
Popnlar, 4 doz..... "	1.45

MATCHES.

	Per gro
Ohio Blue Tips—	
200's, 1 gross.....per case	1.70
500's, 100 packages..... "	3.25
500's, 1 gross..... "	4.50
Ohio Noiseless—	
500's, 1 gross.....per case	3.75
King Bird—	
100's, 3 gross.....per case	2.85
500's, 1 gross..... "	4.00

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Swift & Courtney's, 800's, 1-gross case.....	1.75-1.90
" 400's, 1 "	3.50-3.70
" 500's, 1 "	3.75-4.00
Blue Hso, 800's, 1 "	1.50-1.60
" 500's, 1 "	4.00-4.85
	Per Gross.
Vulcao Parlor, 65's.....	.41
" 100's, 5-gross in case.....	.90
" 500's.....	3.95
Vulcan Safety, 65s, No. 37.....	.55
" 65s, No. 2.....	.45
Columbia Safety, No. 2, 5-gross cases.....	.55
" No. 37, 5-gross cases.....	.50
" 100's, 5-gross cases.....	.90
" No. 15, gross cases.....	1.20
" No. 32, 5-gross cases.....	.55
Safety.....	.45
Mazeppa, Parlors, 500's.....	3.50-3.75
Searchlight, 500's.....	4.25-4.50
Press, 200's.....	1.80-1.90
" 500's.....	4.50-4.75
America, 800's.....	1.30-1.35
Americao Paraffine, 500's, ex. qual.....	4.15
Telegraph, blue head, 5-gross cases.....	.60
Oor Darllog, 1 gross, No. 3, 1,000.....	5.50
Our Darling, ½ gross, No. 4, 1,000.....	2.75
Superba, 1000s, 1 gross to case.....	5 00
Red Skin, 500s, 1 gross to case.....	4.00
Pok-O-Dot, ooiseless, 500s, 1 gross to case.....	4.50
Lenox, 400s, 1 gross to case.....	3.00
Red Cross, 200s, 1 gross to case.....	1.30
Blue Ribbon, 165s, 5 gross to case.....	1 00
Blue Ribbon, 165s, 1 gross to case.....	1.05
Astral, 150s, 5 gross to case.....	.85
Astral, 150s, 1 gross to case.....	.90
Planet, 100s, 3 gross to case.....	.80

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior.....per lb.	.08¾
18, 37 and 68-lb. buckers, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 68-lb. bcks., XXX, Snperior..per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels aod half barrels, Fairmount.....per lb.	.07¾
18, 37 and 68-lb. buckets, " ..... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous.....per lb	.08¾
18, 37 and 60-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 aod 60-lb. bcks., XXX, Famous..per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Golden.....per lb.	.07¾
18, 37 and 60-lb. buckets, " ..... "	.08
Campbell's Mince Meat, 30-lb. palls..... "	.08
Mrs. Wells', bbls. & ¼ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kegs and 30-lb. kits, per lb.	.05
Crescent, bbls., ¼ bbls. and 30-lb. kits "	.04½

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Schimmel's, 30-lb. Kits, bbls., ¼ bbls...per lb.	.07½
" 18 aod 37 lb. Kanakins..... "	.08
" 10-lb. Kkns, 6 to crate...per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25
National, 30-lb. Kits, bbls., ¼ bbls.....per lb.	.05¾
Soothwark, 30-lb. palls, bbls., ¼ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars.....per case 6 jars	4.50
No. 3, glass jars..... per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden palls.....per box 6 palls	3.75
No. 10, wooden palls.....per box 6 palls	6.40
No. 18, 37 and 68, wooden palls.....	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08¾
Woodeo Palls, 18, 37 and 68 lbs.....	.09¼
Atmore's Mincemeat, No. 2, 2 doz. 10 case, per doz.....	2.00
Cartons Coodensed, (3 dozen in case,) per gross.....	11.00
Keystooe—	
Barrels, Halves, Quarters.....per lb.	.07¾
Woodeo Palls, 18, 37 and 68 lbs..... "	.08¼
Woodeo Kits, No. 20 aod 35.....	.08

OILS.

Stove Gasoline.....per gal.	.18
Headlight, 150test..... "	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz.....	12.50
" Extra, 64 oz.....	11.50
" Mammoth, quarts.....	6.50
" Extra, quarts.....	6.00
" Extra, pints.....	4.00
" Mammoth, ½ piots.....	2.75
" Extra, ½ pints.....	2.60
Fourees, 19 oz., finted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
California, quart tins.....	3.50
California, pint tins.....	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " pts., 2 doz.....	2.90
" " ½-pts., 2doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Soblime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pts., 2 doz...	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Snblime, 8-oz. flasks, 2½ doz...	6.50
" " 12-oz. " 2½ doz...	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Fioest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Snblime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tios, 20 to case.....	2.20
" " 1-gal. tins, 10 to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 18 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ⅛ gal. cans, case.....	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, Fraoce. Serial No. 6533.

Per case	
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8 50
5 gallon tios, 2 tins to case.....	26 50
1 gallon tio, 4 tins to case.....	11.00
½ gallon tio, 8 tins to case.....	12.co
32 oz. tio, 25 tins to case.....	22 00

Trade discounts oo quantity.

Jas. Hlll & Sons Co.	
Quarts, Cal. style, 1 doz. in case....per case,	8.50
Pints, " s " " ..... "	9.00
½ Pints, " s " " ..... "	4.75
Oliver's Olive Oil—	
1 dozeo large.....	6.00
2 dozeo medium.....	6.75
2 dozen small.....	4.25
6 1-gallon tins.....per gal.	2.10
10 ½-gallon tins.....per gal.	2 20
20 ¼-gallon tins.....per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz.....per doz.	.55
Stohrer's, No. 16, 2 doz.....per doz.	.95
Stohrer's, No. 32, 1 doz.....per dez.	1.85
Keystone, bottles, 2 doz.....per doz.	.95

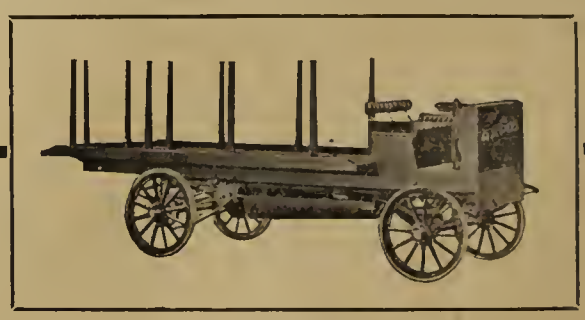
Have You Said This?

"You couldn't hire me to sell **Ariosa** Coffee because I can sell my own package coffee!"

But look what the sale of your own package coffee loses for you. It loses the advantage of the advertising we are doing to your customers, all of which helps actively to sell **Ariosa.** It loses the selling force of the fact that every man, woman and child in your town has heard of **Ariosa** and knows what it is.

And it loses the vouchers that come **to you** with **Ariosa**; vouchers, that if you will work hand in hand with us, will bring you several hundred dollars of merchandise every year gratuitously.

ARBUCKLE BROTHERS
NEW YORK



Money Savers

This truck will do more work than two double teams at about half the expense. The delivery wagon shown below will do more work than three teams at a third the expense.

Saving money is **making** money. You want to **make** money, don't you?

When you can do your hauling and delivering cheaper and quicker by Rapid Automobiles than you can by horse-drawn vehicles you have two very good reasons for using them. There is another, the Rapid Machines are so handsome they are the most effective kind of street advertisements.

Rapid Motor Vehicle Co.
WRITE FOR CATALOGUE **PONTIAC, MICH.**



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PAPER.

WRAPPING.

Manila, 15 x 20, full ..... per ream	.36
" 24 x 36, full, 20 lbs..... "	.90
" 18 x 24, full, 10 lbs..... "	.37½
" Special, 15 x 20, 6 lbs..... "	21
Manilla, Bakers', 15 x 20, 10 reams in bundle ..... per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide..... per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide..... "	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide..... "	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide..... "	.03¾
White Tea Paper, 12 x 16, reg.....per package	.14
Wax Butter Paper.....per package	.11
Parchment Butter Paper 9 X 12... "	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼.....	.....	.43	.41	.35	.31	.29
½.....	.....	.52	.50	.43	.37	.32
1.....	.78	.71	.67	.55	.49	.45
2.....	.97	.88	.85	.71	.61	.53
3.....	1.25	1.09	1.04	.89	.75	.65
4.....	1.39	1.26	1.19	1.05	.87	.77
5.....	1.65	1.47	1.38	1.21	1.07	.91
6.....	1.95	1.72	1.64	1.41	1.23	1.03
8.....	2.29	2.08	1.99	1.68	1.49	1.19
10.....	2 55	2.39	2.16	1.83	1.65	1.37
12.....	3.11	2.75	2.56	.....	.....	.....
14.....	3.97	3.56	3.20	.....	.....	.....
16.....	4.41	3.81	3.68	.....	.....	.....
20.....	4.79	4.32	4.17	.....	.....	.....
25.....	5.41	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks.....per M	4.00
25-lb. " " ..... "	5.75
50-lb. " " ..... "	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....per doz.	4.75
" " quarts ..... "	5.75
" 10-oz. jars..... "	2.50
" 10-lb. pails.....per pail	2.50
Tripe, 10-lb. pails.....per pail	.90
" 5-gal. kegs.....per keg	2.00
Pig's Feet, 10-lb. pails.....per pail	1.00
" 5-gal. kegs .....per keg	2.25

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Pickled Beef Salad, in glass.....per doz.	1.10
" Tripe, " ..... "	1.10
" Ox Heart, " ..... "	1.10
" Pig's Feet, " ..... "	1.10
Russian Sardines .....per keg	.75
" 5-lb. pails .....per pail	.50
" 10-lb. " ..... "	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs.....	.18½
Loose, barrels, 30 lbs.....	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages.....	2.10
100 10 oz. packages.....	4.00
24 20 oz. packages.....	2.05
48 20 oz. packages.....	4.00
I-X-L, 40 1s, White Rice.....	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz.....	.92½
Medium, 2 doz.....	1.45
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
Peanutene, No. 4 jars, 1 doz.....	.92½

PICKLES.

William Bros., 32 gal., 1500s.....	10.75
" " 16 " 800s.....	6.10
" " 16 " 600s.....	5.25
Barrels, 45 gal., 10,000s.....	10.75
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal.....per keg,	3.30
Sweet Pickles, 700s, 5 gal..... "	3.60
Sweet Pickles, 1,000s, 5 gal..... "	4.15
Sweet Pickles, 2,000s, 5 gal..... "	5.00
Chow-Chow, No. 1, 5 gal. kegs.....	1.95
Chow Chow, No. 2, 5 gallons.....	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz.....	.95
No. 8, Sweet Gherkins, 2 doz.....	.95
No. 8, Sour Mixed, 2 doz.....	.95
No. 8, Sour, assorted, 2 doz.....	.95
No. 8, Chow-Chow, 2 doz.....	.95
No. 8, Onions, 2 doz.....	.97½
Crosse & Blackwell's:—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—	
Glass, per case of—	

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—			
1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango— Glass, per case of—				
2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—			
1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls..	.16
" " " 40 grain, bbls...	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees.....	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain.....	.08
" " 45 "	.09
" " Extra Strength.....	.15
Crosse & Blackwell's.....per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs.....	.09½
" 14–16 lbs.....	.09¼
" 10–12 lbs.....	.10
Picnics, 6–8 lbs.....	.08½
N. Y. Shoulders, 10–12 lbs.....	.10
Dried Beef, sets (city smoked).....	.17
" Tenders and Knucks.....	.19
" Flats.....	.15
" Air Dried, sets.....	.21
" " Tenders and Knucks..	.21
Jersey Pork, Butt.....per bbl.	16.50
" Family ..... "	17.50
Breakfast Bacon, rib in.....	.10
" boneless	.11½
S. P. Bellies, 14-15 lbs.....	.09
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.17
Beef Tongues, smoked, 5-6 lbs.....per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes.....	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback.....	.12
" " large	.12
" " medium	.12
" " small	.12
" Breakfast Bacon.....	.12
" " boneless	.14
Beef, air-dried, regular sets.....	.20
" " insides and knuckles.....	.22
Ham Bologna.....	.10
Beef "	.10
Boiled Hams.....	.20
Beef Tongues..... per doz.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb.....	.12
Premium brand Hams, 12 lb.....	.11¾
Premium brand Hams, 14 lb.....	.11½
Premium brand Hams, 16 lb.....	.11½
Premium brand Hams, 18 lb.....	.11½
Premium brand skinned Hams, 18–20 lb.....	.11¾
Premium brand boiled Hams, skinned, fatless	.20
Premium brand Bacon.....	.18
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut.....	.16
Winchester brand skinned Hams, all aver....	.10
Winchester brand Picnics.....	.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.....	08½	7⅞
Plain Tubs, 50 and 60 lb. cans.....	08½	7¾
10-lb. Tin Pails, 60 lbs.....	09½	8⅜
5 " "	09⅜	8½
3 " "	09¾	8⅝

John Bower & Co.—	
Pure Kettle Rendered, tierces.....	.09¾
" " tubs.....	.09⅝
" " 3, 5 and 10-lb. cans.	.10½
Swift & Co.—	
Premium brand, tierces.....	.09¾
Silver Leaf brand, tierces...	.08¾
Jewel, compound, tierces.....	.07⅝
Cotosuet tierces.....	.07⅞

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native.....08	-.09½
Common to fair, native.....06	-.07½
Western Dressed Beef—	
Choice, native cattle.....08	-.09½
Common to fair " 06	-.07½
City Dressed Veal—	
Prime	-.13
Good to choice.....	-.08
Dressed Hogs—	
Pigs.....	-.07
Hogs, heavy.....	-.07
" 180 lbs.....	-.07
" 160 lbs.....	-.07
" 140 lbs.....	-.07
Dressed Sheep and Lambs—	
Lamb, Western, good.....	.12
Lamb, Western, culls.....	.09
Sheep, choice	.10½
" medium.....	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.90–1.00
Cow Tongues.....	.75–1.00

Here You Have It — The Five-Jar Fixture



This fixture is made in both Oak and Cherry; is substantially made, with 3-coat finish. Instead of the old-style hinges it is operated by lifting upon bale and swinging to right, thus completely exposing Jar for use. It fills the want of a larger jar display, occupying no more room than the 4-jar fixture. Besides being a silent salesman, it is an economizer. Top Jar revolves, thus making it convenient for the merchant. All trimmings nickel plated. Write for prices, etc.

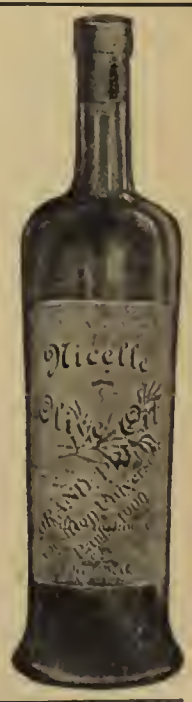
THE WELLES & DAVIS MFG. CO.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Look At It and Taste It



The minute you see **Nicelle Olive Oil** you feel sure it's a high-grade article. The package is unique and exclusive—you can't associate poor goods with it.

Taste **Nicelle Oil** and you *know* it's high grade. Nowhere else have you met that rich smoothness, that delicate yet penetrating olive flavor.

Women have told us repeatedly that their salad dressing came quicker and better with **Nicelle Oil** than with any other brand they ever tried.

Give it a chance for your own good.

NICELLE OLIVE OIL CO.
105-109 Hudson Street, New York

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per dos.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per dos.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.08
" " western		.08

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.18 –.20
" Y. T., 15 to 17 lbs	.18 –.20
Old hens and toms	.16 –.18
Common to Good	.14 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 –.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 –.24
Philadelphia, fresh killed, 3 to 3⅜ lbs. to pair, fancy	.22 –.24
Western, 4 to 4½ lbs. to pair, fancy	.18 –.20
" 3 to 3½ lbs. to pair, fancy	.18 –.22
" fair to good	.15 –.16
Fowls—	
Western, fancy	.14 – 15
Heavy Roasters, 4 to 5 lbs	.15 –.17
Fair to good	.14 –.15
Old cocks	.10 –.11
Western capons, fancy	.20 –.22
" " small	.18 –.20
Squabs—	Per dos.
Prime, large, ancy	4.00–4.50
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1¾ to 2 lbs	.18 – 20
Large Springers	.13½–.14
Fowls	.13½–.14
Roosters	–.10
Ducks	.14 –.15

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 dos. in case, per dos.	85
" 1 " "	.85
Large or No. 2, 1 " "	1.40
1-lb. cans, 1 dos. in case, per case	4.00
2-lb. " ½ " "	3.75
3-lb. " ½ " "	5.40
5-lb. " ⅛ " "	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	5 45
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz., doz.	.90
Spring Garden, fancy, No. 3, 2 doz., doz.	.80
Compass, No. 3, cans, 2 dos	.75

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 dos. in case, ⅛ lb. per dos.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ⅛ " "	8.50
P. P. Sauce, 2 dos., No. 1 "	1.50
Atmore's Genuine English Plum Pudding— Seedless:—	
Individual, per case of 2 dos	2.00
1-lb. cans, " 1 "	2.85
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ⅛ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per dos
No. 32, jars	1.05
No. 5, toy pails	2.80
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ⅛ dos	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails, per pail	1.15
Apple, 20-lb. crocks, per lb.	.07¾
Apple, Schimmel's, 30-lb. pails, per lb.	.06
Prune, 30-lb. pails, per lb.	.07¼
Jams—	Per dos.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per dos.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Dos
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		o 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size, per doz.,	1.20
Laudanum, 25c.-size, per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum, per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk, per lb.	.08
" Lump, bulk "	.08
Butter Color, W. & R., per dos.	2.00
Bluestone, bulk, per lb.	.09
Copperas, per lb	.01¾

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Camphor, gum, 1-oz. blocks	.95
" Flakes, 250 bbls	.02¼
" " less quantity	.02¾
" Tar Balls, bbls., 250 lbs.	.02½
" " less quantity	.02¾
Castoria, Fletcher's, per doz.	2.80
" Pitcher's "	.85
Carbonate of Ammonia "	.11
Epsom Salts, per lb.	.01½
Glauber Salts, per lb.	.01½
Glue, ordinary	.09½
Glue, white	.20
Glue "	.11
Goff's Cough Syrup, 25c. size, per dos.	1.75
Goff's Herb Bitters, 25c. size "	1.75
Goff's Oil Liniment, 25c. size "	1.75
Goff's Sarsaparilla, 50c. size, per dos.	3.50
Goff's Worm Syrup, 15c. size "	1.20
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size "	.75
Gum Arabic, per lb.	.55
Haarlem Oil, per dos.	.40
Licorice, P. & S., 5c. stick, Imported "	.36
" M. & R., 5-lb. boxes, per lb.	.23
" " Lozenges, 5-lb. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.84
" Root "	.11
Putty, 25-lb. cans, per 100 lbs.	1.60
" 50-lb. cans "	1.55
Petroleum Jelly, screw top, 5-c. size "	.35
" " 10.c. " "	.75
Paris Green, 100-125-lb. kegs, per lb.	29¾
" ¼-lb. packages "	.34
" ½-lb. " "	.33
" 1-lb. " "	.32
Jamaica Ginger, Hires', flasks, per dos.	.90
Rosin, per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs. "	.07
" granulated, kegs, 200 " "	.07
Sulphur, Flour, 175-lb. barrels, per 100 lbs.	2.45
" 100-lb. bags	2.25
" less quantity	.03½
Venetian Red, per lb.	.02
Whiting "	.02
	1 os. 2 os.
Husband's Magnesia, per dos.	2.85
Bull's Cough Syrup "	1.90
Roach Powder, Omega, 4-os. cans	.80
" " per gross	9.00
Roachsault, 10c.-size, 1 doz., per doz.	.80

Iron Gine, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

W. F. Young's Veterinary Remedies, wholesale prices—

	Per dos.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per dos.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per dos.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 dos. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00

Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per dos.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet	per dos.	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts		3.75
" " 2 doz. pints		4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages		2.75
" boxes, 20 packages		.55
Gee Whiz, 72 packs		.47
Fleer's Chiclets, 2 lbs., bulk		1.25
Pulver's, 20 5-cent packages	per box	.55
Pulver's, cartons, 5 boxes		2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.05⅞
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03½
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs		2.50
" " 60 bags, 5 lbs., lim		4.00
" " 22 " 14 "		3.75
" " 30 " 10 "		3.75
" " 115 " 2½ "		4.00
Worcester, Irish Linen, bags, 250 lbs		2.50
" " 56 "		.65
" " 28 "		.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl		3.00
" Pretzel, bbls. contain 280 lbs		2.40
" " sacks, 180 lbs		1.55
" Cheese, bbls. contain 280 lbs		2.40
Ivory Salt, dime size, 36 wooden boxes to case		2.20
New Ivory Salt, 24 large cartons to case		1.50
Silver Springs, quick freezing Ice cream salt, 30 in barrel	per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags		.40
" " " 140-lb. " "		.75
Agricultural Salt, 200-lb. burlaps		.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.	doz.	.87½
Durkee's, large, 1 doz.	per dos.	4.00
" small, 2 doz.	"	2.40
Schimmel's, small, 2 doz.	per dos.	.87½
My Wife's, large, 1 doz.		2.30
My Wife's, small, 2 doz.		1.45
Snider's Salad Dressing:—		
Pints, 1 doz.	per dos.	2.42
½ pints, 2 doz.	"	1.40
Luncheon, 3 doz.	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.65
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.65

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chill Sauce:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



50 YEARS THE STANDARD

BORDEN'S

Eagle Brand Condensed Milk



Three Generations Attest its Merits Give Your Trade Satisfaction

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY." NEW YORK

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.10	Mustard, Yellow..	.07
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes, "	.04½
Arm & Hammer bd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ¼, ½, 36 lbs "	.05½
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Cliequot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz, per doz.	.72
Putz Liquid, large, 3 doz, per gross,	16.50
Putz Liquid, large, 3 doz, per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Puts Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans, "	18.00
No 2, pint cans, "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans, "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs, per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.70
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	108	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Napbtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptba	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.25
" Philadelphia, 60 blocks		1.60
" " 72 blocks		1.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.00
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo, gross	6.60
Buttermilk Cosmo, doz.	.60
Buttermilk, Swift's, gross	4.05
Castile, Imported, Conti, lb.	.13½
Castile, Conti, original boxes, lb.	.11¼
Cntaneous, Dr. Raub's, doz.	.70
Elderflower, large cake, gross	4.40
Fleur-de-lis, gross	4.50
Fleur-de-lis, doz.	.45
Hearts and Flowers, gross	10.25
Maxine Elliot, gross	8.10
Oatmeal, 3 cakes in box, gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box, lb.	.09
Turkish Bath, doz.	.40
Sweetheart, 50 cakes, box	1.75
Witch Hazel, 3 cakes, ½ gross, gross	3.25
Witch Hazel, Swift's, gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2 37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.50
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz, per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ⅛ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ⅛ lb.	.40
¼ lb.	.75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St
PHILADELPHIA, PA.

No Friends Among the Wheelwrights



Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb. net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.	Per lb.
Pepper, Black	.09⅛
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, large	.18
" Medium.	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	11

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CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		06½
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅛
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅛
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs.	.04⅞
" " 3-lb. cartons, 48 lbs.	04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish, 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs	.07¼
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ⅛ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ⅛ gross		4.50
Per gross		9.00
F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅞
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 brieks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1 85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06½
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

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Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.	
Extra Fancy, No. 668	42
Extra Fancy, No 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.	
Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 104	.32
Fancy, No. 105	
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.	
Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 512, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.	
Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.		
Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 12- oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.05
Karo, 10 cent size, 2 doz.	per doz.	.87½
Karo, 25 cent size, 1 doz.		2.25



COFFEE AND TEA BINS
THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.



And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street

PHILADELPHIA, PA., U. S. A.

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Banner, in jars, compound	per dor.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz	2.40
" " medium, doz.	1.40
" " small, doz	.90
Vermont Maple Syrup, gal. tins, per gal.	1.25
" " ½-gal. tins, per doz.	7.75
Haren's Maple Syrup, qt. bottles	4.00
" " pt. bottles	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

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No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.65
80, Seal Globe, double, swing protecter	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protecter	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.05
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.30
2, Solid oval	1.50
3, Solid oval	1.70
5, Solid oval	2.10
1, Wire ends	1.15
2, Wire ends	1.35
3, Wire ends	1.55
5, Wire ends	1.95
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	.90
Perfection, 10 sets fillers	1.95

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BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corper	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

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TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed, per dos.	.18
Magic, 1½ dor. packages, per box,	.58
Yeast Foam, 1½ doz., per box	.58



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become A STAPLE ARTICLE with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment, and PAYS A FAIR PROFIT.

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The Walter M. Lowney Company

447 Commercial Street, Boston, Mass.

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases, 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-¼ gallons, per gallon	2.25

JOS. M. OLIVER & SONS

IMPORTERS 5 South Front St., Philadelphia

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

No Umbrella Wanted

We don't want grocers to hold an umbrella over us.

If **Murdoch's Corn and Laundry Starches** were not as good as Trust starches, we shouldn't ask you to buy them simply because they were independent.

We do urge their independence, but only in connection with a most positive claim, that **MURDOCH'S** starches are *better* than Trust starches.

And we believe the average grocer, all things being equal, would rather buy goods from an independent than from a Trust.

Oswego Maize Products Company

Oswego, New York

BACON

AS A BREAKFAST FOOD

There are dozens of breakfast foods on the market but none of them can take the place of Bacon; nothing is so thoroughly satisfying and nothing adds so much zest to one's life as a breakfast, the foundation of which is

Burk's "Butternut Bacon"

This Bacon is selected from corn-fed hogs, specially cured with granulated sugar, mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste impossible; wrapped in highly glazed and parchment paper and embellished on two sides with an attractive blue and white label. A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the "Five B" Bacon, because of its name

Burk's Butternut Boneless Breakfast Bacon

This Bacon was first introduced at the National Export Exposition, held in Philadelphia in 1899. It has had a steadily increasing sale each year, and today is the best known and most used Bacon in Philadelphia.

Burk's Lard

Is guaranteed to be absolutely pure and to contain nothing but what results from the rendering of good, wholesome hog fat and to contain all its original properties, none of which has been extracted.

Many brands of Lard are "pure," but the rich oils have been extracted so that the manufacturers can make a larger profit.

Such Lard is not to be compared with *Burk's*, because it lacks richness, and while cheaper in price is in reality dearer because a larger quantity must be used to produce the result.

Get in touch with us.

Louis Burk

GIRARD AVE. and THIRD ST., PHILADELPHIA



They'll Do the Rest

HOFFMAN HOUSE LITTLE PICKLES, packed in tin, are not just "pickles." They are cured differently from others, and they are packed differently.

The unusual curing gives them a snappy delicacy of flavor quite different from the puckery sharpness of other pickles.

The packing in tin gives them a novelty which has helped very greatly to sell them.

Open a can on your counter and your customers will do the rest.

The J. Weller Co.

CINCINNATI

OHIO

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



Food for Thought and Food for the Body

If you are the means of introducing something to your customers which proves to be better than anything of the kind they have ever had before, you not only get their gratitude, but their confidence. If you get these two things you are certain to hold their trade—that's food for thought.

If you recommend **Royal Peanut Butter** those who try it will find it better food for the body than almost any food product on the market.

The Universal Coupons which come to you with every case are food for the pocket book in the shape of an extra profit.

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio

Make a Specialty of Private Estate Coffee



The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

FIT MATES FOR THE BEST BREAD MADE

After getting all the business on Freihofer's Bread we could possibly take care of, we sighed for other worlds to conquer, and started to make **Macaroni, Spaghetti, Noodles** and **Pastels.**

These goods are fit mates for Freihofer's Bread, and most grocers know what that is. We have done little or no advertising to consumers for them, preferring to spend that money with the grocer to make him friendly to us and really anxious to sell our goods.

So that every case contains Universal Coupons, which will buy any necessity or luxury a grocer can want.

The *Freihofer*

VIENNA BAKING COMPANY

PHILADELPHIA, PA.



Nothing Like It Has Ever Been Made

This picture represents a floor wax which when properly applied makes wood like new. Grocers can build up a big trade on it because their customers need it—they are buying something of the kind now, and are going to paint stores to get it. If you will put a case of **MOORE'S WAX** where it can be seen and tell your trade what it will do you will get some money that is going somewhere else now. We are making it worth your while to do a little talking for this product by giving you a generous quantity of Universal Coupons with each case. You can buy anything you need with these coupons.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.



A Place of Its Own

It makes no difference how many brands of olive oil you already handle, **La Toscana** is different and will find a place of its own, regardless of the others.

It is a fancy, superfine Italian oil, smooth, rich and mellow—the superior by far of any oil made in France or Spain.

Make a window display of it, with some Italian flags and some decorations, and you'll have something that will impress everybody in your town.

J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.



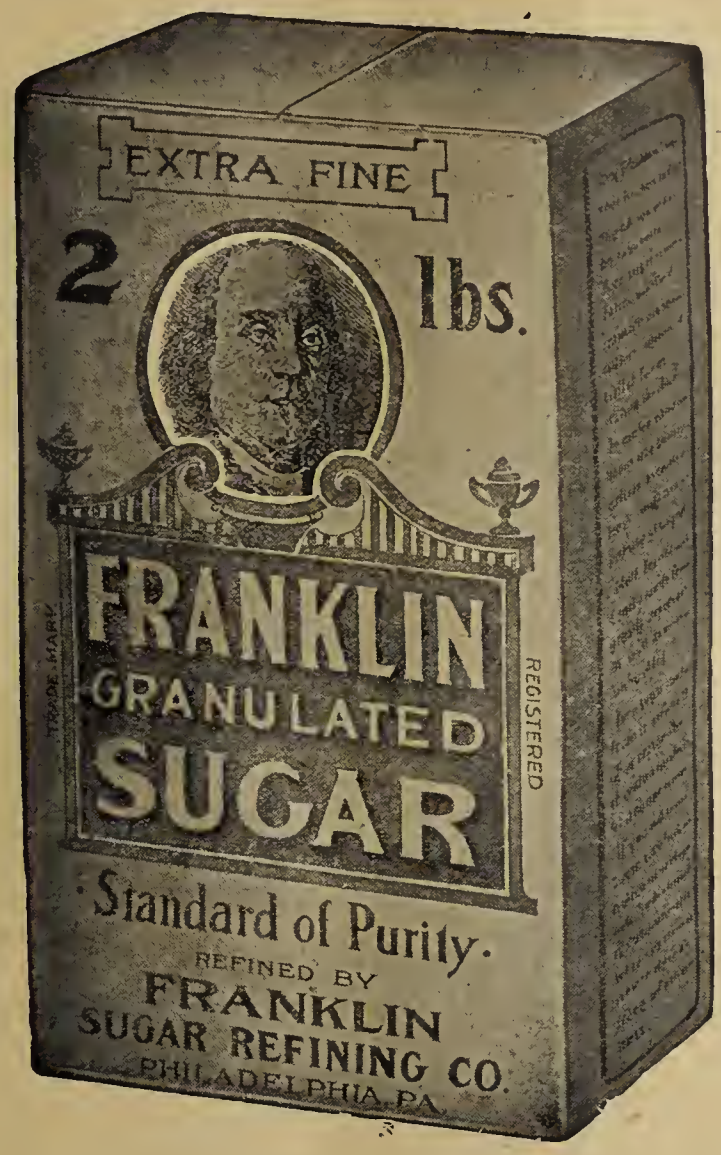
Use a Box Yourself

Before you decide positively to stock **Ohio Blue Tip Safety Matches** get a box and use it yourself. We're perfectly willing to rest our case on that box. Write us for it if you can't get it anywhere else.

You'll find every match perfect, every one instantly ready for business. Just as safe as any safety match and better because you can strike the tip anywhere.

Much safer than any parlor match.

OHIO MATCH CO.
Wadsworth, Ohio
Philadelphia Office and Warehouse
411 Marshall Street.



YOU WOULDN'T LOSE A POUND

Suppose you were to throw out your sugar barrels entirely and put in **Franklin Carton Sugar.**

Think you'd lose any sugar trade?

It's almost certain that you wouldn't lose a pound. People *must* have sugar—how many haggle over the price? You might decide to sell **Franklin Carton Sugar** at the same price you sell bulk sugar, or you may decide to ask half a cent more for it. In either case you'll sell precisely as much and sell it more quickly, more easily and much more profitably.

Why don't you do it?

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

This Tells the Tale



A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "**Knight's Cooking Extracts**" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.



THE CAKE

For St. Patrick's Day

Shaped like the famous Shamrock leaf.

Flavored with honey, baked crisp and brown. Packed in wooden boxes holding about 20 lbs. Each box has two large Shamrock Labels—one on front and one inside the lid.

Price 9 Cents per Lb.

Freight Paid on 3 boxes or more to any point in Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Massachusetts, Connecticut and Rhode Island.

Yours truly,

Biscuit Baker
625-627 North Broad Street

J. S. IVINS' SON
Philadelphia, Pa.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

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Pennsylvania Wholesale Grocery Salesman's Commissions Cannot be Attached for Debt

Case Brought by Maryland Concern Against Salesman of Thomas Roberts & Co. Ends in Decision that Commissions are Practically Wages and as Such are Exempt from Attachment. But Where Salesman Employs Brokers His Share of Their Brokerage Can be Attached.

A Pennsylvania court has just decided in a case brought before it that the commissions of a wholesale grocery salesman which remain unpaid in the hands of his employer are not subject to attachment for debt.

The case was that of O'Neill & Co. against Alfred K. Beasley, salesman for Thomas Roberts & Co., a Philadelphia wholesale grocery house.

O'Neill & Co. had a claim against Beasley, Roberts & Co. owed Beasley some money for commissions and O'Neill attached it in their hands. In a long and comprehensive opinion the court decides that it is not subject to attachment.

Beasley was first sued in a justice court of Maryland, and judgment was granted against him. The case was then transferred to Pennsylvania and foreign attachment issued. The salesman-defendant drew no salary, but was paid in commissions under a contract dated January 6, 1906, by which he was to cover Maryland and the District of Columbia for Roberts & Co. upon the following terms: Upon all goods where the profits of the house averaged 8 per cent. he was to receive 40 per cent.; where they averaged 7 per cent. he was to be paid 37½ per cent., where they averaged 6 per cent. he was to be paid 30 per cent., and 25 per cent. where they averaged 5 per cent. The agreement also provided that Beasley was to employ brokers if he liked, but if he did, he should pay their brokerage himself.

At the time of the attaching of his commission Beasley had two funds in Roberts & Co's hands. One consisted of the commissions due him for his own personal work, and the other of other moneys representing his share of the commissions due upon goods sold by his brokers. The court decided that the first fund could not be attached, because it was practically wages, and wages were not subject to attachment in Pennsylvania. The second fund, however, could be attached, because it was in no sense wages, being only Beasley's portion for work actually performed by others; in other words, profits and not wages. The attachment was therefore permitted to rest as to 10 per cent. of the fund garnished, that being about the percentage of his business which Beasley said was done through brokers. The claim was for $99.45, and the 10 per cent. attached more than paid it in full.

Charges of Tea Misbranding.

Ceylon Tea Interests Contend that Certain Brands Sold as "Ceylon-India Blends" are Wrongly Labelled Because they Contain Congou. Status of Such Tea Under the Law.

It is understood that the official representatives of the Ceylon Government in this country may soon bring charges of misbranding under the food law against certain of the large foreign packers, notably Lipton & Co. The charge will be based on the alleged fact that certain of the Lipton brands, though sold as Indian and Ceylon blends, really contain a good percentage of Congou tea. This they claim is misrepresenting Ceylon-India tea, as it is putting out a blend under that name which is really not a Ceylon-India tea at all.

There seems to be ample evidence that certain of the Lipton blends do contain Congou tea. In no sense does this make the tea any poorer, in fact, there is some reason for believing that it improves it. Since it costs as much as Ceylon-India, it is not used for adulteration. Nevertheless, the Ceylon people claim that such a mixture is misbranded under the Federal food law, and there can be no question, if it contains Congou, but that it is. They object to it because a person who drinks tea containing Congou will get an impression of Ceylon-India to which Ceylon-India tea containing no Congou will not conform. The user will thus be apt to conclude that the real Ceylon tea is not genuine or is inferior, since it does not conform to the false standard set up.

Short Weight and High Priced Butter Helps Oleo.

So Says Iowa Dairy Commissioner in Reporting Large Increase in Oleo Sales in His State.

Mr. H. R. Wright, Dairy Commissioner of the State of Iowa, expresses the belief, which he backs with figures, that the high prices ruling on butter during the last year have been largely instrumental in increasing the sale of oleomargarine. He makes the following statement:—

> Manufacturers of oleomargarine are more than ever pushing the sale of the uncolored product in the State of Iowa on its merits. While there are still innumerable instances where oleomargarine is sold or furnished to the consumer as butter, it is true that a very large number of retail dealers are attempting to sell oleomargarine for what it is, and in strict compliance with the law. Statistics show considerable increase in the manufacture of oleomargarine for the year ending June 30, 1907.
>
> The prevailing high price of butter for the last eighteen months has been a great factor in this increase, and the fact must be recognized that when butter retails at from thirty to thirty-five cents a pound the legitimate demand for oleomargarine is necessarily increased. This is particularly evidenced by the increased number of retail dealers' licenses issued in this State.
>
> The best argument at the command of the dealer in oleomargarine is the presence on the market of butter of poor quality. The next best argument is the presence of too many so-called pound bricks of butter actually weighing an ounce or more short in weight. The dealer in butter who sells a product of poor quality or a short weight package is the greatest enemy that the butter industry has at the present time. His practices besides being dishonest, make possible too often successful competition by the dealer in oleomargarine.

The commissioner also warns against the presence in butter of more than 16 per cent. of water.

Benzoate and Sulphur Questions Apparently Settled.

Board Says One-tenth of One Per Cent. Can be Used and Sulphur in Ordinary Quantities. Believed to Finally Settle Both Problems. Almost No Restrictions at All as to Sulphur.

Although not ostensibly handed down as a final decision, the Federal Food and Drug Board has issued a new ruling on the question of using benzoate of soda and sulphur dioxide in food which everybody believes does actually settle these questions finally. The decision is as follows:—

> The question of the addition to food of minute quantities of benzoate of soda and of sulphur dioxide will be certified immediately by the Secretary of Agriculture to the referee board of consulting scientific experts.
>
> Pending determination by the referee board of the wholesomeness or unwholesomeness of these substances, their use will be allowed under the following restrictions:—
>
> Benzoate of soda, in quantities not exceeding one-tenth of 1 per cent. may be added to those foods in which generally heretofore it has been so used. The addition of benzoate of soda shall be plainly stated upon the label of each package of such food.
>
> "No objection will be made to foods which contain the ordinary quantities of sulphur dioxide, if the fact that such foods have been so prepared is plainly stated upon the label of each package.
>
> An abnormal quantity of sulphur dioxide placed in food for the purpose of marketing an excessive moisture content, will be regarded as fraudulent adulteration, under the Food and Drugs Act of June 30, 1906, and will be proceeded against accordingly.
>
> "Food inspection decision, No. 76, issued July 13, 1907, is hereby amended accordingly.

The food authorities have temporized so long with these two questions, particularly that concerning benzoate, that, as stated, the above decision is accepted as evidence that the board is getting out of the matter by shelving the question indefinitely.

The percentage of benzoate now authorized as a preservative is the same as all manufacturers use, viz., one-tenth of 1 per cent. Some surprise is expressed as to the board's liberality toward the use of sulphur in dried fruits and molasses. The thirty-five-one thousandths of 1 per cent authorized by Food Inspection Decision No. 76 is now swept aside, and users of sulphur are now permitted to employ it in "ordinary quantities." This leaves them to be the sole judge, and practically amounts to no restriction at all.

Name Changed==
No Change in the FOOD!

—

POST (Formerly called Elijah's Manna)
TOASTIES

(Above is exact wording on package)

All our advertising copy explains the change in name from "ELIJAH'S MANNA" to "POST TOASTIES," thus relieving the Dealer from all controversy.

We guarantee sales of this product—keep it moving by our well-known liberal and effective line of advertising.

33⅓ per cent. profit on "Post Toasties" means good money handling this most popular of Corn Flake Foods.

"POST TOASTIES" have the same special "toasty" flavor which made "Elijah's Manna" famous. This makes the food a "prodigious repeater."

"The Taste Lingers"

—

Postum Cereal Co., Ltd., Battle Creek, Mich., U. S. A.

More Ways of Making a Store Distinctive.

Things Merchants Have Done to Brush Up Business. Soap Club Shown Up. Special Ways of Booming Special Sales.

[Following appear more of the suggestions from the experience of many merchants in giving an extra impetus to their trade, and collated by But'er Brothers.]

A 3-cent counter is a big feature in a Maine merchant's store. Among the many articles he offers are: 1 dozen pens, a bottle of ink or mucilage, a 60-inch tape measure, a dozen shoe laces, sleeve elastics, toilet soaps, 6 colored pencils, 1 dozen Japanese napkins, child's harmonica and a blank book.

* * *

A furniture dealer in a small town took this means to prove to the patrons of a soap club firm that they had lost money by the deal. He found the transaction had cost each family over $14 for the soap and the premium, plus the freight. Taking a sample of the soap he carried it to the best grocer in town and found he sold that soap for $5.50 per gross. He found, too, that he could sell practically the exact counterpart of the premium Morris chair for $6, so that the soap club patrons paid $14 and cartage for what they could have bought in their home town for $11.50. This dealer sent for one of the Morris chairs and displayed it in his show window with an explanation of the entire transaction.

* * *

In a Massachusetts city a store advertised free garden seeds for the asking, with every purchase made at their store on a certain Monday.

* * *

An Illinois merchant placed a beautiful doll, "Princess Aline," in his show window surrounded by fifty other dolls. For five weeks in March and April his customers were allowed a vote with every 10-cent purchase and the fifty little girls receiving the largest number of votes received one of the dolls, the "Princess" going to the child receiving the greatest number.

* * *

An Ohio city store recently held an opening at which souvenirs were given to all people visiting the store. In a single day 9,000 ferns were given to women visitors and 4,000 cigars were given the men during the same time.

* * *

A telephone can be made of decided service in advertising a special sale. Have your most pleasant-voiced clerk call up every woman on the line and tell her that you have just opened up and placed your line on display and would be glad to have her examine it as soon as she can find it convenient to visit your store. Such an act will impress every woman that she ought to call to repay you for your trouble, and will also serve to acquaint your trade with the arrival of your goods.

* * *

A Western store recently used this plan in encouraging its clerks to look after the window display

120 PER CENT. PROFIT

You are too shrewd a business man to miss an opportunity of making more than one hundred per cent. profit when you can do so on an article that is in constant demand.

PULVER'S KOLA PEPSIN GUM

pays the dealer that profit, and in addition carries the UNIVERSAL COUPON.

Pulver's Gum is well known and liked on account of its superior quality and delightful flavor. Prices and particulars on request.

Pulver Chocolate & Chicle Mfg. Co., Rochester, N.Y.

THIS IS US!!

The Original Wholesale Cash Grocers

Circulating INTERESTING Prices on RELIABLE QUALITY GOODS

Soliciting the VALUED PATRONAGE of the CASH Buying Retail Grocer

CANDY!!

AN EXTRA BARGAIN!!

BLUE RIBBON CREAMS
VANILLA FUDGE
CHOCOLATE FUDGE
CREAM FUDGE
FRUIT FUDGE
ITALIAN CREAMS

ANY KIND
Boxes about 30 lbs.
7c. per lb.

Positively fresh goods. The best and cheapest line of candy ever offered on this market.

Order 5 or 10 boxes and if you are not highly pleased with your bargain, you may return at our expense.

EASTER JELLY EGGS Either Size, 6 for 1c.; 10 for 1c., 20 for 1c. Barrels, per lb., 6¾c. 30-lb. Pails, per lb., 7⅜c. 10 for 1c. are the most popular size.

Thorn's Extra Trenton Crackers, bbls.	per lb.,	.03¾
Buttermilk Toilet Soap, Genuine Cosmo	per gr.,	$5.95
Silver Cow Evaporated Milk, Family Size, 4 dozen	per case,	3.30
Baker Corn, 2 dozen, Single Cases	per doz.,	.82½
10-case lots	per doz.,	.80
Extra Quality Evaporated Apples, very white and clean, simply beauties, 48-1-lb. cartons	per lb.,	.09½
Fancy Evaporated Apples, 25-lb. boxes	per lb.,	.09⅜
Extra Choice Evaporated Apples, 50-lb. boxes, single boxes	per lb.,	.07¾
5 or 10-box lots	per lb.,	.07⅝
30-40s Royal Club Fancy Oregon Prunes, 25-lb. boxes	per lb.,	.07
40-50s Royal Club Fancy Oregon Prunes, 25-lb. boxes	per lb.,	.06½
50-60s Royal Club Fancy Oregon Prunes, 25-lb. boxes	per lb.,	.06
5 or 10-box lots, ⅛c. per lb. less.		
Griffin & Skelly's Fancy Coast Packed Seeded Raisins, 36-1s	per lb.,	.08
Malpaca Brand Fancy Coast Packed Seeded Raisins, 36-1s	per lb.,	.07⅞
Harvest Brand Choice Coast Packed Seeded Raisins, 36-1s	per lb.,	.07
Victor Brand California Seedless Raisins, stemmed and cleaned, 40-1-lb. packs	per lb.,	.07½
These Raisins ⅛c. per lb. less in 5 or 10-box lots.		
Extra Quality Nutmegs, 105s to 110s, cases about 60 lbs	per lb.,	.13
75s to 80s, cases about 60 lbs.	per lb.,	.15½
Nutmegs are very CHEAP and will be HIGHER.		

These Prices for This Week Only—March 9th to March 14th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street, 28 N. Delaware Avenue **Phila., Pa.**

without interfering with the store's regular business. Two cash prizes were offered for the best two window displays arranged by the employees each month; the windows were changed each week. The work was to be done either after the store had closed at night or before it opened in the morning. The employees took a lively interest in the work and the appearance of the store was improved fully 50 per cent.

* * *

A Chicago grocer sends a circular illustrating a good many interesting things, but folded in such a way that there is a page for each day, until the next issue is due. Each page is headed by some special offer given for the day only, followed by others of general interest.

* * *

A concern in an Ohio city advertised a special sale by sending out fifteen balloons, to each of which a sealed tin box was attached. Every box contained a number, which entitled the holder to a prize. These consisted of pieces of furniture, varying from a $40 sideboard to a $1 tabourette. In addition, a $15 kitchen cabinet was offered to the person guessing nearest to the number of persons visiting the store on the opening day.

* * *

A Canadian merchant calls his store "The Good Luck Store." The horseshoe figures conspicuously in the store and everything belonging to it. Against the railing of the balcony in the rear of the store is a great horseshoe, outlined with incandescent lamps. The lamps are concealed in artificial roses, made of red and white asbestos paper. A large horseshoe stands against the rear wall of the window, while the price tickets have the outline of the horseshoe. A gold scarf pin in the form of a miniature horseshoe is offered to every purchased of $1.50 worth of neckwear.

* * *

A Connecticut firm held a 25-cent package sale, in which purchases aggregating over $5,000 worth of new merchandise were placed in packages. In a previous sale of the same character, one purchaser found a $2 blanket robe, another a $2 umbrella and another a $2.50 shirtwaist in their packages.

Food Authorities Run Coffee Fake Down

Begins First Prosecution Under Federal Food Law Against Boston (Mass.) Concern that Said Caffeine was Removed from Its Coffee.

The Federal food authorities have begun an action against a New England coffee concern, which is charged with making false representations regarding the alleged removal of chaff and tannin from their brand. This is the old tannin fake which was originated by the Tabard Inn Food Co. and adopted by four or five concerns in various parts of the country.

The concern which is made defendant in the action now brought is the Clark, Coggins & Johnson Co., of Boston, Mass., and the prosecution is based on a pound of coffee shipped from that city to Washington on May 22, 1907. The brand contained the statement that the contents were detannated coffee which was made healthy "by the removal of bitter tannin bearing cellulose by a special process."

The information declares that the branding on the can was misleading in that a purchaser would be led to believe that caffetannic acid or tannin, which is an ingredient common to coffee, had been removed, when it alleges in fact it was not removed.

Concerning this fake, the "Grocery World" published an article from Dr. Henry Leffmann, of Philadelphia, several months ago, demonstrating beyond all argument that it was chemically impossible to remove caffeine from coffee, for the reason that caffeine is the active principle of coffee, and if it were removed the substance would cease to be coffee.

It is said that several other suits will follow against other defendants on the same charge.

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730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

To the Trade:

England consumes nearly four times as much of

CEYLON TEA

as of all others, save India, although she has been getting it only one-eighth as long

WHY?

Mainly because, of all Western peoples, the English best know tea.

For the Same Reason

ENGLAND CONSUMES ABOUT 6 LBS. AND CANADA 5 LBS. TO THE UNITED STATES 1¼ LBS. OF TEA PER CAPITA. EVERY ENGLISH GROCER KNOWS TEA; HE HAS MADE IT A STUDY.

Grocery World

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Selfishness and Inconsistency.

The selfishness and inconsistency of the wholesale grocers who are opposing the right of retail buying exchanges to buy direct has already been shown up in divers ways; listen to another bit of proof about it:

The jobbers say their attitude has been taken in all fairness; that all they ask is that the trade be properly divided into manufacturers, jobbers and retailers, and that the jobber be made to buy of the manufacturers and the retailers of the jobbers. A fair classification, and one existent since trade began, they say.

And yet these estimable gentlemen who build their cause on fairness and mouth the word so lovingly, tie themselves absolutely up to one match manufacturer and boycott all the others! "It's good business to do so," they may answer. Of course, and the very minute "business" comes in, principles go out. So it is a matter of business to have the retailers cut off if they can, but in this case it happily happens to be in accord with "principles."

So long as the jobbers continue to say that no retailers' organization has the right to buy from anybody but a jobber, *because* they are retailers, they must admit if they have the slightest inkling of what consistency means, that no jobber has the right to manufacture or pack anything, because that work belongs to the department above him.

No such purely artificial subdivision of the trade has ever lived or ever could live, for it would prevent men from getting what their power entitles them to have. Nobody will stand that very long.

The Benzoate Decision.

The decision at last made by the Federal Food and Drug Board giving the use of benzoate of soda a legal status as a preservative, if not used in excess of one-tenth of 1 per cent., confirms another opinion which the "Grocery World" has again and again expressed since the question first arose. Sulphur dioxide used for bleaching molasses and dried fruits is also permitted to be used "in ordinary quantities." This gives even a wider latitude than in the use of benzoate, for it establishes the user as the judge, with almost infinite discretion.

Thus are Dr. Wiley's cumbrous salt and steam plant theories brushed aside again.

The "Grocery World" has persistently expressed the opinion that the food authorities would not, and legally could not, forbid the use of these substances in minute quantities, for the reason that they could not be shown to render food injurious to health. The writer has discussed this phase of the food law with many chemists; he has not found one who contended otherwise. And for this reason and this reason alone, it can be depended on, the present decision is made. Not to do the trade a favor, not to grant any concession, but to do that for which there was no legal alternative.

For the present, Dr. Wiley's sun seems to be in the descendant.

The Defense of Scrapple.

The "National Tribune" is so pettish over the fact that its ignorance of a great National dish, scrapple, has been exposed that it cannot let the discussion drop. Here is what it says in its last issue:—

> The editor of the "Grocery World" has the illogicalness of a woman or a very young man. If this scrapple habit has been as extensive and pervading as he represents it must have been formed at least as far back as war times, and there would have been some manifestation of it then. If it was so delicious as he represents, the Pennsylvania boys would certainly have had some of it sent them as a pleasing variant of our steady diet of hardtack and ventral parts of the hog. Were it not from the fact that a manufacturer has built up a great trade with Pennsylvanians who left the State years ago we would assume that scrapple was like Quaker Oats, Force and other dyspepsia-creating breakfast foods, the demand for which has been built up by cunning advertisers, whose greed for gold makes them reckless as to the awful result of making this a land ridden by dyspepsia and cursed by biliousness.

Of course, the attack on breakfast foods is nonsensical, for whatever may be said about cereals they could never create dyspepsia.

Here we have one of the most illuminating revelations of what comes from not eating scrapple. The editor of the "National Tribune is a hopeless antique, still mooning along in war times, loudly crying that because he didn't see any scrapple in the 60s it couldn't exist now! There are no such points of view among scrapple eaters.

Why?

Here is a dispatch from Pittsburg, Pa., that is worthy of note:—

> Pittsburg, Feb. 28.—It's dangerous to hug the butcher's boy in the presence of a third party. Miram Casche, aged 14 years, was before Judge Ford, in Juvenile Court this afternoon, charged with taking wearing apparel from a house where she was employed, which did not belong to her. Judge Ford asked Miram what she had to say for herself.
>
> "I'm afraid to say anything," she declared. "You see it's this way, Judge. The butcher's boy is a fine-looking young fellow, and every day when he'd come to our house the missus would take him in and hug and kiss him. One day I got mad at the missus and told her husband about it. The missus was so mad that she declared she would have me before you within a week. Well, I'm here, Judge."
>
> Judge Ford questioned the girl at length, and found to his satisfaction that she was telling the truth. The woman who had complained against Miram failed to put in an appearance and testify, and the Court dismissed her.

And yet all grocers and meat dealers agree that the supply of clerks by no means equals the demand. How odd.

Oleo Reforms.

The Western oleo interests have at last unearthed a butter trust, and are setting it up to knock it down in their oleo advertisements. Here is a sample taken from a St. Louis paper:—

> It is a strange coincident that six months ago one could count on one hand the grocers who had licenses to sell oleomargarine, yet to-day, there are over a hundred retail grocers in St. Louis and a good number outside of the city who are not only selling it but making good money.
>
> The peculiar part of it, too, is that some of the most prominent grocers of the West End, men who sell only the best grade of groceries and who urge the sale of profitable products are now handling
>
> BLANTON CREAMO BUTTERINE.
>
> They would not put it in stock if it was not a meritorious article and did not pay a big profit.
>
> We are taking out seven to ten licenses a day for retail grocers of St. Louis, which shows that the retailers are waking up and intend no longer to be servants for the butter trust.
>
> The grocer who thinks for himself is the one who is selling Blanton Creamo Buttering and it is surprising to note the number who are getting wise to the fact that selling butter means no profit while selling Blanton Creamo Butterine means a good profit.
>
> Shall we send a notary to your store to take your acknowledgment without any expense?

Nobody could possibly object to oleomargarine so long as it comes forth in its true colors like this. Of course, that reference to the butter trust is an advertising fake, but the idea of advertising butterine as butterine is honest and shows a great change from old methods.

The oleo industry is not reformed, however; there are still about as many thieves and liars in it as ever.

Dr. Wiley and the Trade Journals.

In the course of an address delivered before the Wholesale Grocers' Association on Thursday evening last, Dr. H. W. Wiley, of Washington, D. C., who was present as a guest, is credited by the Philadelphia "Press" with the following language:—

> The tirade that trade journals have been making against the National and State officials and their efforts to improve foodstuffs should be stopped. It does not cause them to lose sleep and only hurts the grocers, wholesale and retail, because it generates a feeling of unrest and suspicion and people do not buy as freely as they might. The opinions of experts have been printed in the trade papers, but as I said before, you know what I think of experts.

The "Grocery World" does not know whether Dr. Wiley included this journal in his reference to critical trade journals, but it assumes that he did, since no grocery trade journal has critcised the Wiley attitudes more than the "Grocery World." There is really only one thing to say in answer, and that is that every one of the five or six reversals which the three secretaries have recently made of Dr. Wiley's policies has been in exact conformity with opinions expressed by the "Grocery World."

That being true, and it is absolutely true, the "Grocery World's" criti-

cisms not only become legitimate, but they become the expression of the official truth. It is Dr. Wiley who has created the unrest; not the trade journals.

AMONG THE TRADE.

The Postum Cereal Co. has transferred its Philadelphia account from H. H. Stoop to Charles C. Miller & Co.

A controversy between two of the largest condensed milk packers has reduced the price of several brands of condensed milk in the local market. There is no market decline, however, milk being very scarce and some packers being almost out of the market.

Rolled oats in bulk advanced 15 cents per barrel during the week. This makes the present large way price, barrels, $6.

Soap Powder Season is Here.

Start the Spring season with a full line of Chas. W. Young & Co's soaps and soap powders. This firm's soap powder is the best powder on the market; it is absolutely pure, white and will not harm either the hands or clothes. The box fronts and wrappers are redeemed for gifts.

The Merchant Who Starts Crooked.

Two young men have just started in the wholesale syrup business at 12 Vine street under auspices which may not bring them the success they might otherwise deserve.

There is much in starting right, I think.

These young men were up to to the time of starting their own business, employees of the Central Refinery, 248 North Delaware avenue, Philadelphia, one being the shipping clerk and the other salesman. Their trade name is the "Philadelphia Refinery," and their location immediately around the corner from their old employers'.

So far, so good.

The partner in the new concern who was the Central's shipping clerk naturally had at his command a list of all the Central Refining Co's customers. As soon as the new concern started in business, these customers began to receive postals like the following:—

> Dear Sirs:—We quote table syrup flavored as Apollo Brand at 28 cents. If in the market would be pleased to hear from you.
>
> Yours respectfully,
> PHILADELPHIA REFINERY.

"Apollo" is a brand long used by the Central Refinery Co. It sells at somewhat more than 28 cents.

Now, I have no direct evidence at all that this shipping clerk secretly copied the lists of his employers' customers and is now using them to dishonorably work up business for himself. Naturally, the fact that he had access to them, that the persons on that list are now receiving his postals and that the postals name a brand which, as shipping clerk for the Central Refinery, he knew the addressee of the postal had been getting, are significant. I am entitled to draw a conclusion from these facts if I like.

But I hope for the sake of these young men themselves that they are not guilty of such a thing as this. Nobody who begins business on stolen capital can ever thoroughly succeed. Providence couldn't afford to put such a premium on fraud.

There have been many other cases like this looks to be. I have personally known of several where an employee actually filled a pile of note books with the secret details of his employer's business — stolen details. After he had the thing pat he resigned and began on his own account on the information he had filched.

Call such a man a thief and he would probably resent it in the sincerest indignation. Yet he is a thief, and a mean thief at that.

There is no excuse for the crooked merchant, naturally, and yet there is possibly a symptom of extenuation for him who starts straight, but who is later harassed by competition into departing from the straight line.

But there is neither excuse nor extenuation for the business man who *starts* crooked. He has made a deliberate choice. Very likely he will be crooked all his life.

E. J. B.

All polish, there is no clay or other adulterants in

DIXON'S
POWDERED
Stove Polish

We are making the new Dixon Powdered Stove Polish just as if the most rigid "pure food" law had been applied to it. Notice how light in weight a box of this stove polish is compared to its bulk—graphite, the actual polishing material is very light you know.

Write our Stove Polish Department for profitable points about above polish.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

GOOD TIME TO PUSH A GOOD THING



"It's All in the Shreds"

The prices of foods of all kinds are soaring skyward. Your customers naturally "squeal."

If you carry

SHREDDED WHEAT BISCUIT AND TRISCUIT

you can always please a dissatisfied customer. Shredded Wheat contains more muscle-building, strength-giving material than meat, eggs or vegetables, and is always the same price, always pure, always clean, always wholesome. It's a good time to push it.

THE NATURAL FOOD COMPANY, NIAGARA FALLS, N. Y.

The New York Letter

Treasury Department at Odds with Federal Food Board. Arbitration Upheld in Grocery Differences. Firms Booked for Food Show. Lenten Grocery Prospects. Brooklyn Retailers Declare for Quantity Basis of Buying. Small News of the New York Trade.

Special correspondence of "Grocery World."

New York, March 6, 1908.

Much interest has been awakened, especially among wholesale grocers and importers, by an order received here this week releasing about 200 consignments of various food products that had been held at the Customs House on the orders of the Pure Food Bureau of the Department of Agriculture. The order of release came from the Treasury Department at Washington and this has led to the report that after this the Food Bureau's authority in these matters will not be so great as heretofore. Until this order came, the customs officials were guided entirely by the directions received from the Food Bureau as to holding or releasing shipments of food, about which questions were raised under the Food and Drug Law.

The report is that the Treasury Department will no longer extend this degree of courtesy to the other department and that when there is no question as to the quality of the food, then the customs officers may decide as to holding consignments.

In the 200 or so instances in which releases were ordered, the questions were chiefly as to whether or not the labels conformed to the provisions of the law. Quite commonly, it is said, the variation from the law was technical and not likely to lead to deception.

Another question was as to bottles of olive oil and wines which were labeled quarts and pints, although the quantity was actually less than those standards.

In all the cases the importers were willing to relabel the imports in any manner that would be agreeable to the officials, but the importers objected to reshipping the food back to Europe to get new labels. The Food Bureau has been ordering, as a rule, the return of such food to the European shippers. The reason given is that otherwise there is a premium on incorrect and deceptive labels, since shippers are willing to assume the risk of detection, if the only penalty is the placing of correct labels on the goods in this country. As only a portion of the cans or bottles or other packages can be examined, it is argued, those shippers who are inclined to evade the law could often get a large part of their shipments through the lines without detection, and as to the rest, the placing of new labels would be an easy task.

The return of the imports was, therefore, looked upon as a real penalty, but the present order of the Treasury Department makes a change in this policy. Collector Fowler says that the order is specific as to certain shipments and is not a general order. Yet some of the wholesalers think that it will be followed by similar orders in other cases and that as a result, shipments and deliveries will be facilitated and much vexatious delays of the past will be eliminated.

As nobody, not even any of the importers who have been asking for a more lenient administration of the law, openly favors anything in the way of actual deception of the public, the question is as to what is likely to deceive the public. If the officials are of different opinions as to what should be done, it may also be said that the men in the trade are also divided in opinion. Some say that the most stringent regulations should be enforced so that loose methods may not again creep into the food business.

While the importers say that the question as to the quantity of oil, wine or liquor in bottles is absurd, because everybody knows that full quarts or pints are not intended by the use of such words, others feel differently. Some retail grocers are making a feature of selling quart and pint bottles that have the full quantity and making plain this distinction to customers, who otherwise might not think about it.

* * *

Arbitration as a method of settling trade differences was sustained by the special term of the Supreme Court in a decision handed down this week in favor of William Hills, Jr., the importer of this city, against the Diehm-Fansler Grocery Co., East St. Louis. The controversy was over a transaction in raisins and dates sold to the grocers last August. It was claimed by the grocers that some of the stock was not up to samples and that Mr. Hills failed to keep his agreement, because the dates were placed in a warehouse, but not in cold storage. The issue was first submitted to arbitrators in accordance with the rules of the Dried Fruit Association of New York, and the decision was against the grocers on both the points which they raised. The East St. Louis company then tried to prevent the decision of the arbitrators from being confirmed by the court, but this has now been done. It is possible that there will an appeal.

* * *

A partial list of the exhibitors who have taken space in the Pure Food Exposition to open here March 26th, follows; B. T. Babbitt, Walter Baker & Co., Borden's Condensed Milk Co., Consumers' Biscuit and Manufacturing Co., The Fleischman Co., Clysmic Water Co., Friehofer Vienna Bakery, B. Fischer & Co., Charles Gulden, H. J. Heinz Co., Franklin Mills Co., Joseph Dixon Crucible Co., Huntoon Water Co., Great Western Cereal Co., Italian-Swiss Colony Co., Kirkman & Co., Millen's Grape Juice, C. F. Mueller Co., Falcon Packing Co., Wm. G. Moehring Co., New York City Milling Co., Natural Food Co., Popper Grey & Co., E. C. Rich, G. B. Seely's Son, Quaker Oats Co., Rohe Bros., Hy. A. Saddler Co., Stollwerk's Cocoa, Studebacker Co., Steel Drake Bakery Co., Washburn-Crosby Co., A. Van Praag.

The New York Retail Grocers' Union devoted its meeting Monday night to the arrangements for the coming exhibit and for the annual banquet and reception to be given next Wednesday evening in Vienna Hall.

* * *

Some of the retailers have noted lately that the jobbers are getting more insistent in getting ten-day payments. This is said to be not altogether due to the financial conditions. It is complained that grocers who are members of buying exchanges are prompt to meet the bills of the exchange, but take their time about paying the jobber. So it is suspected that the jobber is trying to even things up with the members of the exchange, although he may be as liberal as ever with those who give him their entire trade. Retailers think that this policy will not tend to draw any of their num-

Two-Minute Sermons for the Retail Grocer

XXXII.—Plans Without Executors.

The man who can plan, but not execute, needs a partner.

Many men have the ability to plan things so they can be carried through to success, but cannot themselves follow out the plans and make the right kind of an ending. Such men sometimes class themselves as failures, when in reality they should make a great success if they could start out by first finding a partner who had plenty of executive ability. The two are then in a position to work to advantage, one plan and the other execute, each carrying on his own part of the business at hand, and there is no conflict if each knows his limitations.

There are plenty of men who have their abilities limited in certain directions, and the first task is for them to discover their own limitations. After this is once accomplished, the next step is for each to find the man who has the qualities lacking in his own makeup, and be sure that that man has also found out his own limitations, for there is no more dangerous partner than he who has limitations of ability and does not realize it.

Most men are better adapted to the management of some particular part of a business than to the entire management, and such men would make their greatest success in a business which was large enough, so their entire time and attention could be given to the part they fitted best. Circumstances often prevent men from fitting in the right notch in their own business, such as lack of capital, inability to find other men to fit in the other notches, etc., and in such cases they would often prove much more of a success to themselves if they took the right kind of a position with another house than to try a business of their own. F. A. P.

ber away from the exchanges, and, in fact, it is predicted that the effect will be of the opposite character.

* * *

With the opening of Lent, the retail grocers report fully the usual increased trade in various lines that are in special call at this season. If some see the change more particularly than others, this result may be ascribed to better preparations and a more attractive display of the desirable kinds of food. That is the explanation given to your correspondent by one of the veterans in the business, who said that he never fails to rearrange his stock well before the opening of Lent, so as to show his customers that he is prepared to serve them.

* * *

At the last meeting of the Brooklyn Retail Grocers' Association there was a general discussion of the efforts of jobbers to stop manufacturers from selling to retailers. Several of the most prominent members spoke in favor of the quantity plan, under which the manufacturer will sell in the prescribed quantities and at the prices laid down to anybody who has the money, whether jobber, buying exchange, chain store or individual retailer.

* * *

A petition in bankruptcy was filed Wednesday against the W. H. Hart Co., wholesale apple dealers at Poughkeepsie, and a receiver was appointed with authority to carry on the business temporarily. It is said that the company bought $150,000 worth of apples last year and was shipping them at the rate of several thousand barrels a week, when the slump came in October and prices fell. The apples, kept in storage since in this city and in Southampton, England, are now being sold.

On the petition of creditors, filed Tuesday, the bankruptcy court appointed a receiver for the Marquise Chocolate Co., manufacturers of chocolates and candies at 85 Ninth avenue. The company was incorporated a year ago with an authorized capital stock of $100,000 and its present assets are estimated at $20,000, comprising merchandise, machinery and accounts.

A petition in bankruptcy which was filed last December against Samuel Parrish, a retail grocer at 850 East One hundred and fifty-sixth street, was this week dismissed by the courts.

Among new corporations filing certificates in the last week were the following:—

R. J. Smith & Nessele Co., to deal in food products; authorized capital, $50,000; incorporators, C. E. Nessele, New York; J. R. and J. S. Smith, Tenafly, N. J.; C. O. Niles, Westfield, N. J.

New Jersey Flour Co., Passaic, N. J.; to make flour and bakers' supplies; $50,000; L. F. and M. G. Orbe, Passaic; E. Baumann, Lakeview.

The Malto-Hop Co., Newark, N. J.; to make non-alcoholic beverages; $100,000; D. M. Crabb, C. E. Tobin and G. S. Voorhees.

Fish & Lennox, Newark; butter, eggs and cheese; $50,000; N. D. B. and C. B. Fish and W. Lennox.

FRED. A. MCGILL.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued October 15, 1907:—

867,963. Resin soap. Ernst Fischer, Dresden, Germany, assignor to The Arabol Mfg. Co., New York, N. Y.

867,970. Apple corer. Ellen C. Hedborg, Minneapolis, Minn.

868,010. Candy working machine. F. H. Richards, Hartford, Conn.

868,078. Enameled ware. W. A. Dunlap, Pittsburg, Pa.

868,121. Baking pan. C. E. Pierce, Cambridge, Mass.

868,124. Egg beater. C. L. Raymond, Binghamton, N. Y.

868,290. Seeding machine. B. H. Paul, Fresno, Cal.

868,312. Bake pan. Margaret A. Wilcox, Chicago, Ill.

868,342. Butter cutter. A. C. Hummer, Seattle, Wash.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For flour and cereal breakfast food. Shannon & Mott Co., Des Moines, Iowa. The word "Falcon" and a representation of a falcon perched on a hand.

For nutritive compounds made from or containing albumen. Tropon Gesellschaft mit beschrankter Haftung, Mulheim-on-the-Rhine, Germany. The word "Tropon." Also a geometrical figure showing an oblong with a trefoil formation at its centre.

For flour. Washburn Crosby Co., Minneapolis, Minn. The words "Crocker's Best."

For candies. Adams Argood Chocolate Co., Philadelphia, Pa. The words "Parisian Dinnerettes." Also a representation of a shield flanked by squirrels and surmounted by a crown and a lion.

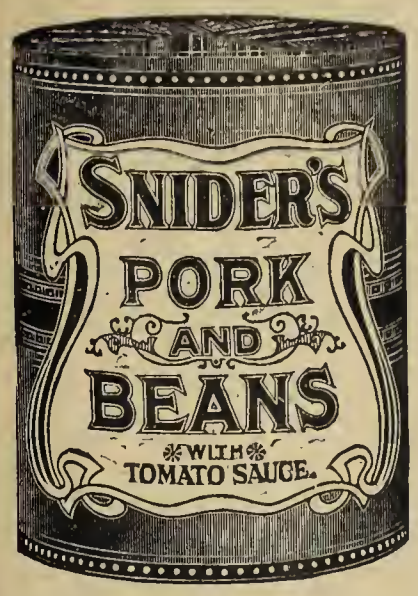
For wheat breakfast foods. The Portland Flouring Mills Co., Portland, Ore. The words "Olympic Wheat Hearts."

For flour. Globe Milling Co., Lockport, N. Y. The word "Sphinx" and a representation of the Sphinx. Also the word "Swastika" and a representation of a swastika.

For cereal breakfast foods. A. M. Pereyra, San Francisco, Cal. The word "Pinole" and a representation of a donkey carrying loaded baskets and a man in Spanish costume beside the donkey.

For spices. The C. S. Morey Mercantile Co., Denver, Col. The word "Cabinet."

If you say so, it's all right.



WE believe grocers have more influence with their customers than any manufacturer could possibly have through advertising, no matter how good it might be. We advertise ***Snider's Pork and Beans*** with Tomato Sauce extensively, in most of the big national mediums, to help the demand for this product, but we particularly want the grocer to know how good it is—because we are certain if he does, that no matter WHOSE Pork and Beans his customers ask for, he will tell them to take

SNIDER'S

because he will want them to be grateful to him—

AND THEY WILL.

THE T. A. SNIDER PRESERVE COMPANY
CINCINNATI, OHIO.

TIN CANS

"Knobby" Canisters

Page 104

These are stock designs. Retail dealers could use these for "Special Sale" packages instead of using paper bags. If the house-furnishing stores sell them *empty*, the dealer should be able to do so filled with delicacies, tea, coffee or spices, etc.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES

When You Sell a 211 GARDEN BARROW

You sell the Best Garden Barrow in the market. Made expressly for us.

If you will send us an order for one or more you will be convinced that we are stating the exact truth.

JAMES M. VANCE & CO.
Jobbers in Hardware
211 and 213 Market St., Philadelphia

THEY WILL WALK BLOCKS OUT OF THEIR WAY TO GET THEM

When a woman gets hold of a broom that lasts two or three times as long as the ones she has been buying, she will walk blocks out of her way to get that kind of a broom again.

We are making this kind of brooms **only.** Try a dozen, tell your trade that they are the finest ever put on the market and CHIPMAN BROOMS will keep people coming to your store regularly, if nothing else will. **$2.25 per doz.** is our price for a broom that retails for 25c., and any one of your customers will pay 30c. for them and be satisfied.



Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.



"If I go into the class-room to demonstrate the action of a stimulant and tonic food-beverage, I use **Blooker's Cocoa**; I cannot afford to employ any other."

W. H. MORSE, M. D.,
Consulting Chemist.

American Depot, 46 Hudson St., New York
In stock by H. KELLOGG & SONS, 19 South Front Street, Philadelphia, Penna.

Anker's
Bouillon Capsules

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.



ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK



This is a picture of the finest macaroni ever made. If you have a customer who asks you for Imported Macaroni tell her "WOODCOCK" is better, and you will make a steady customer for it besides a splendid profit for yourself. Our factory is one of the show places of Rochester, because of its perfect sanitary conditions.

WOODCOCK MACARONI CO., Rochester, N. Y.

THE GROCERY MARKETS

Tea.

The tea market has been fairly active during the past week, considering the usual limitations of the season. The line is about steady and unchanged, low grades still being in light supply and firm in price.

Coffee.

Following the liquidation of March options, the market for Brazil options has remained at a practical standstill during the past week. The speculative contingent has apparently reached the point where it will neither buy nor sell, fearing the enormous syndicate holdings which hang over the market like a cloud. The better grades of Santos continue scarce and tend higher. The assortment is very poor. The demand for spot Rio and Santos coffee is from hand to mouth and at unchanged prices. Java and Mocha are steady. Milds, particularly Bogotas, are very firm and would advance were the financial situation different.

Sugar.

The sugar market is unchanged for the week. Raws, however, are firmer and the general outlook is strong. Reports from Porto Rico indicate a reduction of 15 per cent. in the production and it is also established that the Java crop will also be 10 per cent. smaller than last year. Refined sugar shows no change for the week, except the fact that the Federal has advanced 10 points more, making its price nominally 10 points above other refineries. This condition has practically never existed before; the Federal is usually below its competitors, but it seems to be managed in such an erratic fashion that its movements are hard to forecast. Though 10 points higher, the Federal will still sell at its competitor's prices. On Friday the refined market advanced 10 points.

Syrup and Molasses.

The glucose market is unchanged. Compound syrup is in fair demand at unchanged prices. Sugar syrup is selling very fairly, particularly for export. Prices on some grades have advanced. Molasses is unchanged and in fair demand. High grades are firm.

Canned Goods.

Tomatoes are unchanged, both spot and futures. The spot market still feels a little weak, but no further change has occurred in price. The demand is very fair. Corn is unchanged, a moderate business being done in both spot and future. Several packers named a price of 90 cents on Maine corn during the week, this being 5 cents above last year. Peas are unchanged. Spot goods are dull. Futures could still be sold, but there is trouble getting packers to confirm new orders, particularly on cheaper grades, which have been in particularly large demand. Peaches are unchanged and dull. Apples are weaker. There have been sales of New York State gallons at $2.50, and of Maine brands at $1.95. The market is undeniably weak. The Baltimore small line is unchanged and dull. California canned goods are quiet.

Dried Fruits.

Prunes are unchanged in price and in good demand. Jobbers are putting out a good many on to-day's prices. Peaches are selling well at the reduced prices. Some grades have dropped as much as 5 cents per pound. Apricots are very scarce and for the present occupy an unimportant place. Currants are quiet. Raisins seem to have become completely demoralized. Some bank holdings of choice seeded have been unloaded on the local market this week at a price which has enabled jobbers to offer them to the retail trade at 6¾ cents. Apples are weak and declined, demand light. Dates are active at unchanged prices. Figs and citron quiet.

Beans and Peas.

Imported pea beans are playing havoc with the market for domestic beans. The latter can hardly be obtained below $2.40 to $2.45, while foreign beans are freely offered at $2.15 to $2.20. Marrows average $2.20 and are in fair demand. California limas are unchanged. Split peas are unchanged in every grade and firm. There is great scarcity of raw material and even higher prices are not unlikely.

Eggs.

The egg market remains about the same as a week ago. The receipts of fresh eggs show an increase and the demand also. The price for the coming few weeks will depend wholly on the weather.

Cheese.

The cheese market remains stationary. The consumptive demand is normal and stocks in storage are lighter than usual at this season. No material change is looked for during the coming week.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).



"Skipper" Sardines.

THEY'LL SUIT YOU TO A TEA

There's a Difference. There is much difference in the quality of Sardines and the preparation of same prior to the sealing of the tins as there is in ham or bacon properly and improperly cured.

Here's the Difference. "Skipper" Sardines must be alive when taken out of the water. Fish which are dead when taken from the water are not fit to eat, yet tons are canned every year.

"Skipper" Sardines are scientifically cured under the most complete sanitary conditions. If this were true of all Sardines we would not have so much to say about quality.

"Skipper" Sardines are all autumn caught. Spring-caught fish are not fit to eat, still tons of spring-caught fish are canned every year and consumed by the unsuspecting public.

"Skipper" Sardines are not only packed in pure Olive Oil; but the oil is first grade. This cannot be said of the oil in which many other brands of Sardines are packed.

Until you have tried "Skipper" Sardines you will never be able to say you have tried the best.

ANGUS WATSON & CO., Canned Fish Specialists
1011 CHESTNUT ST., PHILADELPHIA, PA.

Branch of ANGUS WATSON & CO., Newcastle-upon-Tyne, England

Butter.

The receipts of fresh butter have shown an increase during the week. There has been a lighter demand at the same time for everything in the butter line and the inevitable result was a decline of 1 cent per pound, both in tubs and prints of all grades. The future price depends on the consumptive demand entirely. There is not likely to be any further increase in the make for some time. Storage stocks are decreasing very satisfactorily, but if there is any change it will likely be a slight decline.

Provisions.

The market for smoked meats is in about the condition of a week ago. The consumptive demand is about normal and the stocks are very large. Both pure and compound lard have declined ⅛ cent, owing to large stocks and light demand. There is some buying at the revised price, and it is not thought that the market will go lower at present. Barrel pork, canned meats and dried beef are unchanged and steady. The demand is good for the season.

Produce.

Ohio globe onions, 80 to 85 cents per bushel; York State, 70 to 80 cents per bushel; white Texas, $1 to $1.15 per bushel crate; Spanish, $1.50 per bushel crate, demand good; Pennsylvania potatoes, 85 to 90 cents per bushel; York State, 75 to 80 cents per bushel, demand fair; sweet potatoes, primes, $1.25 per basket; culls, 50 to 60 cents per basket, demand fair to good; carrots, 40 cents per basket, demand fair to good; yellow turnips, 35 to 40 cents per basket; white, 20 to 25 cents per basket, demand fair; Western horseradish, $5 to $6 per barrel; domestic, $3 to $4 per barrel, demand fair; Danish cabbage, $7 to $9 per ton; Savoy, $1 to $1.25 per barrel, demand fair; beets, $1.25 per barrel, demand fair; parsnips, $1.25 to $1.50 per barrel, demand fair; oyster plants, $3.50 to $4 per barrel, demand good; parsley, $3 per 100, demand good; watercress, $2 to $2.50 per bushel, demand good.

Green Fruit.

Apples, Baldwins, $2 to $3.50 per barrel; Greenings, $2.50 to $3.50 per barrel; Hulbersons, $3 to $3.50 per barrel; Spy, $3 to $3.50 per barrel; Spitz, $3 to $3.50 per barrel; Kings, $3 to $4 per barrel; Russets, $2.50 to $3.50 per barrel, demand fair; bananas, Jumbo, $1.65 to $2.25 per bunch; firsts, $1.45 to $1.75 per bunch; 8-hands, $1 to $1.25 per bunch; 7-hands, 65 to 85 cents per bunch; 6-hands, 40 to 60 cents per bunch, demand poor; grapefruit, $3 to $5 per box, demand fair; California oranges, $2.25 to $2.50 per box, demand fair; pineapples, $3.50 to $4 per box, demand good; lemons, $2.50 to $3 per box, demand fair; tangerines, $5 to $5.50 per strap, scarce and in good demand.

Nuts.

Almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed nuts, 11 cents per pound, demand poor; peanuts, choice, green, 4 cents per pound; fancy, 5 cents per pound; jumbo, 6¼ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Developments in the canned goods market here were of an unimportant character during this week, two lines of goods furnishing probably 75 per cent. of the business done, namely, tomatoes and cove oysters. The market for tomatoes opened dull on Monday, quite dull, but a fair demand for them began in the middle of the week and continued until the close of business. The buying orders came from several markets that have not bought any of that article here recently, and that is the encouraging feature in the situation. The prices have not stiffened up as yet, and the market is rather in buyers' favor. The beginning of the buying for the spring and early summer trade will be the signal for an upward turn in the market, from the viewpoint of the seller. Some inquiry for future tomatoes during the week led to anticipations of activity in that direction, but it did not materialize, and both sellers and buyers continue to pursue a waiting policy.

The activity in cove oysters during the last three weeks has been sufficient to absorb the offerings of them at the low prices, and now there is a strong upward tendency, not so much because of any actual scarcity, but because keen competition in January had forced prices to a point that showed the canner no profit, if not an actual loss. The outlook is for a light spring pack.

In other lines of goods the demand was of the same character as prevailed all month, namely, only for such goods as were actually needed, and then only for small quantities. While the holders of the goods profess a willingness to wait for business to revive, yet some sellers show a disposition to entertain offers close to their asking prices, and now may be the opportunity to anticipate your spring wants.

THOS. J. MEEHAN & CO.

Baltimore, Md.

No. 2.

We are having a better demand for spot tomatoes, though the market is without any changes. Seventy-seven and a half cents per dozen seems to be the bottom price for good goods.

There is some inquiry for future tomatoes, but no change to report, and there is very little business being done.

We note quite a fair inquiry for standard Maine style sugar corn at a low price. While there is not very much business being put through, yet there is a sign of more interest in this line. The inquiries certainly indicate that buyers are beginning to need this line and it is fair to

suppose that some business will soon be in sight.

Oysters.—Trade is not active, though there is some inquiry and the situation from the packers' standpoint is in excellent shape. There has practically been no packing done in Baltimore in February. In spite of the fact that the weather conditions have moderated considerably, the very cold weather, however, which we had two or three weeks ago was such a sharp blow to the catching of oysters that as yet there has not been any material sign of improvement, as far as the receipts of raw stock in Baltimore are concerned.

Dredging stops March 15th; the oyster season nominally continues until the middle of April or the first of May, but after March 15th the stock available for packers, under the most favorable circumstances, is bound to be light, as they have nothing to depend on except tonging.

THOS. G. CRANWELL & CO.
Baltimore, Md.

—

Sugar.

There has been a buyer for every pound of raw sugar offered during the past seven days at the prices ranging from 3.70 to 3.89 cents. There has been an outlet for the supplies manufactured in Cuba, Porto Rico and San Domingo. They could be sold and have been sold at quotations showing an advance with each day's business. No matter what the state of oversupply is at the present time, or the influence that the Cuba crop grinding season has exerted in other years, the fact is with us and not to be controverted that notwithstanding every unfavorable condition that exists, the market has regained strength and buoyancy and the prices recorded show substantial advances. The market started this year upon a profitable basis, declined from 3.92 to 3.67 cents, great quantities of sugar being sold at the different levels, and no improvement in the relation of supply to demand having happened, or new facts having arisen, every indication pointed to the continuation of the decline to as low as 3.60 cents. Three and sixty-seven one-hundredths cents seems to have been the stopping point. Perhaps Cuba would have held her supplies and refused to sell had the market descended below that figure; perhaps not. Owners of sugar have had one element of prime importance in their favor—the fact that Cuba was to outturn a crop from 275,000 to 300,000 tons less than last year. That estimated shortage has all along had its effect in keeping this year's values upon a higher range than otherwise would have been the case, and it has been the reliance upon which hope has been based that prices would advance after the congestion in supplies had been alleviated. The refiners are demonstrating a willingness to carry sugar, they are taking the supplies offered as they come to market, even though the receipts at our refining ports continue double the quantity we need each week and Cuba is manufacturing 75,000 tons every seven days. We will have a strong market while there are buyers. Just as long as the refiners bear the weight, prices will be maintained. Not over one-third of the Cuba crop has as yet been sold. If we have good fruit crops this year and a good business in refined sugar, the raws that the Cuban, Porto Rican and other planters have to sell us will yield them excellent returns. The planters are passing through the hardest part of their crops in so far as concerns values, but they have been finding good markets; there will be room for profit as the season progresses, and with business good for all of us, the probability is that 1908 will turn out a very satisfactory sugar year.

Refined Sugar.—The Federal yesterday morning about 11.15 advanced list prices 10 points, announcing that they would accept orders for limited quantities basis, 4.80 cents, less 1 per cent. for cash, permitting fourteen days' delay inserted in contracts, requiring assortment at the expiration of that time, and then allow an additional delay of two weeks—virtually one month in which to take the sugar. The American Sugar Refining Co., Howell and Arbuckle hold prices firm, net basis, 4.80 cents, less 1 per cent. for cash, prompt or privilege of customary delayed shipment. All refiners guarantee their own prices on day of arrival.

M. G. WANZOR & CO.
New York, N. Y.

—

Spices.

The market it rather active, with considerable interest shown in gingers and cassias. Foreign cables report a steady and generally unchanged market.

Pepper.—Steady and in very good demand. Futures are not active, prices remaining about the same as during the last thirty days.

Cayennes.—Quite steady at recent advances.

Cloves.—Steady and firm at practically unchanged prices. Demand not so good during the week.

Pimento (Allspice).—Fairly active at very steady prices. Good select stock is exceedingly scarce.

Mace.—In fair demand at unchanged prices.

Nutmegs.—Very steady at present advances. Foreign markets are higher than our own. We expect to see a slowly advancing market.

Gingers.—Very active on spot and in big demand at present. Prices are much firmer and the tendency is upward.

Seeds.—Caraway in fair demand at steady prices. Poppy and celery unchanged, but coriander is much firmer and has been advanced at least ¼ cent during the week.

Cassias.—Very firm at steady prices. China cassia in rolls is practically off the market.

McCORMICK & CO., INC.
Baltimore, Md.

—

MARKET NOTES.

Florida strawberries are still fairly abundant and comparatively cheap. The range is 25 to 40 cents per quart. The fruit shipped in refrigerators is of good quality, the ordinary crate fruit not so good. The demand is fair.

—

A few Florida cucumbers are now coming forward, averaging $5.75 per crate. The quality was mostly small and undesirable. Hothouse cues are high—$2.25 per dozen, and the demand is fair.

—

Florida tomatoes range from $3.50 to $3.75 for the best fruit, $2.50 to $3 for the ordinary grade. Hothouse tomatoes are slightly easier—15 to 25 cents. The demand is good.

—

New Bermuda potatoes are still only in fair demand. Prices are about the same—$6.50 to $7.00 for No. 1's and $5.50 to $6 for No. 2's.

—

Florida beans are too high to sell largely—$3.50 to $4.50. The demand is light.

—

Florida eggplants range from $2 to $2.50 per crate. The quality is good and the demand fair.

—

Radishes average $3.50 per 100, reds, and $3.50 to $5 per 100, whites. The demand is good.

—

Florida oranges are about 50 cents weaker. The present range is $2 to $3.50. Continued heavy receipts and light demand are responsible. California oranges are constantly improving and their competition is therefore being felt.

—

Long Island rhubarb and nearby hotbed stock averages $8 per 100. Michigan rhubarb ranges from 60 to 90 cents per dozen. The demand needs a little warm weather to wake it up.

—

Florida grapefruit is a little weaker, ranging now from $3 to $5. Heavier receipts seem to be the reason.

This Scale Will Pay for Itself in Savings



These scales are guaranteed; are full-jewel bearings and have no equal for durability, accuracy, simplicity and beauty. They will save you time in weighing, because there are no weights to handle; saves profits because there is no overweight; saves worry because they are absolutely accurate.

These scales will appeal not only to every dealer but also to every salesman who desires to become associated with a high-class scale.

C. B. Willison & Co.
267 Halsey Street
Newark, N. J.



KINGS OF THE CATCH

If you want an absolutely straight, pure, Georges' Codfish, not mixed with poorer fish, like hake or haddock, sell **Talisman Georges' Cod.**

No finer fish swims than these true, hand-line caught, old-fashioned codfish. Prepared as the Kings of the Catch should be. White, tender, delicate and absolutely boneless.

Packed in three-pound boxes, sometimes in two-pound, very occasionally in ten-pound, and once in a great while in one-pound. Protected from the wood of the box by waxed paper. Every ounce edible,

SWIFT & COMPANY

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Sunbury, Pa., Feb. 17, 1908.

Editor Science of Advertising.

Dear Sir:—It seems to us that your critic on advertising is roasting every fellow on advertising; every country or town of this size, printers does about the same in setting up an ad. Are they all wrong, or is your critic the only man that is right? Why don't he come out once in a while and admit that such and such an ad is good? Inclosed find one of our poor circulars and tear it all to pieces; we are, however, receiving lots of benefit even if our name is on top of the circular. We shall put the name anywhere as long as it brings results and don't think it hurts the circular's pulling power.

Yours truly, DAVIS & CO.

Well, gentlemen, since you ask me frankly which is right, the country printer or I, I say to you equally frankly, I think I am. I have worked in three country printing offices in my time, and never found but one among these, and all the others that I have known about, that was anything like decently equipped. I apply that both to materials and ability. That is why I criticise so many products of country offices that come into this department. They are often set by careless boys, from old and battered type, and no printing can look well under such conditions.

* * *

Evidently Davis & Co. have ideas of their own on advertising, and if those ideas are the product of their experience, they have a right to have them. The circular which they inclose is a large affair—9 x 14 inches, and here it is, reduced and reproduced below:—

Davis & Co. Price List

Everybody is offering inducements during pay week, but we send you circulars three or four times a month. We want your trade and money all the time, and are giving you such values as are not found anywhere else during the whole month. We want your pay day orders with all the little orders we receive from you. Our prices must be right. We quote nothing but first class and reliable goods. If not already a customer you want to start right in.

READ THE LIST CAREFULLY.

BOB WHITE FLOUR,

Is a bargain and every sack is guaranteed or your money back if not satisfactory. The price is $1.35 for a 50 lb. sack or 70 cents for 25 lbs.

PURITY FLOUR, high grade, at $1.45 for a 50 lb. sack. Worth more money.

Golden Sheaf. B. & G. Flour, Early Rise, Pansy. cheaper than any. Get our prices.

Buckwheat Flour per sack 38 cents.	**Broom Bargains.** 35c quality for 24c. Ask for Liberal No. 6.	**Cuspidores.** Sale price 9 cents each.	**Eagle Brand Milk,** 3 cans for 50c.
Corn Meal, est grade, per sack, 22 cents.	**Oat Meal.** per pound, loose, 5 cents.	**Canned Fruit Bargain** Plums, Peaches, Pears, Cherries, Strawberries, at 25c during this sale only.	**Best Hams,** per pound, 12 1-2c.
Oyster Crackers, as they can be made, at 8c	**Mackerel Bargain.** 1 barrel fancy stock at 5c each	**Soap Snap.** 3 cakes in box, Witch Hazel, 10c.	**Lyvola Ripe Olives,** 50c size now 43c.
Ginger Snaps, 10c. Our price, 8c.	**Baked Beans,** per can, 10c; large 3 lb. can.	**Scrub Brush,** worth 5c, during this sale 4c.	**Sauer Kraut,** per quart, 4c.
Loose Soda Crackers, per pound, 8 cents.	COFFEE BARGAINS. Try a pound of our 12 12c Coffee. Its a trade winner and a mighty good drinker.	**Ketchup.** Large bottle at 10 cents.	**Elijah's Manna,** large size package, 15c.
Loose Baking Soda, per pound, 6 cents.	Chase & Sanborn Mocha and Java 40c grade, during this sale, 3 lbs for $1. Extra fine drinking coffee.	**Maple Syrup.** 1 gal. can, extra fine quality, at $1.35.	Jersey Flake, 2 packs for 25c. Shredded Wheat, 12c. Ralston B. Food, 2 for 25c. Corn Kink, 5c each. Egg-o-See Corn Flakes, 10c. Holland Rusk, 10c.
Canned Corn, special good one, 7c per can.	Try our Chase & Sanborn Mexican Blend at 22c per lb. Its a winner and worth more money.	**Maple Butter,** per can, 23c.	
Canned Peas, good quality at 10, 12 1-2 & 15c	Santos Coffee is one of our crack-a-jack Coffees and at 25c per pound. Try it once.	**Clam Bullion,** Burnham's, 50c bottle, 42c; 25c bottle, 22c.	**Heinz's Loose Pickles** per quart, 20c.
Canned Pumpkin, worth 15c, during sale 10c.		**Peanut Butter,** per pound, 20c.	**Country Honey** per box, 18c.
Herring, per box, 19 cents.			

Positively no goods charged at these prices. You are buying more goods with less money. Pay as you go. We will help you to save. Trade here. Low price does the trick.

Its really a pleasure to sell good goods. Try our Fresh Creamery Butter---no packed butter. Price a little high, but look for the quality. Did you try the Potato Chips we are selling? They can't be beat. Fresh daily. Bring your orders to us, we are going to give you some good values all the time. Watch for our circulars, we're getting busy

EAST END CASH STORE

What text this advertisement has is snappy and well written. The typographical appearance is fair—might be improved, I think, by the use of a border. Some of the little paragraphs go far enough in what they say about the goods, in my judgment, and others do not. Naturally, it is impossible to pick out any given paragraph and say: "this would have brought more results had you said a little more about the article." Since it is logical, however, that the more persuasive you are in endeavoring to sell an article, the more likely you are to sell it, I think it is reasonable to suppose that the more persuasive an advertisement becomes, the more likely it is to succeed. Along this same line of argument, it can scarcely be denied that the little paragraph, "Oyster Crackers, Fine as They Can Be Made," is more persuasive and forceful than "Baked Beans, per can, 10 cents."

* * *

The very size of a circular like this commands attention for it, and even if it had many more technical defects than it has, it could still expect to get some results.

ASSOCIATION NEWS.

San Francisco, Cal.

Secretary Connolly, of the Associated Retail Grocers of San Francisco, Cal., makes the following statement of his organization's results for 1907:—

As a result of the efforts of the State Association, of which we are affiliated, we secured four laws at the last Legislature: 1. The State Pure Food Law. 2. Four years for a bill to outlaw. 3. Mutual Fire Insurance Law. 4. A felony to pass worthless checks. In May the Ghirdardelli Company was induced to protect a fair profit on their chocolates. In July the Pacific Coast Syrup Company set a selling price on their Tea Garden Drips. In August one of the newspapers devoted a whole page in calling us a trust, because we asked the manufacturers to assure us a fair profit for distributing their goods. This only made us stronger than ever. In October we succeeded in getting bottled beer back to its original price. The N. K. Fairbank Company assure us they will soon set a retail selling price of 25 cents on their Golddust. They are protecting Cottolene now. The profit we have been getting on flour for the last two years means hundreds of dollars to our members. With one exception, every large grocery firm in San Francisco are now members of our Association. This is because we have accomplished to much for our members in securing a fair profit on many staples. The millers are complaining that some few of our members are selling Oregon flour. We promised the millers that when they protected prices on their flour we would not handle Oregon flour, as our profit would be satisfactory on California flour; all our members should live up to this promise.

F. B. CONNOLLY, Secretary.

JOHN W. KING, President.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

$20.00 *A DAY TO SALESMEN SURE.* No bonds. Best side line. Samples in coat pocket. For general and Dry Goods Stores. Live salesmen act quickly. Give past and present lines handled. Dept. B

Boston Piano and Music Co.

Willard F. Main, Mgr. Iowa City, Iowa

LOOK FOR THE

GLOBE

On Hams, Bacon, Lard and Sausage; it you find it you will be certain of their quality. They have been on the market 38 years and have made nothing but *friends* during that time.

JACOB C. SHAFER CO.

516-18-20 Lexington St., Baltimore, Md.

EXCLUSIVE AGENCY

to the right grocer in towns where

GOFF'S COUGH SYRUP

is not sold.

Write for special proposition.

S.B. GOFF & SONS CO., Camden, N.J.

ESTABLISHED 1872

Oakdale Steam Crisp Pretzels Salted

¶ Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."

Write for Samples and Prices

Oakdale Baking Co.

Oakdale Building, Philadelphia, Pa.



Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Written for the "Grocery World."

Well-known Broker Takes Issue with Canners on Future Canned Goods Contract

Mr. H. S. Strasbaugh Says Mr. Risser, of the Iroquois Canning Co., has Forgotten Several Things. Crop Failures Never General. Sale of Futures Not Compulsory. Jobbers Should Not Suffer for Crop Failures. Mr. Risser's Rebuttal.

Have just read with interest the remarks of the well-known Western canner, Mr. J. L. Risser, presenting his ideas on the sale of futures and the editorial note following, which practically and almost, if not quite, properly covers the proposition, with the exception of one thing, which the editor does not seem to take into consideration, and that is that it would be a physical impossibility to sell all canned goods during the packing season. At the same time it would be possible, beyond a doubt, to sell a great deal larger proportion at that time and a smaller percentage of futures than has been the custom in recent years.

The estimable gentleman from the West in quoting from Mr. Olney's address to the National Canners' Association, evidently believes, or would have your readers believe, that crop failures are the rule and not the exception, that the non-germination of seed, the pest of insects or blight, the disastrous rust, cyclone, hailstones and others, late frost in the spring and early frosts in the fall are annual events in many packing localities rather than the exception in all or, indeed, exceptional in a few localities from year to year. In attempting to justify such remarks, our esteemed friend seems to be unconscious of the fact that the domains of Uncle Sam are so boundless that the disasters referred to seldom, if ever, cover the entire borders or a major part of them to such an extent that serious calamities are possible.

In referring to the 160,000 acres of corn destroyed in Central Illinois in 1906, would it not be well for Mr. Risser to consider the conditions surrounding the corn market that year, the low prices that were being obtained for corn as a result of the enormous pack of nearly 25,000,000 cases the preceding years, 1904 and 1905, and with due consideration to these figures, it is also worthy of mention that the pack of 1906 amounted, according to the published figures, to 9,561,960 cases. Notwithstanding the fact that Central Illinois may have suffered a hardship which demanded sympathy from every canner, as far as these individual losses were concerned, and yet on the other hand, congratulations from every canner, because not another case was packed during that year when the price of corn was in its lowest depths, on account of overproduction. While it is a recognized right of States to enact and enforce laws according to the dictates of their citizens, is it not questionable as to whether the citizens of these States have a right to enforce their laws upon buyers and citizens of other States who refuse to enact and enforce similar laws? While it may be unquestionably right for the citizens of States to trade among each other according to the laws of the State which might be "the release of parties to contracts from their obligations in case of what are termed 'acts of God,' such as crop failures, destruction by fire," etc., who is sure of any reason of logic or fairness in a proposition to impose these same laws upon the citizens of other States who have never been in sympathy with the enacting of the same sentiment in their laws or being subject to such which are not on the statute books of their own States? We seriously doubt the expediency of such intimations, at least until the National law compels every buyer and seller to release parties from their contracts, providing they have a crop failure, which in all probability is far distant, as the same facts and conditions would be most carefully studied and weighed before our National representatives would impose such a law upon the nation.

From the remarks of Mr. Risser, one might suppose that the sale of futures was compulsory, and while the writer is willing to grant



On Top

"Malta-Vita" has always been the "top notcher" Wheat Flake.

"Malta-Vita" Corn Flakes have just been pronounced by experts the "top notcher" Corn Flake—and they ought to know.



An Easy Seller!

It's the biggest 10c p'k'ge on the market—36 p'k'g's to a case—you can sell it on the reputation that "Malta-Vita" has always had.

Free Deal

Until April 15th order all corn—all wheat—or assorted as desired and get

1 case free with 7

With 7	cases	1 case free, equivalent to					$2.36	net	per	case
" 5¼	"	¾	"	"	"	"	2.36	"	"	"
" 3½	"	½	"	"	"	"	2.45	"	"	"
" 1¾	"	¼	"	"	"	"	2.45	"	"	"
" ⅞	"	⅛	"	"	"	"	2.45	"	"	"

Regular prices $2.85 per case — $2.75 in 5 case lots.

Order thro' your Jobber.

Malta-Vita Pure Food Co.,

Battle Creek, Mich,

that possibly the necessity of the sale of a certain proportion of futures is compulsory, at the same time the percentage of futures ordinarily sold is many times more than this necessity demands, and if those who have been accustomed to indulge in the speculative future transaction would reduce their future transactions, say, 50 or even 75 per cent., the canned goods industry would be benefited thereby and the remaining small percentage which is sold could be sold on 100 per cent. delivery contracts, and if in the event of a crop failure or other disaster in any one locality, the chances are largely in favor of the packer being enabled to recover by purchasing from a packer in a neighboring State goods of equal quality, entirely satisfactory to his buyer and his buyer's customers, and without any financial loss whatsoever.

On the other hand, why should the jobber be a party to the germination of seed or any of the other lines suggested which are far beyond his control and good business acumen? If the packers select wrong seed or attempt the propogation of same, under favorable conditions, why should the jobber be a party to this transaction? Every heart knows its own troubles and the jobber is not an exception. In case of short crop the retailer demands of him delivery to the letter, and the shorter the crop the more strenuous the demand. In addition to this, there are numerous other conditions that are liable to cause the jobber to suffer a loss; for instance, financial difficulties, the loss of an important head salesman through sickness, death or otherwise, his place of business might be destroyed at a time when he would be seriously handicapped if he were compelled to take his goods according to contract, and there are many other emergencies which might be noted. Consequently, if certain percentage of futures must be dealt in, why not let it be a small percentage that will insure safety to both buyer and seller and the greatest amount of protection on a 100 per cent. delivery contract, with no "ifs" and "ands," showing preference to neither buyer nor seller and each principal realizing that if he enters into a contract that it is a contract, and feeling that it is useless to waste the time and money required in closing such contracts without they are to stand as they are written, usual business courtesy, fire and element clauses excepted; the necessity of pro rata deliveries should not be a part of the business man's contract, whose time to him and his associates is money, or should any wish to engage in a one-sided contract, denying to others what is demanded by himself, for, as a prominent writer has put it, "There is no freedom on earth or in any star for those who deny freedom to others."

Yours truly,
STRASBAUGH, SILVER & Co.
H. P. Strasbaugh.
Aberdeen, Md., March 4, 1908.

—

Mr. L. J. Risser, of the Iroquois Canning Co., whose recent defense of the packers' refusal to adopt the grocers' form of future canned goods contract appeared in the "Grocery World," writes the following reply to the editorial note which appeared at the end of that article:—

> I note the comment at the close of my article: "No better argument than this has ever been framed to show the consummate foolishness of selling canned goods before they are packed."

Answering this comment I wish to say that since the Lord created the earth and the worlds, and established the proposition of dealing in futures, there has never been, and it is safe to say there never will be, a change in this policy. A proposition of selling the products of the soil, or rather contracting to deliver a crop to be grown, is no more foolish a proposition than to put seed into the ground and expect a crop from same. The Lord has certainly promised a seed time and harvest, and on the strength of the promise of the Almighty, it is perfectly proper to expect a harvest of some proportion when the seed is planted. The Lord, himself, does not promise a definite amount of harvest, and it would be discounting His wisdom to go any further in this direction than He has indicated in his providences.

It is no more unreasonable for a business man to provide for the future by making contracts for futures on a pro rata basis, than it is for the farmer to make his provision for the future by putting his seed into the ground; and it would be just as unreasonable for the buyer of futures to refuse to take a crop he has contracted for, when grown, as it would be for the farmer to refuse to receive more than a certain percentage of the crop that the Lord gives to him.

I want to say just this; that there will be no change, whatever, in the natural inclination of mankind to deal in futures, no matter what may be said on the subject otherwise. People in trade must anticipate their wants as well as the human family generally. Even the Lord, Himself, commended the little ant for its shrewdness, and denounced those who did otherwise, as sluggards.

YOUR CUSTOMERS DON'T HAVE TO COOK THIS



Celluloid Starch is the only starch that doesn't have to be cooked. No starch made imparts such a beautiful finish to fine laundry work. No starch made will please your patrons as well as Celluloid, and there is no way of holding your customers like pleasing them.

We make it worth the grocer's while to do some talking for Celluloid Starch by dividing our profits with him—in the Universal Coupons we give him—they are just as good as cash.

The Celluloid Starch Company

Philadelphia Office, Franklin and Vine Sts. NEW HAVEN, CONN.

A Household Word

If you were to say to any woman who came into your store, "What is Ariosa?" She would answer instantly, "Why that's Arbuckle's Coffee." Why? There is only ONE answer. It is the best package coffee ever sold at the price, and it is the most extensively advertised. Ariosa is a product you don't have to sell, you simple put it in stock and take orders for it.

ARBUCKLE BROTHERS NEW YORK

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

Right Now—Start a Bargain Department

Make it occupy a single counter, many counters or an entire room—as may seem best considering YOUR location and other conditions.

Don't waste a moment in complaining that your results are not satisfactory.

Instead—right now—go thoroughly into a consideration of what is actually making business good **for stores like yours** all over the country.

Our booklet clearly describing how to start and run SUCCESSFULLY such an addition to your store is yours for the asking.

And in our new Spring catalogue is every known good merchandise thing for use in a bargain department of any size or kind.

Shall we send to YOU this catalogue, No. D656, and the booklet explaining The Butler Way—for YOU?

Write NOW.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE DALLAS



"GET SOME"

Come In With Us

We want your co-operation, Mr. Retailer, and this is how we think we earn it:

Van Camp's Baked Beans with Tomato Sauce are advertised to consumers more widely than any other brand in the world. Every advertising contract we carry is for a year and we'll renew it when it expires.

That means the building up of a vast business for you and us.

Your profits on **Van Camp's Pork and Beans** are guaranteed as good as the profits on the average of all your goods, and much better than the profits on many things you handle.

As for quality, there is no brand of baked beans that can compare with **Van Camp's.** You know that, and your customers are being rapidly taught it.

Van Camp Packing Co.
INDIANAPOLIS, INDIANA

MOTHER'S OATS

We Want You to Want to Sell Them

We realized long ago that instead of making a grocer sell **Mother's Oats,** it was better to make him *want* to sell them.

That we do first by making them the most salable rolled oats on the market, and second by doing nothing to prevent him from getting out of them all the profit he feels entitled to.

We never put a retail price on **Mother's Oats,** either in advertising or any other way. They ought to retail around twelve cents, and they mostly do retail around there, largely because in all our advertising we never make any attempt to boom them for less.

Then the coupon deal helps lots, too.

***The* Great Western Cereal Co., Chicago, Ill.**

Certainly, a sluggard in business is out of place, and a business man should follow the example of the ant, even though he may be dealing in futures, and he will not be far wrong. What would you think of a publisher who did not contract his supplies ahead? There is no line of business that does not take into consideration the proposition of futures, and it is only the abuse of this proposition that needs correcting.

L. J. RISSER.

Onarga, Ill., March 3, 1908.

NOTE.—The "Grocery World" cannot agree with Mr. Risser that trading in canned goods before the crops are even sown is parallel to any of the matters he cites. Naturally, we do not question the propriety of sowing crops and banking on expectations of them; what we do question is the wisdom of gambling with those expectations.—ED.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Value of a Contract Not to Re-engage in Business.

An interesting case has just been decided in the Philadelphia Common Pleas Court, involving the question as to how far the seller of a grocery store who agreed not to engage in business within a certain territory is bound by his agreement after the store is sold again.

The case was that of Ebert vs. Kauffman. It seems that Kauffman had sold a retail business for $3,500. The agreement of sale contained the clause: "I hereby bind myself not to engage in the same business within ten years, within five miles of present location."

The original buyer resold the business to Ebert, the plaintiff in this suit. Kauffman, considering himself released by the second sale from his agreement not to re-engage in the business, started in again within the forbidden territory. The second buyer at once entered suit to restrain him and won. The court decides as follows:—

> Our opinion is that such a covenant as here found adheres to the good will, and the right of enforcement will pass to an assignee of the business.

This means, therefore, that if A sells a business to B and agrees not to re-engage in the same business, any subsequent holder of that business can enforce his contract against A. B may sell to C, C to D, and so on indefinitely, but the contract remains alive no matter how many times the business is transferred.

Question: Jerry Charles, Freeburg, Pa.—I am informed by a grocery friend of mine at Lewistown, Pa., that the inclosed agreement, signed by customers of his, is not collectible in their county, as the district attorney so informed him. Is this a fact? As this is a copy of the agreement used by the Retail Grocers' Association of Philadelphia, I always considered it collectible in any part of the State.

Answer.—The copy of the agreement inclosed is as follows:—

MEMORANDUM OF AGREEMENT.

THIS AGREEMENT, between....., party of the first part, and ..... Grocer, party of the second part, witnesseth:

That the party of the second part hereby agree to extend to the party of the first part..... credit on all goods desired to be purchased by the party of the first part of the party of the second part, not to exceed the sum of $..... in any one.....

That the party of the first part is to pay for the said goods..... or..... In case of default in payment as agreed, and that it should be necessary to begin legal action for the collection of moneys due on any goods purchased and sold under this agreement, it is expressly agreed that in consideration of the extension of credit as aforesaid, the party of the first part waives all rights of exemption, to which he or she may be entitled under the Statutes of Pennsylvania, particularly under the Act of April 9, 1849, and its supplements, with 5 per cent. added for collection.

That this agreement shall be in force for five years from date.

Witness our hands and seals, on this .....day of ....., 190

.....Seal.
.....Seal.
.....Seal.

Witness:
.....

The above is substantially the form of credit agreement approved by the Pennsylvania Retail Merchants' Association and distributed with their authority. There is not the slightest reason why the agreement should not be enforceable in this correspondent's county, or in any other part of Pennsylvania, or, with slight modification, in other States. A condition could not exist whereby this agreement could be enforceable in one county of Pennsylvania and unenforceable in others, as questions of waiver of exemption are questions settled by State laws and not by county legislation.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

SLEEP.

It has come to the ears of the management that some of you are keeping pretty late hours. This being personal it belongs only to us to advise. Our advice is cut it out. Most fellows of your average age require eight hours' sleep. It takes that to remain in good standing in the grocery business. It takes that to keep the eye clear and the brain alert and to keep the spring in your heel. But above all (health excepted), it takes eight hours' sleep to rise in the work in which you are engaged.

A BACK NUMBER.

We will bring to light Monday morning twenty-five or thirty boxes soap without a wrapper; a strong smelling, ugly colored, unshapely piece of old time goods. A regular back number. Not a cake of this soap will ever go back in the cellar. So make up your mind to sell it. We'll clean it up at 4¼ cents a cake, or $2.60 a box of seventy-two cakes. The floorwalker will keep track of all sales. It's a good honest soap at that, and you needn't hesitate to push it out.

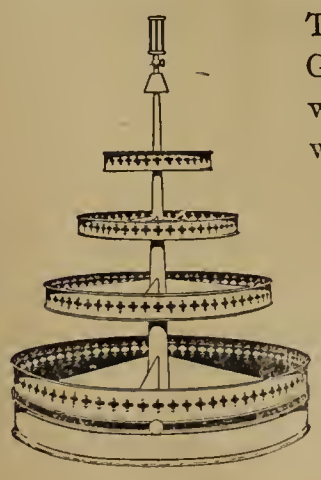
DON'T CHEAPEN LENT

By offering salt herring and salt codfish continually. There's little money and little attraction in either one. Caviar, glass anchovies, French sardines, Scotch kippered herring should be thought of. Get that beautiful (and it is beautiful), line of smoked fish in your mind. Sell Lenten things that will make people talk about us. Certainly many customers will tell you they're too expensive. Tempt them. Make them look.

SELLING RAISINS.

March finds us with an unusual stock of package raisins and package currants. Break open a package, especially raisins, and show them to every man and woman you wait on the coming week. Make the price 12 cents. Describe them as absolutely seedless; refer to their wholesome looking appearance; their size; their moistness; and put emphasis on the package being sixteen ounces. Tell about the short-weight packages that are sold often for more than our full weight. Let us clean up a lot of these.

Vegetable Display Stands



They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.

They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water write us anyway, we have something interesting to show you.

Galesburg Cornice Works
142 East Ferris Street
Galesburg, Illinois

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

STATE HOUSE



CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.



It is to Laugh.

Do you know, it's a mighty hard thing to put ourselves in the other fellow's place!

I often wonder why the Creator didn't want to make human nature perfect, while he was about it. Why he couldn't have given all of us a mind clear enough to see the other side and act accordingly.

I've known a whole lot of men who in a thousand years couldn't be made to see any side of the case but theirs.

And that's why consistency so often becomes a rhinestone.

I had a heated little argument with a grocery friend of mine the other day which came to nothing, except a headache for me.

A man came in his store to buy a pound of sausage while I was in there. The store, by the way, is not far from Pittsburg.

The grocer waited on him himself, and I noticed right away that the atmosphere was very frosty. Two or three pleasant little jollies that the fellow got off about the weather and so on, were just answered, and that's all.

The thing was so pronounced that when he had gone I said to the grocer:—

"Have you got anything against that fellow? You weren't exactly warm toward him."

"I sure have," was the reply, "he's trying to drive us out of business. Trying to play cute tricks on us by buying over our heads."

"What do you mean by that?" I asked.

"He belongs to a social club down here in ——— street," he explained, "and he got up a scheme last fall of ten of the members clubbing together and getting goods at wholesale. They buy sugar and flour and canned goods out in Pittsburg, and of course we lose the business."

"Where do they get a jobber out there that will sell consumers?" I asked.

"Oh, they buy of a little fellow in Pittsburg who claims to do a wholesale and retail business both," was the answer.

"We're not going to let it pass," contiued the grocer. "We've had it up in our association two or three times already and we're going to take it up again. The first thing these fellows know they may find they'll have to buy everything in Pittsburg. They won't do that long, because it's too inconvenient, so in that way maybe we'll be able to break it up."

"But if you don't break it up you'll simply throw away a part of the trade of ten good customers," I suggested.

"I'm willing to lose my share," he said, "they've got no right to go over our heads that way. The proper place to buy groceries is at the stores of their own town. If we don't take the thing in hand there is no telling where it'll go."

"Have you got a good association here?" I asked him.

"Fine as silk!" he said. "Every grocer in town belongs but one, and he's not much good. We've got the liveliest little secretary you'll meet in a day's travel. We're going into co-operative buying next fall."

"Co-operative buying!" I repeated, smelling something.

"Sure! Going to buy together. We can save about 10 per cent. that way. Didn't you ever hear of what they do in Philadelphia? Tell me they've got a thousand members and buy five millions a year!"

"I suppose you all buy of jobbers now, don't you?" I said.

"Of course we do now. None of us is big enough to do anything else. But wait till forty-five of us begin to buy together. The jobber can go hang—we'll buy as cheap as he will."

"Looks like a good scheme," I said. "Just about as good as the scheme of your ten men who go to Pittsburg and let *you* go hang."

"Eh?" he said.

I showed all my magnificent teeth in a horse laugh.

"Well, you're a dandy!" I said, "you're all right! Saying one minute it ain't right for ten of *your* customers to buy together over *your* head, and admitting the next minute that that's exactly what *you're* going to do to your jobber! Oh, ain't that funny!"

He had sense enough to get red.

"You don't mean to say that's the same!' he blustered.

"Why ain't it?" I asked.

"Because it ain't!" he said brilliantly. "We're trying to buy our goods cheaper so we can save money for the general public. If we buy cheaper we can sell cheaper, can't we? Ain't that a good thing to do?"

"Nothing the matter with it at all," I said, "but how is it different from what your own ten customers are doing? They're only doing for themselves what you say you're going to try to do for them. Ain't they got as much right to cut down their cost by not paying you a profit as you have to cut down your cost by not paying the jobber a profit?"

"It's entirely a different thing!" he spluttered, and do you know, I couldn't make him see the point in nearly half an hour's red hot talk. At any rate, if he did see it he wouldn't own up.

Maybe I'm twisted myself. Maybe there is a difference. It does seem to me, though, that the grocer who joins a buying exchange has no real kick coming when his customer does the same thing. He'll do right to fight it, of course, just as he'd fight any competition, but he has no room to put up any howls about principle.

At least, that's the way it looks to me.

THE STROLLER.

There has been recently introduced a new scale that has a number of excellent points that will appeal to grocers and general storekeepers. It has no weights to handle; is guaranteed to be accurate; will last for years and is so simple that anyone can use it. It is made by C. B. Willison & Co., 267 Halsey street, Newark, N. J., who will gladly furnish you with full particulars and price.

THE MODEL CASH GROCERY STORE.

NEW BRUNSWICK, N. J., *February 29, 1908.*

GENTLEMEN:—In reply to your inquiry of recent date, we enclose a few sample slices of sandwich dried beef, sliced in the highest style of the art, sliced on Johnson's patented "EVERSHARP." These slices, thin as paper, smooth as glass, soft, moist and delicious, were cut the full size of a six-pound knuckle. The whole knuckle was sliced to perfection in six minutes.

I also enclose, in separate wrapper, some very small, very thin slices cut from the meat that covers the knuckle bone. Please notice that the little nub end of gristle and skin remaining unsliced weighs less than a quarter ounce, every particle of edible meat sliced up in thin, bright, salable slices. Of course we never sell any one a quarter pound of these little slices; but every half or quarter pound we weigh up gets alike its equal share of little and broad slices.

Please note the saving in time—as much work done in six minutes as the best circular-knife machines can do in twenty minutes, and then the quality of our work—slices thinner, smoother and more perfect than any other machine can possibly produce. So moist, so soft, so juicy, so broad, so transparently thin they cause enthusiastic comment wherever introduced, resulting in a large increase of very profitable trade.

We sell our machines for forty-six dollars on small monthly instalments, and every machine can be depended on to more than earn its own cost. If you prefer to pay cash we allow you a liberal discount. Hoping to receive your order.

Respectfully yours,

A. W. JOHNSON.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Car of Canned Goods.

This window display proved very satisfactory in both attraction and sale-producing qualities.

Signs printed on cardboard in comparison to size of car. Used sign: "Just arrived, new line of canned vegetables, on account of change in line of canned goods which just had arrived."



This car was built in window 2 feet 8 inches x 6 feet 3 inches, car built accordingly in size, and constructed as follows:—

Canned vegetables for sills, a thin strip of wood for rails, rounded pasteboard for wheels, box lumber, rounded at ends, for floor and platform; box lumber, rounded, as floor for roof; muslin is used to round off roof, and another strip of wood for elevated section, on this a stick of wood, painted black, is placed for trolley pole.

EDW. G. HAFFNER,
Successor to N. H. Kresge & Son, Fifth and Tilghman streets.
Allegheny, Pa.

Enemies of Dirt.

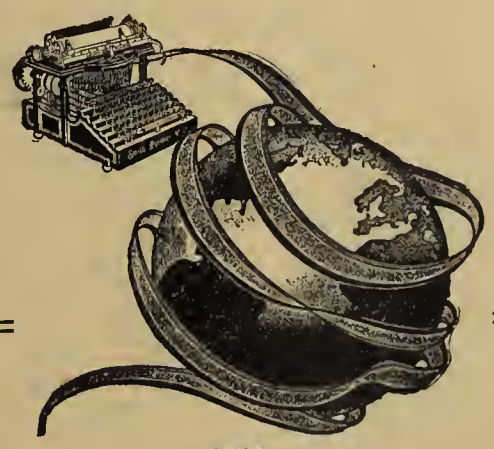
This window does not need much explanation, unless it be the background. The brooms are fastened to a half circle, made of boards, by either nailing or tying with twine



Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company
QUINCY CHICAGO BUFFALO



The Smith Premier Typewriter

has widened its market until it includes the whole civilized world, and has become the typewriter of over 300,000 operators because it has from the beginning best met every typewriter need.

The Smith Premier Typewriter Co.
23 South Eighth St., Philadelphia, Pa.

or wire. To do this bore two holes in the board a trifle less than the width of the broom handle apart, then put your wire or twine through the holes, around the broom and tie in back.

Between the broom handles on the board are scrub brushes and around the edges are clothes pins. A clothes line is run from broom to broom, on which are clothes pins. The sign, "Enemies of Dirt," is on cardboard and tacked outside of the brooms.

The soaps, soap powders, ammonia, blue, etc., are arranged irregularly. Do not overcrowd.

E. W. ALEXANDER.

Oxford, Pa.

Peas are at present about out of the market.

An Interesting Body of Men.

We are in receipt of a copy of the February issue of "Industry," and one of its important features is a beautiful half-tone cut of the branch managers of the Lutz & Schramm Co., of Allegheny. They are a representative looking body of men, and it speaks well for the house that they will have only men of high-class associated with them. Lutz & Schramm Co. have the reputation of putting out only strictly first-class goods and their Pickles, Baked Beans, Catsup, and entire line of Preserves, cannot be excelled.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Wanted—A Position.

———, Pa., Feb. 24, 1908.

Editor "Grocery World."

Dear Sir:—I am taking the liberty of addressing you regarding a position. I have no doubt but that you receive inquiries from time to time for men to fill various positions.

You are probably aware that the above firm sold its business last August, following the death of our ———. Owing to the ill health of my brother for several years before his death, I was obliged to assume entire management, as well as act as credit man, which was my part of the work. In addition to the experience as a member of this firm, I was also partner in a retail business prior to my going into the wholesale grocery business, seven years ago. Having been connected with a mercantile business all my life, I have gained experience as clerk, salesman and manager, which is valuable in holding a responsible position. I am thirty-seven years of age and married. If you learn of such opening as you think I might fill, I will be glad to hear from you.

Yours truly,

* * *

P. S.—I can give any amount of reference you might want.

The "Grocery World" will be glad to furnish the name and address of the writer of the above letter to any person interested.

* * *

Logan, Johnson & Co. Come Back.

Boston, Mass., March 3, 1908.

Editor "Grocery World."

Dear Sir:—We have your edition in which you criticise our labels rather severely. On looking this matter up we find that the label you referred to is one that was approved by the National Food and Drug Committee, but as it was allowed at a time when everyone was using stickers, preparatory to getting in line with the Food and Drug Act, it might seem to any one not knowing, that the goods were not properly labeled.

We, of course, prepared new labels as soon as possible, and are rather surprised that you should have obtained such an old one as this must be, because the new labels carry the formula on the body label, which was a decision made after the time the labels referred to in your edition were placed upon the goods.

We inclose you a label which has been approved by the National board and is all right in every State. The goods are pure, for as any one knows that knows anything about preserves, it is impossible to make up a raspberry or strawberry preserve and prevent crystallization without the use of a small percentage of corn syrup. This does not make it a compound, as you charge in your article, and, in fact, in our State of Massachusetts, corn syrup and sugar are synonymous, so that we would not even have to specify them on the label if we sold our goods only in this State.

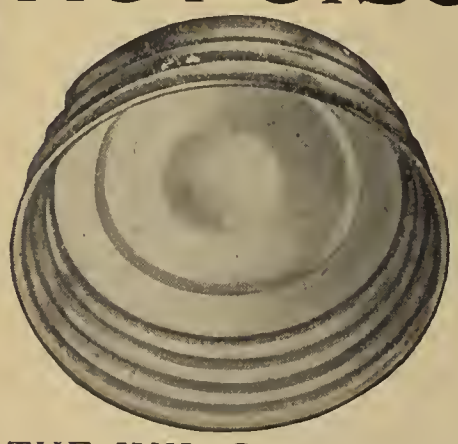
We appreciate fair criticism and if you had referred to us before writing this article we could have given you this explanation, as both the Board of Health of our State and Dr. Wiley, of the National Committee will inform you that we have endeavored very carefully to conform to all the requirements of the law.

Yours truly,

LOGAN, JOHNSON & Co.

As to the age of the label recently commented upon in the "Grocery World," the package bearing it was purchased at a Philadelphia

NO POISON HERE



This pictures the famous **Steel Jar Cap,** the one that doesn't get a poisonous corrosion on it when it seals a jar of fruit. Wouldn't your customers like to know this? Won't they buy it when they learn that it doesn't cost any more than the old-fashioned zinc kind? Sure they will.

THE WM. GLENNY GLASS CO., Cincinnati, Ohio



The Greatest Fly Catcher Ever Invented

FLY RIBBON has gone through several successful seasons. Sells at sight.

FLY RIBBON has all the advantages, and none of the disadvantages of the ordinary fly paper. Catches mosquitoes as well, and frees the house of the disease-carrying insects.

FLY RIBBON does not drip. Is neat, clean and economical. Retails at 5 cents.

CATERPILLAR GLUE for the protection of ornamental and fruit trees, keeps moist for several months.

MANURENE—The Magic Plant Fertilizer.

Address Dept. D. for samples, circulars, testimonials and prices. On account of the big demand, place your order at once.

THE FLY RIBBON MFG. CO.

202 AND 204 E. 100TH ST., NEW YORK CITY

Having It All the Time



Take a butter made from the finest, cleanest, richest milk, in sanitary dairies, and inspect it every now and again until it's turned out to the consumer, and you can hardly help having perfect butter.

And as long as these conditions continue, you will have it all the time.

That is exactly the point of **Gurnse** butter. It is fancy, and is always fancy, and the dealer who sells it can count on every pound being like every other pound.

Nothing is more important in getting and holding a butter trade.

P. F. BROWN & CO. 39 S. Front St., Philadelphia, Pa.

retail store a few days before the article appeared.

In the above letter was inclosed another label reading and arranged as follows:—

LOGAN, JOHNSON & CO.
BOSTON, MASS.
RASPBERRY
Prepared with Gran. Sugar, enough Corn Syrup to prevent crystallization and one-tenth of one per cent. Sodium Benzoate.

To the best of the "Grocery World's" knowledge and belief, the Federal Food and Drug Board has never approved such a label as this; in other words, a label which applies the unqualified word "raspberry" to a product containing glucose. Certainly if they have approved it they have done so in direct violation of their own regulation reiterated very many times. The "Grocery World" also disputes on the authority of many manufacturers, this firm's statement that raspberry and strawberry preserve cannot be made without glucose. They can be and are so made every day.

The "Grocery World" reiterates its opinion, formed under the direct authority of the legal regulations of the Department of Agriculture, that the above label is still illegal, and that any person selling goods bearing it is liable to prosecution. In the "Grocery World's" judgment, the proper designation for these goods is "Compound Raspberry Preserves."

* * *

Wanted in Public Libraries.

Worcester, Mass., March 2, 1908.
Editor "Grocery World."

Dear Sir:—I am a patron of the magazine room of the public library in this and, occasionally, in other cities, and have noticed that every trade except the grocery is represented by one or more periodicals. These papers, I understand, are donated by the publishers, to a large extent. I think it lies in your power to benefit the grocery trade by having copies of your paper on file in public places.

Hoping you will not consider this suggestion out of place, I remain,

Yours truly,
E. W. M.

* * *

Death of an Old General Storekeeper.

Union City, Pa., March 1, 1908.
Editor "Grocery World."

Dear Sir:—The death of Wm. Warden, president of the National Bank of Union City, Pa., occurred at his home this morning at 5 o'clock. He was one of the old residents and has always been identified with the business interests of the town. At one time he was a member of the firm of Dabney, Warden & Laubender, general dealers in merchandise, back in the 70's, and then with Garrett Smith in produce, hay and grain, and later in manufactures. He was a public-spirited citizen, always looking out for the interests of the town.

Yours truly,
G. E. ANDREWS.

* * *

As to a Molasses Pump.

———, Ga., March 4, 1908.
Editor "Grocery World."

Dear Sir:—Can you give us any information concerning Enterprise self-measuring pumps for syrup. We would like to know the actual experience of some retail grocer, if possible, but any information on the subject will be appreciated.

Thanking you in advance for the favor, we are,

Yours truly,
A.

The "Grocery World" has written this correspondent that to the best of its knowledge and belief, the appliance he names is all right. We should like to present, however, some practical opinion on its value by grocers who have actually used it. Will some subscriber oblige?

* * *

Machines for Potato Chips.

Harrisonburg, Va., Feb. 20, 1908.
Editor "Grocery World."

Dear Sir:—Will you please give us the names of some manufacturers of machinery for making potato chips? By so doing you will greatly oblige us.

Yours truly,
LINEWEAVER BROS.

The Enterprise Manufacturing Co., Third and Dauphin streets, Philadelphia, are makers of potato cutting machinery.

* * *

The Breakfast Food Bulletin.

Westboro, Mass., Feb. 28, 1908.
Editor "Grocery World."

Dear Sir:—On page 10 of the "Grocery World" of date, January 6, 1908, you have an article on "No Adulterations in Breakfast Foods," and you refer to Dr. Frear, State chemist, and say his report will be out in about thirty days.

Can you tell me where I can get his report, or would you be kind enough to have one sent to me.

Sometime I may be able to return the kindness.

Yours truly,
C. B. TAPPAN.

If this correspondent wants any fuller report of the Breakfast Bulletin than that contained in the "Grocery World" of March 2, 1908, he is advised to write the Dairy and Food Department, Harrisburg, Pa., for a copy.

The Colored Insert.

In these days when the average business man is inclined to see panic and hard times at every turn, the confidence displayed by the American Slicing Machine Company, in the business situation and the business future of the country is refreshing. This confidence is exemplified by their beautiful colored insert in this issue of the paper. So far from decreasing their advertising appropriation for the current year, they are going ahead on a larger scale than ever.

Of course, there is another kind of confidence that enables them to do this and that is the confidence that comes from the verdict of nearly nine thousand progressive merchants who have pronounced the American to be the only practical slicing machine and the best investment they have ever made for the store. That is why so many American Slicing Machines are sold each year on the recommendations of satisfied customers to their friends.

The mahcine brings the merchant all the sliced meat trade of his locality because the sanitary method, the greater bulk and the appetizing, uniform slices make an irresistible appeal to the housewife, and the saving of waste enables him to make a better profit on each sale. Any merchant who fails to investigate the machine thoroughly is turning away trade that might be coming to his store and losing money that might be in his cash drawer.

Do You Sell It?

We notice in our rounds among the grocery trade that State House Brand Ceylon Tea, packed by the popular wholesale grocery firm of John Scott & Co., Inc., is making a decided hit as it should, as it is a decidedly superior article in tea and a trade winner to those who push it.



You Can't Cut Out
A BOG SPAVIN or THOROUGHPIN, but
ABSORBINE
will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle delivered. Book 5-B free. **Absorbine, Jr.,** for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by
W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

KIRK, FOSTER & CO. WHOLESALE GROCERS
208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILA'A.)

High-grade goods raise the standard of your store, bring you a better class of trade, increase your profits. Why not put in a line of our high-grade canned goods?

Cruiser Brand

Tomatoes
Corn
Succotash
Small Lima Beans
Small Sifted Peas
Early June Peas
Telephone Peas
White Wax Beans

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

Defensive Tactics Needed Against Delayed Transportation Claims

Great Need of Organized Action Against Railroads and Ocean Steamships which Arbitrarily Treat Shippers' Claims. Steamships Particularly Flagrant.

What is greatly needed in the grocery trade, according to many opinions heard expressed, is an organization of offense and defense against unfair treatment on the part of transportation companies. In this is included railroad companies, boat companies and, perhaps, more particularly, ocean steamship companies. These concerns are all large, and in many respects shippers are absolutely at their mercy. They accordingly use their power both in perpetrating impositions upon shippers and in arrogantly refusing to right them after made.

The conduct of ocean steamships in this respect has been little touched upon. They are often worse than railroads. In the first place they insist upon the consignor signing a contract which goes as far as any contract can to exonerate the carrying company from every accident or mistreatment that could possibly affect the goods in transit. If the contract is not signed the goods are not received for shipment.

When the goods arrive in this country they are perhaps damaged. The steamship company is not particularly interested. They have a contract which blocks any damage suits, and they rely in all cases upon the statement that the damage came from some heavy storm, or "act of God," for the effects of which they are not responsible. Under the contract which has been signed, the consignee must actually prove that the goods had careless treatment en route, which it is next to impossible to do. Consequently he bites his nails and takes his medicine.

In the great majority of cases a steamship company would pay righteous claims like this rather than stand a law suit. They realize that most of their victims—none of their victims in small cases, in fact—will not sue them, for business reasons, and they accordingly take advantage of what amounts to practical immunity.

Railroad companies are often less arbitrary than steamship companies, because they are more directly subject to the law than ocean steamships, but there has always been great difficulty in getting them to attend promptly to claims. Like the steamships, the railroads know that in small claims shippers hesitate to sue, because an offended railroad can make the situation intensely unpleasant.

An organization to promptly begin legal action on all claims not settled within a reasonable time would clarify the situation in a very short time.

There has been a little Boston hothouse asparagus in market, ranging from $6 to $6.50 per dozen. The demand has been good, considering the price.

Virginia to Have a Food Law.

The House bill creating a dairy and food commissioner for Virginia was called up by Senator Hart, of Roanoke, and passed by the Senate under suspension of the rules on Wednesday morning. Senator Hart said that since the passage of similar laws by the Federal Government and many of the States, Virginia was being made the dumping ground for a great mass of food products that had been rejected elsewhere as unfit to be eaten.

These Fish Cannot be Excelled.

The Niagara Fish Company, of Lake street, Buffalo, N. Y., make a specialty of winter-caught fish that are taken at a temperature of 40 degrees below zero, and are immediately frozen so solid that the delicious flavor of the fish is retained. Their lower Lake fish cannot be excelled and bring you the best quality at the lowest price. The firm has for years made a special study of the conditions. It will pay you to get in touch with this firm by sending for their Fast Day Art Calendar and price-list.

The Garden Barrow You Need.

You surely want the best garden barrow made when the cost is about the same as the ordinary kind. The 211 Garden Barrow, sold by James M. Vance & Co., of Philadelphia, is admitted to be the best on the market and a trial order will convince you of the truth of this statement.

A Vermont grocer reports money close, but not close enough to be reached. If he used Forbes Coupon Books promises would cease and profits would increase.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Two (2) second-hand, ten or fifteen feet, sets of either Walker or Miller & England Patented Tilting Bins. Must be in good condition. Address, giving price and condition, W. C. Yinger, Lancaster, Pa. 11

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—A grocery business in one of the best towns in northern New Jersey, the oldest established business in town on the main street. Sales will average $3,500 per month. Clear net profits, 15 per cent. Owner retiring from business on account of health. Price, inventory. This is a rare business opportunity. For particulars address W. S., "Grocery World," Philadelphia. 11

FOR SALE.—In whole or in part, the largest and best equipped plant for doing a grocery, meat and baked goods business, located in the second largest city in New York State. Have several grocery stores, meat markets and a manufacturing baking business, each doing both a wholesale and retail business. The stock, including horses, wagons, sleighs and all other equipments, will inventory at from $40,000 to $50,000. Best of reasons can be given for selling. Business will stand the most rigid investigation. Absolutely no use for making inquiries unless party has money to do business and means business. Address C. P., "Grocery World," Philadelphia. 13

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

FOR SALE.—At a bargain, New Double Cottage, on large high lot, at 34th street, Ocean City, N. J. Also, 120 acres good land near Tuckahoe, N. J.; 40 acres Salt Meadows, 60 acres upland, partly under cultivation. Address C. H. Kelk, Vineland, N. J. 10

FOR SALE.—Butchers, a fine chance to get in the meat business for very little money. The advertiser has a pair of Beef Stalls, fixtures all complete, in the best retail market in city, which he cannot attend to. Will sell them very low to a practical butcher. F. N. W., Grocery World. 10

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 290.—In Northeast Philadelphia. Does $300 per week, and has averaged that for ten years, half cash. Stock about $1,000; one team. Good dwelling connected. Clears $1,000 per year above living expenses. Owner with wife and boy can run store. Store sold only because owner retiring. Price inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 325.—In best business part of Frankford avenue, Philadelphia, store 18x35 feet. Does $300 weekly, all cash. Stock $350. Push cart delivery. Clear 10 per cent. This store is making a good cash income every week, but owner does not like the business, and wants to return to trade. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price Inventory.

No. 340.—In West Philadelphia. Groceries, meats and provisions. Size 24x60 feet. Does $45,000 yearly. Three fourths cash. Stock carried, $2,500. Uses two teams. Actual net profit, 12 per cent. Reason for selling, Ill-health. Established 21 years. Price inventory. Fixtures will run about $1,500. Amount required, around $3,800. No dwelling.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 344.—In West Philadelphia. Groceries, meats and provisions. Size 15x27 feet. Does $500 to $600 per week. All cash. Stock only $500, as business handles large amount of meats. Clean net profit 10 per cent. Best reasons for selling. Price Inventory. Will need about $1,400, but can be reduced by not taking cash register. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250 No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22x60. Does $500 weekly, all cash. Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 348.—In booming New Jersey resort Cash Grocery, doing a yearly business of $20,000, can be greatly increased. Well established. Will sell at inventory. Stock about $1200. Will stand fullest investigation. Owner has another store in another town and cannot attend to both.

No. 351.—In southern Philadelphia. Tea, coffee and groceries. Size, 17 x 40 feet. Does $16,000 yearly, all cash. Splendid transient trade—3,000 people pass the store every two days. Stock only about $300 Net profits, 12½ per cent. Owner has trouble with help and wants to retire. Fine place for man and wife. Price asked, complete, about $700, including fine National cash register.

No. 353 —In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONLY STORE IN THE PLACE.

We offer the only grocery store in a high-grade Philadelphia Suburb. Under restrictions no other store can be built there. The owner has another business to which he wishes to devote his entire time, and will sell the place at inventory, asking nothing for good will, though the business is unusually valuable. Store 16x50 feet, with two storerooms, does $33,000 yearly, all gilt-edged. Stock about $2,000; uses three teams. Dwelling connected. Actual net profits 8 per cent. The business is open to the very deepest investigation. Teams and fixtures will inventory around $1000 to $1200, and the stock around $2000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24 x 60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 12 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa

AN UNUSUAL BUSINESS

We offer now a wonderfully profitable business in meats, poultry, butter and eggs. Located near Philadelphia. Does $1800 weekly, 65 per cent. cash. Average stock is only $1000 as it is turned very rapidly. Uses two teams. Nets clean profits of 12½ per cent. Real estate if wanted. Owner started this business thirty-three years ago and wants to retire. Does some small manufacturing, such as sausage and has fully equipped plant. Price complete, which is simply inventory, is about $7000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price Inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FOR RENT.

FOR RENT—Large General Store (owned by the undersigned estate) in Quarryville, Lancaster County. Pa. This Borough has a population of about 800. Is the terminus of two steam railroads, a trolley line and two new state turnpikes. It is the only town of any considerable size in the ten lower townships of Lancaster County, and commands a large proportion of their patronage. It has two banks, and does more business in a week than most towns of its size in a month. In fact, during the year of 1907, it is carefully estimated to have exceeded $800,000, not including the money paid out in the borough for tobacco which will amount to about $150,000 yearly. The borough has, besides this store, one large general store, carrying every line, and one smaller general store, one small grocery and a large hardware store. This store has enjoyed a large patronage for half a century. The location is the best in the borough, and in the midst of the town's business activity, within 200 feet of the depot of the Lancaster & Quarryville Railroad, the Lancaster, Oxford & Southern Railroad, the freight station and the terminus of the trolley line. The building is large, well-lighted, and is undergoing repairs; it has a fine cellar. It will be rented on good terms. The opportunity for an energetic man to establish a fine business in one of the best towns of its size is here afforded. A renter will not be handicapped with a stock of old goods, as the building is entirely empty and ready for immediate occupancy. For any further information address George W. Hensel's Estate, Quarryville, Lancaster Co., Pa. tf

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

We will start you in the Tea and Coffee business for $5; fifty per cent. profit. Kingston Tea and Coffee Co., Kingston, N.Y. 11

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

PHILADELPHIA GROCERY STORES WANTED?

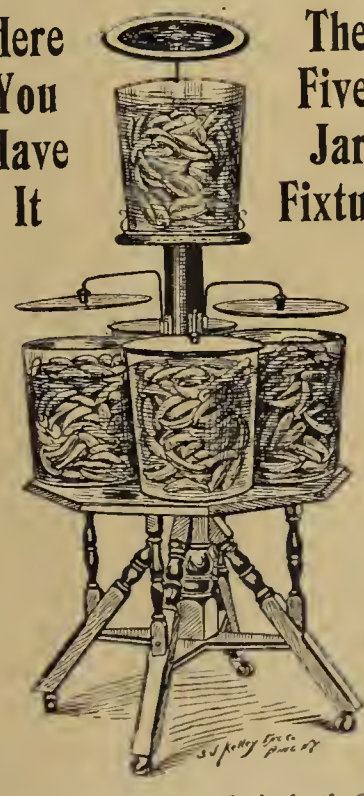
We have immediate buyers for live Philadelphia Grocery Stores, running from $1,000 to $2,000. Must be healthy, established, profitable. No sale no charge. Waiting list of buyers all the time.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

Here You Have It



The Five-Jar Fixture

This fixture is made in both Oak and Cherry; is substantially made, with 3-coat finish. Instead of the old-style hinges it is operated by lifting upon bale and swinging to right, thus completely exposing Jar for use. It fills the want of a larger jar display, occupying no more room than the 4-jar fixture. Besides being a silent salesman, it is an economizer. Top Jar revolves, thus making it convenient for the merchant. All trimmings nickel plated. Write for prices, etc.

THE WELLES & DAVIS MFG. CO.
WYALUSING, PA.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS
Quaker City Preserve Co.
Philadelphia, Pa.

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on prices ruling Monday, March 9th. Terms, net 10 days. First orders must be accompanied by references.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.25
Fancy Brights, 150-176 size, per box	2.40
Fancy Brights, 200-216 size, per box	2.40
Fancy Brights, 250 size, per box	2.30

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$2.75
Fancy quality, 126 to box	2.75
Fancy quality, 150-176 to box	2.65
Fancy quality, 200-216 to box	2.65
Fancy quality, 250-288 to box	2.50
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.40
Extra choice, 150-176 to box	2.50
Extra choice, 200-216 to box	2.40
Extra choice, 200-250 to box	2.35

CALIFORNIA LEMONS.

Fancy quality, 300 to box	2.75
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.75
Choice quality, 240 and 270 to box	2.60
Choice quality, 300 to box	2.50
Choice quality, 360 to box	2.60

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$3.00
Choice Messina, 300 size, per box	2.75
Choice Messina, 360 size, per box	2.75

ALMERIA GRAPES.

Fine quality, kegs, 61 lbs.	4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good quality, kegs, 62 lbs.	3.50
Good quality, kegs, 60 lbs.	3.00

GIVE SOME ATTENTION TO THE MONEY MAKER

Fine fruit not only brings people into your store but if you buy the right goods at the right prices you make splendid profits.

We will show you how to make money on fruit if you will get in to see us.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



Two Reasons for Horses

You prefer horses to automobiles for delivery for either one of two reasons:—

Either you love horses, or believe they're cheaper.

If you love horses, we have nothing to say except that it's an expensive love, when automobiles do so much more work for the money.

If you believe horses are cheaper delivery than the **Lindsley Car**, you're wrong, begging your pardon. The **Lindsley Car** will run 30 miles on one gallon of gasoline, and it will carry 1500 pounds during every foot of the way.

Can horses do that? Write about it.

J. V. LINDSLEY & COMPANY
Suite 1112 Monadnock Bldg., Chicago

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.85
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	85
Sweet Potatoes, 3 lb., 2 doz	1.25
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz	2.95
Fair Quality, 3s	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.50
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.30
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.10
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	1.50
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	10
Evaporated, 1 lb. packages, 4 doz	.11
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.12½
Best, 25 lbs	14
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb ....per doz.	
New Prunes—	
30- 40, 25 lbs	.09
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.08
60- 70, 25 lbs	07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.06
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ....per box	1.85
Seedless Sultana, 50 lbs	.07¾
Seeded, 36 1 lb. packages	.10
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04½
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	2.70
Snow Flake, 36 15c. packages	3.35
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.60
Lady Washington Beans, about 200 lbs. to bag	2.70
Green Peas, dried, about 165 lbs. to sack	2 35
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.42
Kingsland, N. O	.33
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
OrangeBrand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.20
California Amber Drips, 3 lb. cans, 2 doz	2.50
California Amber Drips, ½ gal. cans, 1 doz	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.75
Fine Granulated, 100 lb. sacks	4.75
Confectioners' A	4.70
No. 1, A	4.70
Light Yellow	4 25
Fine Granulated, 2 lb. bags	5.05
Fine Granulated, 5 lb. bags	4.95

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4 35
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.65
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.35
Hires' Silver, 4 doz	4.65
Square, 4 doz	3.75

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4 35
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.00
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz. in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	100	4.00
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2½ boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.65
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3 75
Sweetheart	50	1.90
Lava	100	3.75
Pearl	60	2 40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.85
Sapollo	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2 50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2 50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fanoy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars per doz.,	1.20
New Orleans Molasses—	
Fanoy Open Kettle	.41@.48
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 3 dozen per case,	2.90
Quarts, 2 dozen per case,	2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen per case,	1.95
Tins, 2½-lb., 2 dozen per case,	2.30
Tins, 3-lb., 2 dozen per case,	2.50
Tins, 5-lb., 1 dozen per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95	38.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 450	23.00
Norway, count 400@450	24.00
Norway, count 300@350	27.50
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	1.40

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fonchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandhelling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.25@.35
Nntmegs, 105–110s	.18@.20
Nutmegs, 130–140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nntmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sance, 2s	.75@.80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

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Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb
Fancy, 1-lb. cartons	.10½
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.09
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	
2½-in., 12 lbs	.10½
2¼-in., 12 lbs	.09½
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.07⅛
Citron—	
According to quality	.18@.20
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05½
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.15
30x40, choice	.10½
40x50, choice	.08¾
50x60, choice	.08
60x70, choice	.07½
70x80, choice	.06¾
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in cartons—	
Fancy 40x 50	.11
50x 60	.10
60x 70	.09½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	
Fancy, 1-lb cartons	
Prime, 50 lbs	.10½
Choice, 1-lb. cartons	.12½
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.26
Royal, choice, 25 lbs	.23

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40 @.46
Valencia, 28 lbs	.33 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10 @.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ⅛s, accord'g to qual.	22.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Flour, all grades	29

DECLINES.

	Column.
Butter, all grades	7
Eggs	27
Barley	30
Lard, Pure and Compound	44

ADDITIONS.

	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	38
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	16
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	16
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	26
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	40
Provisions	43
Puddine	31
Putty	48
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	59
Rosin	48
Sago	30
Salad Dressing	52
Sal Soda	52
Salt	51
Sapolio	55
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	14
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	48
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	49
Teas	51
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	67
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	41
Wringers, Clothes	
Woodenware	61
Witch Hazel	48
Yeast Cakes	63

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SUGAR.

Confectioners' Lozenge, XXXX	5.15
" Powdered	5.15
" Crown A	5.35
" Crystal A	5.00
" Coarse Granulated	5.25
Eagle Tablets	6.30
Crystal Dominoes	7.35
Cut Loaf	5.70
Patent Cubes	5.25
Powdered	5.10
Extra Fine Granulated	5.10
Coarse Granulated	5.10
Granulated	5.00
Fine Granulated	5.00
" in 50-lb. bags packed 2 in 100-lb. bag	5.05
" in 25-lb. bags packed 4 in 100-lb. bag	5.05
" in 10-lb. bags packed 10 in 100-lb. bag	5.15
" in 5-lb. bags packed in bbls	5.20
" in 5-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. bags packed in bbls	5.30
" in 2-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. cartons in cases	5.20
" in 2-lb. paper packages in cases	5.20
Confectioners' A	4.80
1—Keystone A	4.75
2—American A	4.70
3—Centennial A	4.65
4—California A	4.60
5—Franklin B	4.55
6—Keystone B	4.50
7—American B	4.45
8—Centennial B	4.40
9—California B	4.35
10—Franklin Extra C	4.30
11—Keystone Extra C	4.25
12—American Extra C	4.20
13—Centennial Extra C	4.15
14—California Extra C	4.15
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

Lipton's Teas—	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
Englisb Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, Englisb Breakfast, Gunpowder, Mixed Tea .50

Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas .40

Tetley's Tea—	Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—	
100 lb. barrels per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

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Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purity Brand 5 " ½ " "	6.00
" 1 " 1 " "	1.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Brown's, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.7

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.11½@.12
" Choice	@.11½
Washed Caracas, Fancy	.14 @.14½
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ⅛ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10½
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Arlosa	15¼	15 25/100
Lion	13⅝	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins	.26
Salndo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triumfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27¼
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.85
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05⅞
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.33
" First, "	.32
" Second, "	.31
" Third, "	.28-.30
" Imitation, 30-60 lbs	.25-.27
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	34
Ladles, 30-60 lbs., bakers' use	.24
Print Butter:—	
Star or S. D. brands, 1 lb., 50-50-lb. bxs.	37
B. B., E. D. brands, 20-50-lb. boxes	36
J. J., C. V., Gilt Edge, Gold Medal, 50-50-lb. boxes	.35
Sheaf ("400") Elgin, 20-50-lb. boxes	.34
Sheaf	.30-.33
Milhen Farm, lbs. and ½ lbs	.39
Gurnse, pounds or half pounds	.36
Belle Spring	.34

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10¾
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1¾	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4 50
Mason's, quarts, per gross	4.75
Mason's, half-gallons, per gross	6.75

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Jelly Tumblers—	
Barrels, 22 doz. per doz.	.16½

(No charge for barrels.)

Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	.45
" medium, 2 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

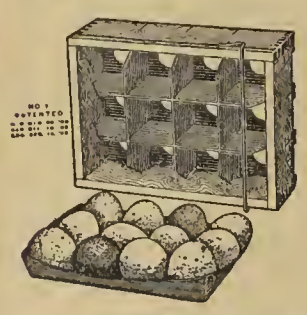
COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1 00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz. per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 8 doz. per doz.	.90
¼-lb. square cans, 2 doz. "	.75

CANNED GOODS

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1 22½
Frying, Good Luck Brand	1.07½
DuBois' Frying	1.12½
Jersey King, No. 3, Standard Jersey	1 00
Blue Hen Chickens, No. 3	.95
Silver Lake, fancy, Jersey	1 07½
Plantation, No. 10, 1 doz	2.85
Silver Lake, No. 10, 1 doz	3.15
Alta, No. 2	.67½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1 00
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Mikado, Penna., fancy	1.00
Codorus, fancy, cut, No. 2	.90

EGG INSURANCE



To Deliver 1 M. Dozen Eggs Costs You



IN PAPER BAGS

Standard Bags per M,	$1.20
Twine, 2 Balls,	.10
Clerk's Time Handling and packing, 1 minute each doz., 16⅔ hours at 15c.,	2.50
Breakage, average 8 eggs per case of 30 doz., 33⅓ doz. at 24c.,	8.04
	$11.84

IN STAR EGG CARRIERS

1 doz. No. 1 Star Egg Carriers,	$2.25
1 M. No. 1 Star Egg Trays,	3.00
Clerk's Time filling Carriers, 5 sec. each doz. 4 1-6 hours at 15c.,	.63
	$5.88
(Can be emptied in 1 second.)	
	$5.96
1 doz. No. 1 Star Egg Carriers left on hand when eggs are delivered,	2.25
AMOUNT SAVED when delivering with STAR EGG CARRIERS and TRAYS,	$8.21

IN PASTEBOARD BOXES

For 1 M. Pasteboard boxes,	$ 5.50
Breakage, 1 egg every 3 doz. delivered,	8.04
Clerk's Time, handling, setting up and packing, 15 hours at 15c.,	2 25
	$15.79
Delivering with STAR EGG CARRIERS and TRAYS, cost as specified in opposite column,	3.63
STAR EGG CARRIERS SAVE YOU,	$12.16

Star Egg Carriers Prevent Miscounts

STILL GREATER SAVING BY USING NO. 2 SIZE, AS PER CUT ABOVE.

THOUSANDS HAVE BEEN CONVINCED. WHY NOT YOU? A TRIAL ORDER WILL DO IT.

Star Egg Carrier & Tray Mfg. Co., Rochester, N. Y., U. S. A.

Do You Want to Make $300 More Every Year?

It is a mighty nice thing to be able to increase your profits by such a tidy sum as $300 a year on an investment of less than $20, but that is what you can do if you will put in an **Acme Peanut Roaster** (equipped for kerosene, gas or gasoline), the simplest and cheapest automatic roaster made. Anybody can operate it. There is nothing to get out of order and little or no expense in running it.

Give your customers a chance to buy freshly roasted peanuts and you will make from $1 to $3 a day. We would like to tell you more about it.

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.





WE HAVE THE BEST OF REASONS FOR TALKING ABOUT IT

We make a point of exploiting the fact that you will find "The Bottom as Good as the Top" in **Apelpi Evaporated Apples**, simply because usually the top is very much better than the bottom. We pride ourselves on this particular brand, have built up a big demand for it on its quality alone—you can do the same thing.

BOWN BROTHERS
Despatch, New York

H. COWAN & SON **28 So. Front Street**
Distributers **Philadelphia, Pa.**

—9—

Boyer's, 2s	.82½
Acorn, 3s	1.05
Acorn, No. 2	.75
Safe, No. 2	.60
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	1 05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sance—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner'z, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.75
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.92½
Cream of Suzquehanna	.95
Baker's, G. W., whole grain	.85
Shoe Peg, Susquehanna	.82½
Shoe Peg, Osborn's	.72½
Mark, crushed	.72½
Rex, No. 2, Fancy Whole Grain	.67½
Vanity, No. 2, Whole Grain	.65
Royal Exchange, Whole Grain	.61½

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10 75
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.20
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.00
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.22½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.25
Farren's, No. 10	3.90
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.05
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrewz & Co., No. 2	.42½
Silver Lake, No. 10, 1 doz	2.35
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medium, No. 2½, 2 doz	3.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2 75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s,	2.40
Cherries—	
Extra quality, 2½z	3.40
Extra standard, 2½s	3.30
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.62½
Wild Rose, No. 2½, ex. stand'd lemon cling	2.50
Valley, No. 2½, standard lemon cling	2 30

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Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½
Lake View, No. 2½, lemon cling	2.20
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.75
Extra standard green gage	2.75
Standard egg	2.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	3.40
Keystone, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.30
Ayres Good, No. 3	1.10
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.50
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.90
Defence, No. 2	2.10
Pineapple—	
Phonograph, sliced, No. 2	2.25
Acorn, grated, No. 2	2.10
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Orange Grove, E. & C., No. 2	1.50
Singapore Chunks, No. 1½, 4 doz	1.10
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.05
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Chop Tan Hin, ⅞ lb., cubes	.75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 12½
Star, No. 1, 4 doz	1.05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.35
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.3
Shrimpz—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Pickert's, soused, No. 2, 2 doz	2.50
Pickert'z, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 2, 2 doz	2.45
Underwood, soused, No. 3, 2 doz	3.10
Oyzters—	
Boyer's, No. 1, 2 doz	.95
Boyer'z, No. 2, 2 doz	1.82½
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.75
Stewart's, No. 1, 2 doz	.87½
Victory, No. 1, 2 doz	90
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, zpiced, 4 doz	.85
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat	2.15
Hapgood'z, 1 lb., flat, keys	2.25
Porter'z Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.30



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Cadeau, ¼'s, key	5.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	8.00
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.25
¼s, Luncheon, 100 cans	3.10
¼s, Fox, 100 cans	3.40
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	2.50
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Le Baron, 100 cans	
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Ollve Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No.14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.35
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Klagan's, No. 1, 2 doz	1.20
Klagan's, No. 2, 1 doz	2.20

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.77½
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ¼ doz	5.00
Schimmel's, assorted. 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	2.25
Boullon	3.15	1.75	1.85
Beef	3.15	1.75	1.85
Julienne	3.15	1.75	1.85
Printanier	3.15	1.75	1.85
Vegetable	3.15	1.75	1.85
Tomato	3.15	1.75	1.85
Ox Tail	3.15	1.75	1.85
Mock Turtle	3.15	1.75	1.25
Taploca Creey	3.15	1.75	1.85
Pea	3.15	1.75	1.85
Mutton Broth	3.15	1.75	1.85
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.85
Chicken Gumbo	3.15	1.75	1.85
Mulligatawny	3.15	1.75	1.85
Chicken	3.15	1.75	1.85
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.85

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—	Per lb.
Extra Mixtures, 30-lb. pails	.08
Cream Jelly Mixtures, "	.09½
Kicroften Mixtures, "	.08½
Nobby Mixtures, "	.09½
Cadella Mixtures, "	.12
Fine French Mixtures, "	.13½
French Creams, "	.09½
American Mixtures, "	.08½
Variety Cut Drops, "	.08½
Darling Mints, "	.08½
Golden Drip Bar, 15-lb. boxes	.12
Sour Balls, 30-lb. pails	.08½
Pancella Cream Chocolate, "	.11½
I X L Assorted Chocolate, "	.12
King B Assorted Chocolate, "	.13½
No. 1 Fine Assorted Chocolate, "	.16½
Nonpariel Drops, "	.13
Chocolate Covered Caramels, "	.12
Dairy Chocolate Chips, 25-lb. pails	.16½
Chocolate Mints, 30-lb. pails	.11½
Honey B Comb, 21-lb. pails	.17½
Cream Cocoanut Balls, 28-lb. pails	.10
Cream Peppermint, 30-lb. pails	.09½
" Wintergreen, "	.09½
Wellington Caramels, 25-lb. pails	.08
Frozen Milk " 30-lb. pails	.10
Soft Jelly Gum Drops, "	.07½
Superfine " "	.10
Jelly Beans, "	.08
Wintergreen Lozenges, "	.09½
Mint " "	.09½
Assorted " "	.09½
Conversation " 28-lb. pails	.09½
C. & A. Crown Stick, 30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases	.12½
Rock Candy, assorted, 30-lb. boxes	.09½
Penny goods, 10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.90
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes



CROFT & ALLEN CO. *Philadelphia* PENNSYLVANIA

WHY AND BECAUSE

Why has the Exton Cracker kept growing in popularity from 1847 to 1908? Because you can induce people to buy some other oyster cracker only *once,* and because you can induce them to stop using the Exton only *once.* Why does the Exton cracker *lead* and the others *follow*? Because there *is* no other oyster cracker for the *Exton* to follow, so it *must lead.*

"The Best Known and Known as the Best"

A. EXTON & COMPANY

Trenton, New Jersey

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co., Distributing Agents, 116 S. Delaware Ave., Philadelphia

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case.
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker's:—	
Best Cocoa, ½-lb. size, per lb.	.32
" ¼-lb. " "	.33
Premium Chocolate, ½s, 12 lbs	.33
" ¼s, 12 lbs	.34
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hershey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36

Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 dos. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35½
" ½-lb. tins, 6-lb. boxes, per lb.	.33½
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.33
Sweet Clover, ½s, 6-lb, per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.95
" " ¼s, 6 lb. "	.39
" " ½s, 6 lb. "	.38
" " 1s, 12 lb. "	.37
" " 5 lb., 6 cans in box	.37
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Superior Sweet, 6 lb. "	
" Premium, ¼s, 12 lb. "	
" " ½s, 12 lb. "	

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ½-lb. " 6-lb. "	.31½
" ½-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to bale case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 dos	4.20
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.60
Dime, 4 doz	3.90
Winner, 4 doz	4.60
Baby, 1 doz., glass	1.90
Red Cross	4.50
Peninsular	4.50
Leader	4.30
Banner, 4 dos	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 60
Peerless, 5c. size, 4 doz	2.10
Yacht, family	3.50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 dos.	2.90
Pet, 10-c. size, 4 doz, per case	3.45
Pet, 5-c. size, 6 dos, per case	
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.45
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM



	Per case.
Hires Condensed Milk ..	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10



If You Want Dividends From Our Money

Here is what we honestly believe to be the very best line of tinned meat products packed—the "**Veribest**" line.

There is strength in a full line. It is not only a good deal more systematic to handle one manufacturer's line, instead of the corned beef of one and the ox tongue of another, but it is self-protective.

You are dealing with one concern instead of four or five.

This is true always, provided it is a good line. The "**Veribest**" line has to be good. Even if we weren't good enough business men to make it as good as it could possibly be made on general principles, the Government inspection would.

These are superfine products, and they always will be superfine. To sell them is to get dividends from the most extensive meat advertising in the world.

ARMOUR AND COMPANY

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COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ½z.	.26
" ¼z.	.28
" ⅛s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroli	.10	.10½
Cracker Dust	.08	.08

Packagez free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Sa ltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1.00
Milk Lunch	1.00
Our Ginger Snaps	.50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbz. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Colnmbia, Connecticut, Rhode Izland, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

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Wein Senf, in bbls. per gal.	
" 1 gallon ztone jars per jar	.75
" 5 gallon kegs. per keg	2.50
Prepared Mustard, in bbls. per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon palls...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
loaf,	.26½
Sap Sago, 3 to a lb. cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs. loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin. per lb.	.26
" 1-lb. tins. per case	3.25
Camembert, in wood boxes. per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1. loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbz. each. per lb.	.16
Limburger Cheese, No. 1. box, 18; ⅛ box, 18; less	.19
Muenster Cheese. per lb.	.18
Brick Cheese, No. 1. "	.16
English Dairy Cheese. "	.17½
Pineapple (Picnic size), 6 in box. per box	3.00
" (Gem size), 6 in box. "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case. per doz.	4.50
Lunch size, 2 doz. in case. "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size. "	1.00
MacLaren Imperial Cheese, Club size. per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.05
Star Cream, or Phila., 12 " .... "	2.20
Miniature Cream, or Phila. 12 " .... "	1.10
Hand Cheese, 8 doz. "	1.35
" 4 " "	.70
" 4 " Thuringer. "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight). per lb.	.48
Wiener Wurstel, 16 in tin. per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's). per lb.	.48
Imported Frankfurters. per doz.	3.75
Goose Breast, Imported, marked weight, per lb.	.65
Pate de fois Gras, small size. per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short. per lb.	.24
" " long. "	
" Mortadella, Dry. per lb.	.25
" Knackwurst, 25 in box, per box, $4.75. per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxez, .18½; less.	.20
" Cervelat, Blue Ribbon, 50 and 100-lb. boxez, .17½; less	.19
" Cervelat, Crescent, 50 and 100-lb. boxes, .15; less.	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less.	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .21½; less.	.23
" Salami (E), 50 and 100-lb. boxes, .19; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17½; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less.	.17
" Tongue Sausage. per lb.	.18
" Smoked Braunschweiger Liver Sausage. per lb.	.15
" Lachs Ham. "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Saner Kraut. per doz.	.90
" Lebanon Beef Bologna. per lb.	.15
" Paprika Speck. "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen. per lb.	.24
Smoked Thuringer Blutwurst. "	.18
" Pfefferwurst. "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins. per doz.	1.65
Pickled Meats, in glass. "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

THE CORN WITHOUT HULLS



Specialties Like This Boom Trade

Winorr Corn is canned corn in the sense that it is corn packed in a can, but it is not canned corn in the ordinary sense at all.

Canned corn means corn packed with the hulls on. Good, nevertheless? Yes until you taste **Winorr,** which is packed without the hulls.

Winorr Corn is a delicious specialty — just the tender, delicious, milky kernels of fancy sugar corn.

You can sell it just as surely as thousands of other grocers do.

The Pressing & Orr Company

NORWALK, OHIO

Do You Buy Pasteboard or Apples when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY

A card brings delivered quotations.

E. V. Peirson & Co., Newark, Wayne Co., N.Y.



MAKE MONEY SELLING FINE FISH

¶ Winter-caught goods are taken at a temperature of 40° below zero. They freeze hard as rocks instantly. This insures the delicious flavor that has made them so famous.

¶ Our lower lake fish are ***unexcelled. Maximum quality at minimum cost.***

NIAGARA FISH CO.

LAKE ST., BUFFALO

has for years made a special study of these varieties and the conditions that place them, perfect, into your hands.

¶ ***Right now*** is the best time to send for our exquisite fast-day art calendar and our price-list. Remember who

SUPPLIES THEM

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ½bbl.	5.50 60–75
" milkers, " ⅛ bbl.	6.50 75–85
" mixed, Standard, bbl.	
½ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl.	
½ bbl.	
Scotland Herring, mixed, large fulls, bbl.	
⅛ bbl.	8.00
" milkers, large fulls, bbl.	
⅛ bbl.	8.00
Marinirte Herring, Imported, about 40 in pail	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail	1.00
Norway Stockfish, dry, per lb.	15
Matjes Herring, per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1 1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.			19.50
½ " "	10.50	¼ " "			10.50
¼ " "	5.50	⅛ " "			5.50
⅛ " "	2.75	1/10 " "			2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitskugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

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COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.24
Western	.23

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15½
New York, Full Cream, new, 1st's, 40-lb. bxs.	.14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.		.28
Anchovies, in oil, ½ bottles		4.50
" " ¼ "		3.25
Anchovy Paste, fancy, per doz.		4.75
" plain, per doz.		3.75
Bouillon, Burnham, pints, 2 doz. in case		3.75
" " ½ pints, 2 doz. in case		2.00
Capers, Nonpariel, ⅛ gallon kegs		1.50
" " Quart, glass	per doz.	7.00
" " bottled, ½ size	per doz.	2.35
" " " ⅛ "	"	1.90
" " " ¼ "	"	1.15
Canton Ginger, large pots, cases 6 jars,	per case	4.65
" med. " " 12	"	5.00
" small " " 24	"	4.75
Cherries in Maraschino, in glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. ds.		.90
" " 3 lb., 2 dz. case	"	2.20
Currie Powder, pints, per doz.		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ⅛'s		2.65
" ¼'s		5.00
" ½'s		9.85
" 1's		18.50

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French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.50
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	27.00
Choice, 100 tins per case	25.00
Extra, " "	
Hotel, " "	23.00
Truffles, ⅛ per tin,	.30
" ¼ "	.55
" ½ "	1.15
" 1 "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs in Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallised Ginger, 1-lb. tins, per doz.	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	5.24

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50

Watch *the* Insects Swarm to the Light

Almost every living thing is attracted by light—particularly is this so with the greatest of living things—human beings. The store-keepers who do the biggest business keep their places working for them after business hours. They put goods in their windows at bargain prices, then "turn on the light" so people can see them. One person attracted, who becomes a customer, pays what the light costs, the rest are extra profit. Write us and we will show you how to make your store work for you while you sleep.

The Philadelphia Electric Co.

10th and Chestnut Sts., Phila., Pa.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.90
Gold Medal	6.45
Millbourne	6.35
On Top	6.80
Ceresota	6 45
Pillsbury's Best	6.45
Taylor's Fancy	5.65
Semper Idem	4.85
Pride of the West	5.40
Sunbeam	5.30
Quaker City	5.50

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	2.85
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.90
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	3.15

FARINACEOUS GOODS.

	Per Bag
Corn Meal—	
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2.00
" " table, 100 lbs	1.95
Western yellow, granulated, 100 lbs	1.60
Western white, granulated, 100 lbs	1.65
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05¾
Marrows, Fancy N. Y. State, grain bags bush	2.35
Medium, Fancy N. Y. State, grain bags, bu.	2.45
Pea, fancy, N. Y. State, grain bags, bushel	2.42½
Pea, fancy, Michigan, grain bags, bushel	2.45
Red Kidneys "	2.12½
Peas—	
Green, per bushel	2 15
Scotch "	2.50
Split, yellow "	2.05
" green "	

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Lentils—	
00000, 110-lb. bags, per lb.	.07
Less quantity "	.07½
Shaker Corn—	
Fancy, barrels, per lb.	.06
Less quantity "	.06½
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.65
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.20
Western Pearl, 100 lb. bags	1.70
Western Grits, 100 lb. bags	1.60
Barley—	
OO	.06½
No. 3, 100-lb. bags	3.75
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, D, per bbl.	6.95
" " kegs 100 lbs., per keg	3.65
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.47½
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	
H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.55
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	6.15
Avena, per keg, 90 lbs	3.37½
Standard, 180-lb. bbls	6.15
" 90-lb. bags	3 00
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04⅝
" " less quantity "	.05¼
" Pearl, 150 lbs "	.04½
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.65
Maol Flake, 36 "	3.70
Malta Vita Corn Flakes, 36 packages	2.35
Elijah's Manna, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 36 packages	3.35
Quaker Puffed Rice, 36 packages	2.70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated "	1.07½
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's, sbredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Trypboss, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05½
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¾
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spagbetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	2.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	18.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

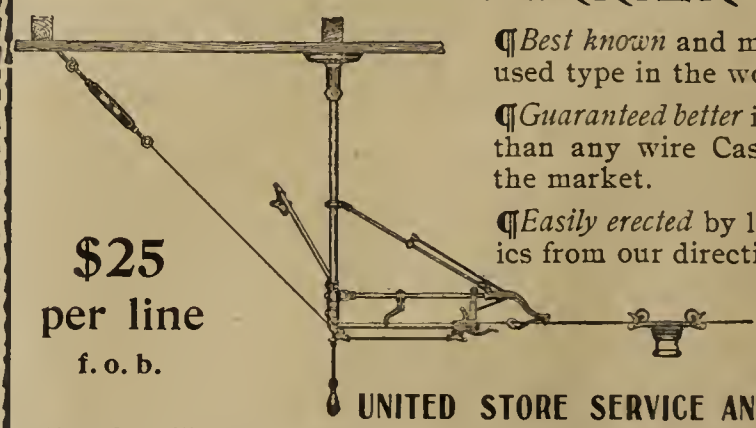
Do You Know What Ramly Stands For?

We'll tell you—the finest Turkish cigarette ever made to sell for 10 cents. It is the one that is so widely imitated by our competitors.

If you want particular smokers to come to *you*, put the **Ramly** in stock.

MENTOR CIGARETTE CO.
404 Atlantic Avenue - - BOSTON, MASS.
Philadelphia Representative:—ARTHUR HAGAN & Co., 151 N. Third St.

The METEOR CASH CARRIER



¶ *Best known* and most generally used type in the world.

¶ *Guaranteed better* in every detail than any wire Cash Carrier on the market.

¶ *Easily erected* by local mechanics from our direction chart.

$25 per line f. o. b.

30 Days' Free Trial

UNITED STORE SERVICE AND TUBE CO.
NEW YORK, Times Bldg. BOSTON, Tremont Bldg CHICAGO, Medinah Bldg.

You Wouldn't Stand It!

¶ Merchants wouldn't stand in other lines what they stand in buying future canned goods—buying a certain quantity and getting half of it.

¶ Buy **Blue Bell or Clover Farm** canned goods and get all you buy. Doesn't that appeal to you? We sell these goods to the jobber on 100 per cent. delivery contracts, and he will sell them to you in the same way.

¶ These brands are the best canned goods packed in Maryland.

Strasbaugh, Silver & Co.
Aberdeen, Md.

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Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " 1½
" " " 2
" " " 3
" " " 4
" **Grocers', without weights, Brass Scoop and Brass Plate, No. 1**
" " " 1½
" " " 2
" " " 3
" " " 4
" **Butchers', without weights, No. 0**
" " " 1
" " " 2
" " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6.50	1.45	1.21
Ex. Bloaters, xxx.....	40.00	20.60	10.45	2.25	1.95
Ex. Bloaters, xx.....	38 00	19.60	10.00	2.15	1 77
Fancy Shore, No. 1...	36 00	18.60	9.50	2.05	1 69
Med. Shore, No. 1 ...	26.00	13.50	6.90	1.55	1.29
Large Irish, No. 2.....					
Extra Irish, No. 2.....					
Medium Irish, No. 2..					
Small Irish, No. 2.....	22.00	11.60	6.00	1.35	1.13
Irish, No. 3.....					
Large, No. 3 ..... Herring.	20.00	10.60	5 50	1.25	1.05
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish.....	6.00	3.60	2.00	.50	
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.c6
Medium Bank	.05¼
Pollock	.05
Hake	.c4½

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring ...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.11½
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.70
" " 100s ... "	1.25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—

Fancy N. Y. State, 25 lbs	.10
Fancy N. Y. State, 48 1 lb	.10½
Choice N. Y. State, 50-lb. boxes	.08½

Apricots—

Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.20
Standard Royals, 25 lbs	.16½

Cherries—

California, unpitted, Black, 25 lbs	.16
California, pitted, Black, 25 lbs	.25

Currants—

Gold Medal, recleaned, 36 1s	.08¼
Gold Medal, loose, 25 lbs	.08
Private Growth, extra, cleaned, 36 lbs	.08
" cleaned, 30 lbs. bulk	.07¾

Peaches—

Extra Fancy, pared, 25 lbs	.26½
Extra Fancy Muirs, 25 lbs	.14½
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12¾
Choice Muirs, 50 lbs	.12½

Pears—

Fancy California, Bartlett, 25 lb	.13

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.08¾	.08½	.08	.07¾
40- 50, 25 "	.08	.07¾	.07½	.07
40- 50, 50 "				
50- 60, 25 "	.07½	.07¼	.07¼	.06½
50- 60, 50 "	.07¼			.06¼
60- 70, 25 "	.07¼	.07	.06¾	
60- 70, 50 "	.07			
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.06	.05¾		
90-100, 25 "				
90-100, 50 "		.05¼	.05¼	
100-120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.08¾

Raisins—

Muscatels, 4 crown, 50 lb	.07
" 3 " 50 lb	.06¼
" 2 " 50 lb	.05½
Cal. Thompson Seedless, 50 lbs	.06¾
Cal. Cleaned Sultanas, 50 lbs	.07¼
Cal. Sultanas, 50 lbs	.06¾
Cal. Seedless Muscatels, 50 lbs	.06½
Roger's, Layer, Valencias, 28 lbs	.07
Llano, Layer, Valencias, 28 lbs	.07
Gilabert's, Layer, Valencias, 28 lbs	.07

Raisins, Seeded—

G. & S. fancy, 36 1s	.08⅛
Butterfly, fancy, 36 1s	.08⅝
Tiger, fancy, 36 1s	.08½
Admiral, fancy, 40 1s	.07¾
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ⅓ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb..... per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = = Philadelphia, U. S. A.

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INK.

Arnold's, black, 3032.....per bottle	.48
Continental, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. e.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. o, Tubular Lantern Globes.....5 doz.			2.75
Cold Blast.....4½ doz.			3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain.....per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. o.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—	
1-gallon, Glass.....per doz	2.25
1- " Galvanized..... "	2.10
5- " Lenox, Spout..... "	5.00
5- " " Spigot..... "	5.50
5- " Columbia..... "	7.00
5- " Banner..... "	8.00
5- " Climax, Pump..... "	10.00
5- " Home Rule, Pump..... "	12.00
Lanterns—	
No. o, Standard.....per doz.	4.75
No. o. Dash..... "	7.80
Cold Blast..... "	8.00

LIME.

Prepared, 2 doz. in case.....per doz'	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lh.	.05¼
" " 25 lb. boxes, ½ lh..... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes	.05½

LYE AND POTASH.

Banner, 4 doz.....per case	3.15
Babbitt's Potash, 4 doz..... "	3.30
Lewis'..... "	3.25
Red Seal, 2 doz..... "	1.87½
" 4 doz..... "	3.65
Popular, 4 doz..... "	1.45

MATCHES.

	Per gro
Rio Blue Tips—	
200's, 1 gross.....per case	1.70
500's, 100 packages..... "	3.25
500's, 1 gross..... "	4.50
Ohio Noiseless—	
500's, 1 gross.....per case	3.75
King Bird—	
100's, 3 gross.....per case	2.85
500's, 1 gross..... "	4.00

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Swift & Courtney's, 200's, 1-gross case.....	1.75–1.90
" 400's, 1 "	3.50–3.70
" 500's, 2 "	3.75–4.00
Blue Hen, 200's, 5 "	1.50–1.60
" 500's, 1 "	4.00–4.25
	Per Gross.
Vulcan Parlor, 65's.....	.41
" 100's, 5-gross in case.....	.90
" 500's.....	3.95
Vulcan Safety, 65s, No. 37.....	.55
" 65s, No. 2.....	.45
Columbia Safety, No. 2, 5-gross cases.....	.55
" No. 37, 5-gross cases.....	.50
" 100's, 5-gross cases.....	.90
" No. 15, gross cases.....	1.20
" No. 32, 5-gross cases.....	.55
Safety.....	.45
Mazeppa, Parlors, 500's.....	3.50–3.75
Searchlight, 500's.....	4.25–4.50
Press, 200's.....	1.80–1.90
" 500's.....	4.50–4.75
America, 200's.....	1.30–1.35
American Paraffine, 500's, ex. qual.....	4.15
Telegraph, blue head, 5-gross cases.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
Our Darling, ½ gross, No. 4, 1,000.....	2.75
Superba, 1000s, 1 gross to case.....	5 00
Red Skin, 500s, 1 gross to case.....	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case.....	4.50
Lenox, 400s, 1 gross to case.....	3.00
Red Cross, 200s, 1 gross to case.....	1.30
Blue Ribbon, 165s, 5 gross to case.....	1 00
Blue Ribbon, 165s, 1 gross to case.....	1.05
Astral, 150s, 5 gross to case.....	.85
Astral, 150s, 1 gross to case.....	.90
Planet, 100s, 3 gross to case.....	.80

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior.....per lb.	.08¾
18, 37 and 68-lb. buckers, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lh. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior..per lh.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Fairmount.....per lh.	.07¾
18, 37 and 68-lh. buckets, " ..... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous.....per lb	.08¾
18, 37 and 60-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lh. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Golden.....per lh.	.07¾
18, 37 and 60-lb. buckets, " ..... "	.08
Campbell's Mince Meat, 30-lb. palls..... "	.08
Mrs. Wells', bhls. & ½ hhls. & 30-lb. kits, per lb.	.06
New Year, bhls and kegs and 30-lb. kits..per lb.	.05
Crescent. bbls., ¼ bbls. and 30-lb. kits "	.04½

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Schimmel's, 30-lh. Kits, bbls., ½ bhls...per lb.	.07½
" 18 and 37 lb. Kanakins..... "	.08
" 10-lb. Kkns, 6 to crate...per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25
National, 30-lb. Kits, bbls., ½ bbls.....per lb.	.05½
Southwark, 30-lb. palls, bbls., ½ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars.....per case 6 jars	4.50
No. 3, glass jars..... per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden pails.....per box 6 palls	3.75
No. 10, wooden pails.....per box 6 palls	6.40
No. 18, 37 and 68, wooden pails.....	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08¼
Wooden Palls, 18, 37 and 68 lbs..... "	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.....	2.00
Cartons Condensed, (3 dozen in case,) per gross.....	11.00
Keystone—	
Barrels, Halves, Quarters.....per lh.	.07¾
Wooden Pails, 18, 37 and 68 lbs..... "	.08¼
Wooden Kits, No. 20 and 35.....	.08

OILS.

Stove Gasoline.....per gal.	.18
Headlight, 150test..... "	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz.....	12.50
" Extra, 64 oz.....	11.50
" Mammoth, quarts.....	6.50
" Extra, quarts.....	6.00
" Extra, pints.....	4.00
" Mammoth, ½ pints.....	2.75
" Extra, ½ pints.....	2.60
Fourees, 19 oz., tinted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
California, quart tins.....	3.50
California, pint tins.....	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " pts., 2 doz.....	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pts., 2 doz...	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 18-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz...	6.50
" " 12-oz. " 2½ doz...	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tins, 20 to case.....	2.20
" " 1-gal. tins, 10 to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	8.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 18 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ⅛ gal. cans, case.....	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8 50
5 gallon tins, 2 tins to case.....	26 50
1 gallon tin, 4 tins to case.....	11.00
½ gallon tin, 8 tins to case.....	12.co
32 oz. tin, 25 tins to case.....	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case....per case,	8.5e
Pints, " 2 " " ..... "	9.00
½ Pints, " 2 " " ..... "	4.75
Oliver's Olive Oil—	
1 dozen large.....	6.00
2 dozen medium.....	6.75
2 dozen small.....	4.25
6 1-gallon tins.....per gal.	2.10
10 ½-gallon tins.....per gal.	2 20
20 ¼-gallon tins.....per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 dez.....per doz.	.55
Stohrer's, No. 16, 2 doz.....per doz.	.95
Stohrer's, No. 32, 1 doz.....per dez.	1.85
Keystone, kettles, 2 doz.....per doz.	.95

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.



You Can't Match It Anywhere

If you want to give your customers the very finest corn ever packed it must be "Onarga Country Gentleman." Don't the following reasons convince you that this is true?

1. We grow our own seed at a cost of 13c per lb.
2. We grow every kernel of corn that goes into our cans.
3. Our farms are in the Natural Corn Belt—it doesn't grow as fine anywhere else.
4. We cook our corn by the New Automatic Process during which the cans turn continuously bringing the corn to the heat instead of the heat to the corn. This means that every grain is cooked the same—which isn't the case with the ordinary process because the corn nearest the tin is cooked too much when that in the centre is done.
5. The contents of every can is exactly the same, white, perfect, delightfully flavored. Open a sample, compare it with your best corn and you will see what this means.

Iroquois Canning Company, = = Onarga, Ill.

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PAPER.

WRAPPING.

Manila, 15 x 20, full ..... per ream	.36
" 24 x 36, full, 20 lbs..... "	.90
" 18 x 24, full, 10 lbs..... "	.37½
" Special, 15 x 20, 6 lbs..... "	.21
Manilla, Bakers', 15 x 20, 10 reams in bundle ..... per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide..... per lb.	.03¾
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide..... "	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide..... "	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide..... "	.03¾
White Tea Paper, 12 x 16, reg.....per package	.14
Wax Butter Paper.....per package	.11
Parchment Butter Paper 9 x 12... "	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Ex. Qual. Yellow Union, S. O. S.	Embossed Yellow Self-opening, Square.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.....	.43	.41	.35	.31	.29
½	.....	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45	
2	.97	.88	.85	.71	.61	.53	
3	1.25	1.09	1.04	.89	.75	.65	
4	1.39	1.26	1.19	1.05	.87	.77	
5	1.65	1.47	1.38	1.21	1.07	.91	
6	1.95	1.72	1.64	1.41	1.23	1.03	
8	2.29	2.08	1.99	1.68	1.49	1.19	
10	2.55	2.39	2.16	1.83	1.65	1.37	
12	3.11	2.75	2.56	.....	.....	.....	
14	3.97	3.56	3.20	.....	.....	.....	
16	4.41	3.81	3.68	.....	.....	.....	
20	4.79	4.32	4.17	.....	.....	.....	
25	5.41	4.80	4.59	.....	.....	.....	

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks.....per M	4.00
25-lb. " " ..... "	5.75
50-lb. " " ..... "	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....per doz.	4.75
" " quarts ..... "	5.75
" 10-oz. Jars..... "	2.50
" 10-lb. pails.....per pail	2.50
Tripe, 10-lb. pails.....per pail	.90
" 5-gal. kegs.....per keg	2.00
Pig's Feet, 10-lb. pails.....per pail	1.00
" 5-gal. kegs .....per keg	2.25

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Pickled Beef Salad, in glass.....per doz.	1.10
" Tripe, " ..... "	1.10
" Ox Heart, " ..... "	1.10
" Pig's Feet, " ..... "	1.10
Russian Sardines .....per keg	.75
" 5-lb. palls .....per pail	.50
" 10-lb. " ..... "	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs.....	.18½
Loose, barrels, 30 lbs.....	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages.....	2.10
100 10 oz. packages.....	4.00
24 20 oz. packages.....	2.05
48 20 oz. packages.....	4.00
I-X-L, 40 1s, White Rice.....	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz.....	.92½
Medium, 2 doz.....	1.45
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
Peanutene, No. 4 jars, 1 doz.....	.92½

PICKLES.

William Bros., 32 gal., 1500s.....	10.75
" " 16 " 800s.....	6.10
" " 16 " 600s.....	5.25
Barrels, 45 gal., 1000s.....	10.75
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal.....per keg,	3.30
Sweet Pickles, 700s, 5 gal..... "	3.60
Sweet Pickles, 1,000s, 5 gal..... "	4.15
Sweet Pickles, 2,000s, 5 gal..... "	5.00
Chow-Chow, No. 1, 5 gal. kegs.....	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00
Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz.....	.95
No. 8, Sweet Gherkins, 2 doz.....	.95
No. 8, Sour Mixed, 2 doz.....	.95
No. 8, Sour, assorted, 2 doz.....	.95
No. 8, Chow-Chow, 2 doz.....	.95
No. 8, Onions, 2 doz.....	.97½
Crosse & Blackwell's:—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	2 doz. Qts.	2 doz. ½ Gal.	½ doz. 2 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.....	.16
" " " 40 grain, bbls.....	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees.....	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain.....	.08
" " 45 "	.09
" " Extra Strength.....	.15
Crosse & Blackwell's.....per doz.	2.00

PROVISIONS.

Hams, Skinback, 18-20 lbs.....	.09¾
" 14-16 lbs.....	.09¼
" 10-12 lbs.....	.10
Picnics, 6-8 lbs.....	.08½
N. Y. Shoulders, 10-12 lbs.....	.10
Dried Beef, sets (city smoked).....	.17
" Tenders and Knucks.....	.19
" Flats.....	.15
" Air Dried, sets.....	.21
" " Tenders and Knucks..	.21
Jersey Pork, Butt.....per bbl.	16.50
" Family ..... "	17.50
Breakfast Bacon, rib in.....	.10
" boneless	.11½
S. P. Bellies, 14-15 lbs.....	.08½
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.17
Beef Tongues, smoked, 5-6 lbs.....per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes.....	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—

Honey-cure Brand Hams, skinback.....	.12
" " large	.12
" " medium	.12
" " small	.12
" Breakfast Bacon.....	.12
" " boneless	.14
Beef, air-dried, regular sets.....	.20
" " insides and knuckles.....	.22
Ham Bologna.....	.10
Beef "	.10
Boiled Hams.....	.20
Beef Tongues ..... per doz.	9.00-11.00

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Swift & Co.—	
Premium brand Hams, 10 lb.....	.12
Premium brand Hams, 12 lb.....	.11¾
Premium brand Hams, 14 lb.....	.11½
Premium brand Hams, 16 lb.....	.11½
Premium brand Hams, 18 lb.....	.11½
Premium brand skinned Hams, 18-20 lb.....	.11¼
Premium brand boiled Hams, skinned, fatless	.20
Premium brand Bacon.....	.18
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut.....	.16
Winchester brand skinned Hams, all aver....	.10
Winchester brand Picnics.....	.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.....	08¼	7⅜
Plain Tubs, 50 and 60 lb. cans.....	08¼	7½
10-lb. Tin Pails, 60 lbs.....	09¼	8⅛
5 " "	09⅜	8¼
3 " "	09½	8⅓

John Bower & Co.—	
Pure Kettle Rendered, tierces.....	.09¾
" " tubs	.09½
" " 3, 5 and 10-lb. cans.	.10½
Swift & Co.—	
Premium brand, tierces.....	.09¾
Silver Leaf brand, tierces.....	.08¾
Jewel, compound, tierces.....	.07⅜
Cotosuet tierces.....	.07⅞

DRESSED MEATS.

	Per lb
City Dressed Beef—	
Choice, native.....08	-.09½
Common to fair, native.....06	-.07½
Western Dressed Beef—	
Choice, native cattle.....08	-.09½
Common to fair " 06	-.07½
City Dressed Veal—	
Prime	-.13
Good to choice.....	-.08
Dressed Hogs—	
Pigs	-.07
Hogs, heavy.....	-.07
" 180 lbs.....	-.07
" 160 lbs.....	-.07
" 140 lbs.....	-.07
Dressed Sheep and Lambs—	
Lamb, Western, good.....	.12
Lamb, Western, culls.....	.09
Sheep, choice	.10½
" medium.....	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.90-1.00
Cow Tongues.....	.75-1.00



SOLVING HAM PROBLEMS

All of the problems of your ham department are solved by selling PREMIUM HAMS — the same yesterday, to-day and forever. We can and do control our raw material, and so PREMIUM HAMS steadily maintain the same perfect quality.

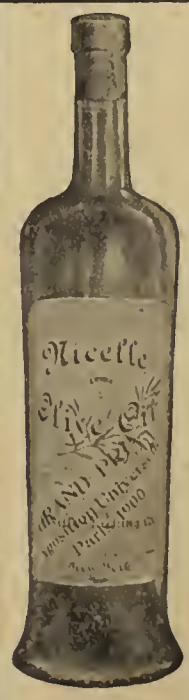
And the advertising we do for them brings a steady stream of trade to the grocers' door.

Swift & Company, U. S. A.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Sell It Under Money Back Plan

We who make Nicelle Olive Oil have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find Nicelle superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK

—45—

Calf Heads, scalded	.50-.75
Sweetbreads, veal, per pair	.60-.90
" beef, per doz.	1.00
Calf Livers, per lb.	.20-.25
Beef Kidneys, per doz.	1.00
Beef Livers	.06
Ox Tails, per doz.	.50-.65
Hearts, beef, per lb.	.03-.05
Rolls, beef	.12
Tenderloin, beef, western	.18
Fresh Pork, loins, city	.08
" " western	.08

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lh.
Turkeys—	
Western, Y. H., 8 to 10 lbs.	.18 -.20
" Y. T., 15 to 17 lbs.	.18 -.20
Old hens and toms	.16 -.18
Common to Good	.14 -.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 -.24
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.22 -.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 -.24
Western, 4 to 4½ lbs. to pair, fancy	.18 -.20
" 3 to 3½ lbs. to pair, fancy	.18 -.22
" fair to good	.15 -.16
Fowls—	
Western, fancy	.14 - 15
Heavy Roasters, 4 to 5 lbs	.16 -.18
Fair to good	.15 -.16
Old cocks	.10 -.11
Western capons, fancy	.20 -.22
" " small	.18 -.20
Squabs—	Per doz.
Prime, large, ancy	4.00-4.50
Mixed	3.00-3.50
Dark	1.50-2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs.	.18 - 20
Large Springers	.13½-.14
Fowls	.13½-.14
Roosters	-.10
Ducks	.14 -.15

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case, per doz.	85
" 1 " " "	.85
Large or No. 2, 1 " " "	1.40
1-lb. cans, 1 doz. in case, per case	4.00
2-lh. " ½ " " "	3.75
3-lh. " ½ " " "	5.40
5-lh. " ½ " " "	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	5.15
Extra Quality, 15 gals., kegs	2.25
Victory, extra fancy, No. 3, 2 doz., doz.	.90
Spring Garden, fancy, No. 3, 2 doz., doz.	.80
Compass, No. 3, cans, 2 doz.	.75

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb., per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding— Seedless:—	
Individual, per case of 2 doz.	2.00
1-lh. cans, " 1 "	2.25
2-lh. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.80
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lh. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lh. toy pails, ½ doz.	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails, per pail	1.15
Apple, 20-lb. crocks, per lb.	.07¾
Apple, Schimmel's, 30-lb. pails, per lb.	.06
Prune, 30-lb. pails, per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	2.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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	Per Doz
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0.85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1 95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	
Laudanum, 15c.-size, per doz.,			1.20
Laudanum, 25c.-size, per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum, per lb.	.03
20 Mule-Team Pure Borax, 1-lh., 24-lh. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, hulk, per lb.	.08
" Lump, bulk "	.08
Butter Color, W. & R., per doz.	2.00
Bluestone, hulk, per lh.	.09
Copperas, per lb	.01¾

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Camphor, gum, 1-oz. blocks	.95
" Flakes, 250 bbls	.02¼
" " less quantity	.02¾
" Tar Balls, bbls., 250 lbs.	.02¼
" " less quantity	.02¾
Castoria, Fletcher's, per doz.	2.80
" Pitcher's "	.85
Carbonate of Ammonia "	.11
Epsom Salts, per lh.	.01½
Glauber Salts, per lb.	.01½
Glue, ordinary	.09½
Glue, white	.20
Glue "	.11
Goff's Cough Syrup, 25c. size, per doz.	1.75
Goff's Herb Bitters, 25c. size "	1.75
Goff's Oil Liniment, 25c. size "	1.75
Goff's Sarsaparilla, 50c. size, per doz.	3.50
Goff's Worm Syrup, 15c. size "	1.20
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size "	.75
Gum Arabic, per lh.	.55
Haarlem Oil, per doz.	.40
Licorice, P. & S., 5c. stick, Imported "	.36
" M. & R., 5-lb. boxes, per lb.	.23
" " Lozenges, 5-lh. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.24
" Root "	.11
Putty, 25-lh. cans, per 100 lbs.	1.60
" 50-lb. cans "	1.55
Petroleum Jelly, screw top, 5-c. size "	.35
" " 10.c. " "	.75
Paris Green, 100-125-lb. kegs, per lh.	29½
" ¼-lb. packages "	.34
" ½-lb. " "	.33
" 1-lb. " "	.32
Jamaica Ginger, Hires', flasks, per doz.	.90
Rosin, per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs. "	.07
" granulated, kegs, 100 " "	.07
Sulphur, Flour, 175-lb. barrels, per 100 lbs.	2.45
" 100-lb. bags	2.25
" less quantity	.03½
Venetian Red, per lh.	.02
Whiting "	.02
	1 oz. 2 oz.
Hushand's Magnesia, per doz.	2.85
Bull's Cough Syrup "	1.90
Roach Powder, Omega, 4-oz. cans	.80
" " per gross	9.00
Roachzault, 10c.-size, 1 doz., per doz.	.80
Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

K

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
31 South Front Street



Let Us Advertise You in Your Own Town...

If you will let us do some advertising for you in your own town, you'll be able to add to the regular benefits you get from the advertising we are doing to consumers all the time.

Write us how to obtain any of these:

Ralston Children's Checkers and Board
Ralston Children's Wagons
Ralston Checkerboard Satchels
Checkerboard Window Display

These clever, novel advertising ideas appeal to everybody, but especially to children. Everywhere they go they amazingly help the sale of **Ralston Health Food** and **Purina Whole Wheat Flour**—both profitable products and of superior quality.

Ralston Purina Mills, St. Louis, Mo.

T. A. JAMES & CO., General Distributers, 12-16 Chestnut St., PHILADELPHIA

$3.00 FROM $1.50

James T. Shinn's **Liquid Rennet** has been on the market so long that it seems hardly necessary to speak of its quality; most people know it as the finest, cleanest rennet made.

Not all grocers know that they can double their money on this specialty, however—an unusual chance with an article so high-grade.

Costs $1.50 per dozen, brings back $3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

—49—

W. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00

McCormick & Co.—

Jockey Animal Food, 3 dos. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—

	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00

Sauer's Flavoring Extracts:—

No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per dos.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45

Ingersoll's Flavoring Extracts:—

High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet	per dos.	1.10
Hansen's Junket Tablets, 8 dos.,	per doz.	.73
Blair's Rennet Tablets, 3 doz.,	per doz.	.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20

Bottled Cider—	Per Case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts		3.75
" " 2 doz. pints		4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages		2.75
" boxes, 20 packages		.55
Gee Whizz, 72 packs		.47
Fleer's Chiclets, 2 lbs., bulk		1.25
Pulver's, 20 5-cent packages	per box	.55
Pulver's, cartons, 5 boxes		2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06¾
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05¾
Imperial, fancy Japan, 1-lb. pockets	.05¾
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.05¾
Choice, 100-lb. bags	.04¼
Prime, 100-lb. bags	.03½
Japan—	
Fancy, 100-lb. bags	.05¼
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs		2.50
" " 60 bags, 5 lbs., limit		4.00
" " 28 " 14 "		3.75
" " 30 " 10 "		3.75
" " 115 " 2¾ "		4.00
Worcester, Irish Linen, bags, 25c lbs		2.50
" " 56 "		.65
" " 28 "		.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.		3.00
" Pretzel, bbls. contain 280 lbs		2.40
" " sacks, 180 lbs		1.55
" Cheese, bbls. contain 280 lbs		2.40
Ivory Salt, dime size, 36 wooden boxes to case		2.20
New Ivory Salt, 24 large cartons to case		1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel	per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags		.40
" " " 140-lb. " "		.75
Agricultural Salt, 200-lb. burlaps		.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.	doz.	.87½
Durkee's, large, 1 doz.	per doz.	4.00
" small, 2 doz.	"	2.40
Schimmel's, small, 2 doz.	per doz.	.87½
My Wife's, large, 1 doz.		2.30
My Wife's, small, 2 doz.		1.45
Snider's Salad Dressing:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Luncheon, 3 doz.	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.65
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.65

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.		.77½
North of England Sauce, No. 8, doz.		.77½
Chef Sauce, 2 doz., doz.		.75
Snider's Chili Sauce:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

They're Tired of the Imitations

Don't you think your trade are about tired of the rainbow-hued imitation gelatine that desire for novelty has given some vogue during the last few years?

Don't you think they'd like some real gelatine—the pure, fresh, old-fashioned gelatine made of fine calves' stock, clear spring water and nothing else.

You'd probably be surprised at the eager welcome **Chalmers' Gelatine** would get from your customers. Try it. Granulated or shredded.

JAMES CHALMERS' SONS, Williamsville, N. Y.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—53—

SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.10	Mustard, Yellow..	.07
Celery	.10	Rape, per lb	.05½
Coriander, bleached	.05	Poppy, per lb	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes "	.04½
Arm & Hammer bd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04¾
" " " ¼, ½, 36 lbs. "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbooated, 2 doz	.87½
Hires' Ginger Ale, Carbooated, 2 doz	.87½
Welchs Grape Juice, one quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Oraoge, extra quality, piots, 2 doz	2.10
Birch Beer, extra quality, piots, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz, per doz.	.72
Putz Liquid, large, 3 doz, per gross,	16.50
Putz Liquid, large, 3 doz, per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixtb-pint cans, per gross	9.00
No. 1, half-pint cans "	18.00
No 2, pint cans "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans "	7.50
No. 5, gallon cans "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs, per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3 45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Yonng & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Booy	50	2.00
"	100	4.00
Lautz's Napbtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtba, Swift's	100	3.75
Naptha, P. & G	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.25
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.60
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo, gross	6.60
Buttermilk Cosmo, doz.	.60
Buttermilk, Swift's, gross	4.05
Castile, Imported, Conti, lb.	.13½
Castile, Cootl, original boxes, lb.	.11¾
Cotaneous, Dr. Raub's, doz.	.70
Elderflower, large cake, gross	4.40
Fleor-de-lis, gross	4.50
Fleur-de-lis, doz.	.45
Hearts and Flowers, gross	10.25
Maxine Elliot, gross	8.10
Oatmeal, 3 cakes in box, gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box, lb.	.09
Turkisb Bath, doz.	.40
Sweetbeart, 5c cakes, box	1.75
Witcb Hazel, 3 cakes, ½ gross, gross	3.25
Witcb Hazel, Swift's, gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3 75
(50 bars free and 25 Universal Coopons witb each box)	
Kitcben Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Bacoiti's 1776 Powder, 100 6-oz	2.50
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Peonywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
Higb Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
Higb Grade	.12½	.13½	.15½
Ginger—			
Higb Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, Higb Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ½ lb.	.40
¼ lb.	.75
Baoqoet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ½ lb.	.40
¼ lb.	.75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St
PHILADELPHIA, PA.

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory



This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 dos.	per doz.	.45
Dime size, 2 and 4 dos.	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 dos.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per dos.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 dos.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.09¾
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, large	.18
" Medium.	.15
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	11

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CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		06½
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs	.04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish. 20 cakes, per box	.5c
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs.	.07½
Snow Gloss, 3 lb. cartons, 48 lb boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs.	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ¼ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per dos.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size, "	4.50
" 10-cent size, "	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		2.25
Per box of ½ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ½ gross		4.50
Per gross		9.00
F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05¾
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per dos.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 brieks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1 85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ¼ gross case, assorted, 6, 8, 10's	per case	.90
Carpet Tacks, Silver Steel, 4 os.	per doz.	.06½
6 oz.	"	.07
8 os.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.16½
Emory Cotton Clotheslines, 50-ft. banks, dos.		.80
Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20

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Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freigbt paid	35
Gold Mine, in bbls	30
Fancy, No 104	32
Fancy, No. 105	.28
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

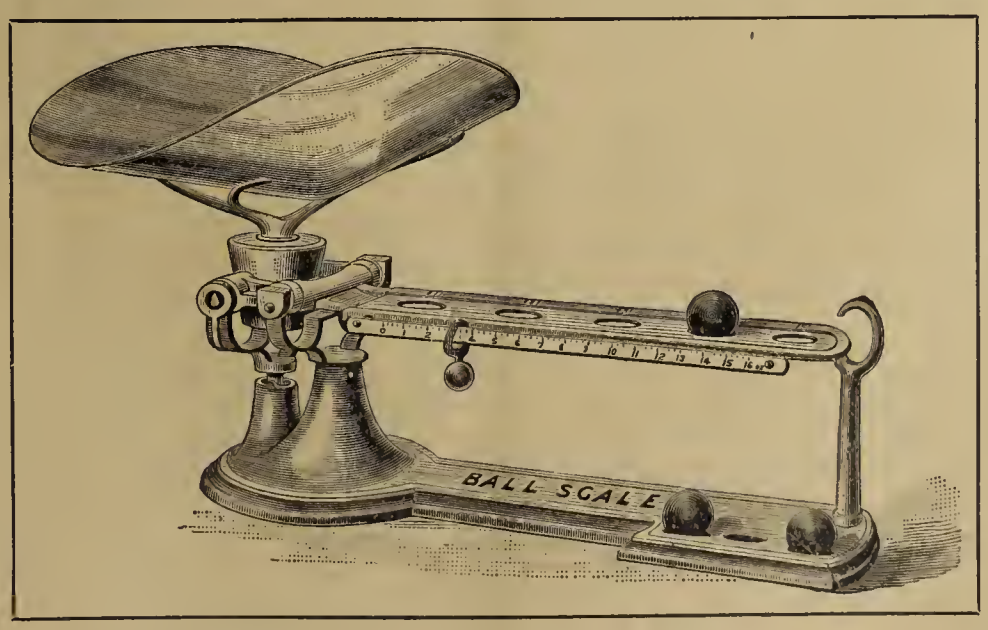
Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 10-oz. bottles, 2 doz. in case		1.45
" 6-oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Qnart Jars:—		
4 dos. in barrel	per doz.	.92½
1 " case	"	.05
Karo, 10 cent size, 2 doz.	per doz.	.87½
Karo, 25 cent size, 1 doz.		2.25

Losing Your Weights?

Get a Troemner No. 24 Ball Scale



Greatest Improvement in Rapid Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

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Banner, in jars, compound	per dos.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, dos		2.40
" " medium, dos.		1.40
" " small, dos		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per dos.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per dos.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans per gallon	1.00

CRESCENT MAPLEINE.

	Per dos.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons each	11.00

OIL OF MAPLEINE.

	Per dos
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

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No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.65
80, Seal Globe, double, swing protecter	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.05
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.30
2, Solid oval	2.50
3, Solid oval	1.70
5, Solid oval	2.10
1, Wire ends	1.15
2, Wire ends	1.35
3, Wire ends	1.55
5, Wire ends	1.95
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfaction, 10 sets fillers	2.35

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BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per dos.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per dos.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per dos.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.		
Compressed	per dos.	.18
Magic, 1½ dos. packages	per box,	.58
Yeast Foam, 1½ dos	per box	.58

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.
1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases. 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-¼ gallons, per gallon	2.25

JOS. M. OLIVER & SONS
IMPORTERS 5 South Front St., Philadelphia

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

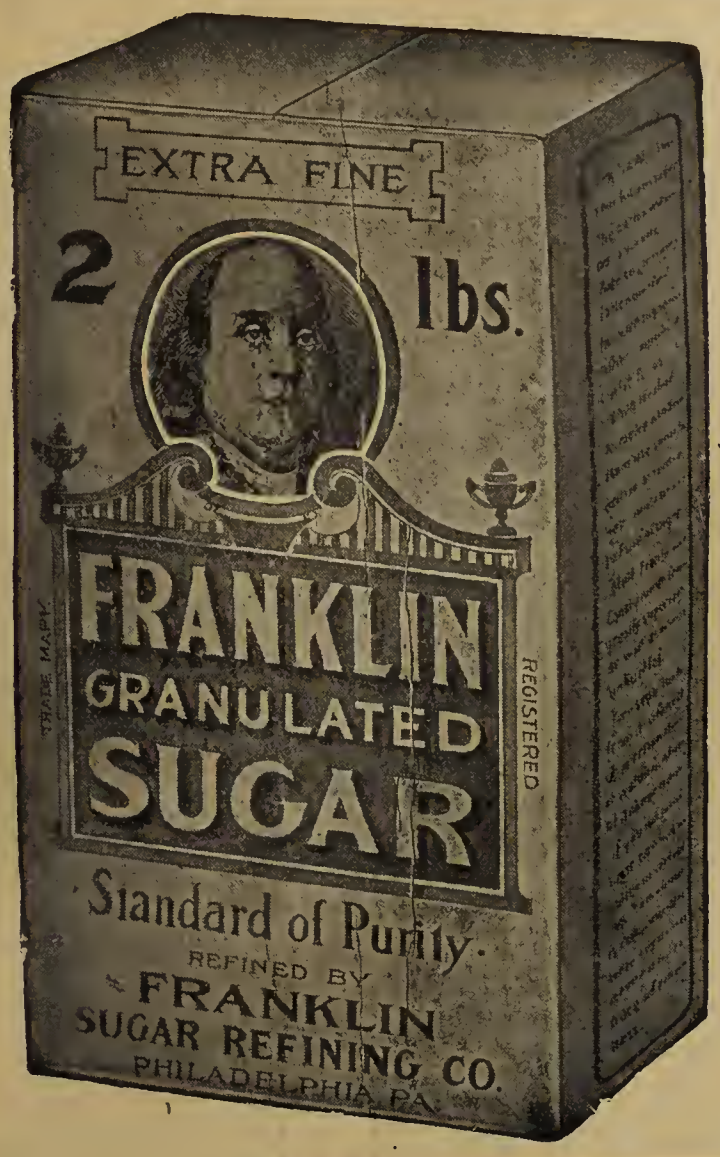
Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO



Could You Make a Living Then?

Suppose you sold nothing but bulk sugar, could you make a living?

No, you couldn't; and the chance is the more you sold, the further away from a living you'd be.

When you count the work of handling sugar, and the cost of the work, and add to that the loss every grocer makes through "good measure," you'll find you're practically making nothing on sugar at all.

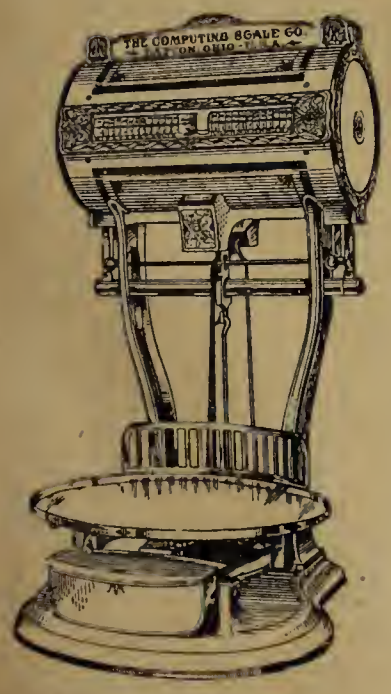
But you could make a living on **Franklin Carton Sugar** alone. Every package pays a clean-cut profit—not eaten up either by too much work or overweight. As a business proposition it's five times as good as bulk sugar can be at its very best.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA PENNSYLVANIA

Our Scales Stand the Test



The new low platform No. 140 DAYTON Scale

The State of Massachusetts recently passed a new Law defining the duties of the Sealer of Weights and Measures, in connection with the computing devices used on computing scales.

Our modern up-to-date computing scales meet every requirement of the law and test out with greater exactness than any other known style or make.

Greater than this, however, is the test of service between merchant and customer. Merchants use them for the protection of profit and the saving of time. Customers trade where they are used because they know they are sure of a square deal.

Moneyweight Scales are an absolute necessity to the economical and successful retailing of meats and groceries. We build them on all the known principles of scale construction adaptable to all kinds of merchandising.

The increased confidence of the merchants of Massachusetts in our computing scales is shown by the enormous increase in sales since the law went into effect. We are strong advocates of laws which will give the greatest protection to both merchant and customer.

For those who are now using old Dayton Scales or computing scales of other make, and wish to bring their equipment up-to-date, we have a very attractive exchange proposition which will be sent on request.

Do not wait for our agent to call on you, but send for him.

DELAY IS EXPENSIVE.

Date.....

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME.....

STREET and NO.....

TOWN.....

STATE.....

Moneyweight Scale Co.

47 State Street, Chicago

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

LOCAL SALES OFFICES

Boston, 161 Congress St. New York, 11 E. 14th St. Philadelphia, 1651 N. 8th St.

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



Handsome Presents Go With It

ROYAL PEANUT BUTTER is the kind that brings it—Universal Coupons, which you can exchange for almost anything you want. In addition to this it is the most carefully prepared product of its kind ever made. The man and the monkey are both animals, but there is a mighty difference between them. There is just as much difference between Royal and ordinary peanut butter. Your customers will tell you so if you get them to try Royal Peanut Butter.

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio

Take Your Choice

Let us assume that two concerns are making **Macaroni, Spaghetti, Noodles** and **Pastels.**

One of them cares nothing for you, does all of its work on your customers to make them *demand* that you should handle the goods, whether they pay you a profit or not.

The other goes straight to you, works with you to make you want to sell the goods, spends its advertising money with you, gives you *Universal Coupons* to make the goods more interesting, and does everything possible to make you a friend instead of a lackey.

Whose goods are you going to sell?

Our **Macaroni, Spaghetti, Noodles** and **Pastels** are as good as our bread.

The Freihofer

VIENNA BAKING COMPANY

PHILADELPHIA, PA.

We've Taken You into Partnership on These Goods



Of the many thousands of storekeepers who have made **Private Estate** their leading coffee for years we have yet to **lose one.** Everything that makes it worth while for a dealer to stick to **Private Estate** is packed with it, and **none** of the many reasons which would be sufficient to cause him to change **are.**

We divide our profits with dealers by putting our advertising appropriation into Universal Coupons to enable them to get anything they need in their stores or homes without paying for it.

F. A. CAUCHOIS & CO.

THE FULTON MILLS 33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street



"One Ounce of Prevention Is Worth a Pound of Cure"

If you will tell your customers to use the product pictured here, on their floors it will make them look like new and it will preserve them. A floor treated with **Moore's Wax** will last twice as long as one that isn't. Your customers are getting this wax from paint stores. You might as well have this money. Besides the big profit, every case contains Universal Coupons for you and your customers.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.



YOU BE THE JUDGE

If you were buying corn, and two samples were before you, one shading from yellow to light brown at the edges of the corn, showing that it has been cooked too much near the tin, and the other pure white, every kernel sweet and perfect, which would *you* buy. The one you would buy is the one your customers will *keep* buying—"Onarga Country Gentleman," cooked by the new automatic process—perfect, unmatchable.

Iroquois Canning Company, = = Onarga, Ill.

Everyone Knows Wilde's Coffees!

Wilde's Coffees are Coffees with a reputation of ninety years. No matter how strong the competition, the sales constantly increase because once a drinker of **Wilde's** Coffees always a drinker—on this account your labor of selling is made easy, and there is no trouble in holding trade where once introduced.

By allowing us to quote prices you will save money.

Samuel Wilde's Sons Co.
Importers
Coffee, Tea and Spices
11 Dutch Street
NEW YORK

No Rival for Winorr

THE CORN WITHOUT HULLS



"I wouldn't handle it; I'm selling enough brands of canned corn now?"

Do you say that to our ***Winorr*** proposition? If you do, you can hardly know about ***Winorr,*** because in the ordinary sense it is not canned corn at all. It is a corn specialty—corn packed without the hulls. You have nothing like it now, and for that reason it competes with nothing and has no competition.

True, it may cut in somewhat to your sales of other brands, but what of it, if it makes you as much profit and gives the customer better satisfaction?

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

THE PRESSING & ORR CO.
Norwalk, Ohio



Please Your Trade *and* You ***Hold*** It

Every customer you have knows that to a very great extent the success she has with her laundry is dependent on the starch she uses. If you want to please her tell her to use Celluloid Starch, for it is the only starch made which she doesn't have to cook, and no starch on the market will enable her to turn out such perfect laundry work. We are making it worth your while to do a little talking for Celluloid Starch by spending a good part of our advertising appropriation for Universal Coupons, which are packed in each case for you—you can buy anything you want with them.

The Celluloid Starch Company
Philadelphia Office, Twelfth and Callowhill Streets
NEW HAVEN, CONN.

Big free deal in

Quaker Toasted Corn Flakes!

½ case (1 dozen) **free!**

Pay for 5½ cases (11 dozen) and get 6 cases (12 dozen)

Ask your jobber.

Big advertising campaign starts now!

Take advantage of the free goods. Get ready! Order quick!

The Quaker Oats Company

DOLLARS IN RETAILERS' POCKETS

Hundreds of Manufacturers and Jobbers of High-grade Standard Selling Goods are offering

UNIVERSAL COUPON CERTIFICATES TO RETAIL DEALERS

as an inducement to push the sales of their goods to consumers. These certificates are given at no increase in the selling prices, or cheapening of quality in their products, but are intended solely as a compensation for your assistance, and are exchangeable through us for valuable and useful merchandise, of which the following list represents a few of the

1000 ARTICLES TO CHOOSE FROM

Pianos	Harness	Buggies	Silverware	Typewriters	Scales	Lamps
Coffee Mills	Safes	Leather Goods	Strong Boxes	Wagons	Trucks	
Desks	Tools	Chinaware	Jewelry	Furniture	Sporting Goods	
Rubber Goods	Watches	Cut Glass	Toilet Articles	Trunks	Rugs	Clocks

Any retailer taking advantage of this liberal offer is simply putting extra dollars into his pocket, as the cost to him is absolutely nothing but represents a saving of 15 to 60 per cent. over the cost if he were to buy them in the regular retail way.

Write To-day for List of Goods and Manufacturers

Manufacturers' Trade-Mark Association, Dept. W, 253 Broadway, New York

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, MARCH 16, 1908. NO. 11.

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Oleo Men Go Into Magazines

Forced to Do Something to Counteract the Continued Heavy Handicap of the 10 Cent Federal Oleo Tax. Western Oleo Man's Vigorous Defense of Substitute Product.

Driven by the continued existence of the Federal 10-cent oleo tax law of 1902, which they have vainly tried to repeal, the oleo interests are now going into the magazines with their arguments, striving to overcome the public antipathy to their product.

Somebody has sent the "Grocery World" a copy of the last issue of "The Ohio Magazine," which contains an article on "An Appeal for Oleomargarine," by Henry C. Pirrung, who is connected with one of the large Western oleo concerns. The article is long and cannot be reproduced entire. The salient parts appear below. Mr. Pirrung endeavors to demonstrate four things:—

First, that oleo is practically chemically identical with butter.

Second, that it is better than butter because it does not deteriorate.

Third, that if it were not for oleo the price of butter would advance to a prohibitive point.

Fourth, that the placing of a 10-cent tax on oleo has caused the first milk and butter famine in years.

The main portion of Mr. Pirrung's defense is as follows:—

> Butter made from milk and cream and the product of a dairy, whether it be produced on the farm or manufactured in a creamery, has for its basis a certain fat value, and it is this value that chiefly concerns nutrition.
>
> Chemically speaking, after deducting the water, salt, ash and other non-oleaginous substances from butter, there remains a residium of 100 per cent. fat. This fat is of extreme importance to the destruction or promotion of health, because of its susceptibility to contamination, and, more particularly, to atmospherical changes which cause butter to become rancid. Great care is exercised in manufacturing butter to keep it sweet, large quantities of high-grade salt being introduced for this purpose; yet science has so far failed to discover an effective remedial agent to prevent speedy deterioration, on account of these fats being manufactured in their raw state.
>
> Coupled with its non-keeping and variable qualities, differing with each churning and maker of butter, a far more important reason for a butter substitute presented itself, namely, "quantity." The demand for a uniform grade of butter was far in excess of the supply, consequently, the luxury of fresh butter was beyond the purse of all except the rich, and the inferior grades of butter were used for baking and cooking.
>
> Inventive, adaptable and appreciative genius immediately combined reason and science, concluding that, if butter were the fat extract from milk and cream, and milk, being the direct natural result of Nature's marvel of converting the mammary fat glands of the animal into the fluid product milk, why could not a new butter be made from the primary fat? Further reasoning admitted that this method would lessen the danger of contamination, lessen the process of manufacture and thereby lessen the cost of the product. Also, greater quantities could be produced, assuring, above all, uniformity of quality.
>
> Science followed reason by selecting the choicest fat of the beef, freeing it from tissue and fibre by a simple but effective cooking process, from which resulted a choice oil called "oleo oil," which was microscopically and chemically the counterpart of butter fat.
>
> Another fat was later discovered which proved an equivalent to beef fat, in that by the process of melting and cooking the select leaf fat of the pig called "neutral," which, added to the beef fat, made a combination more acceptable and adaptable for butter purposes than the original "oleo oil." To these two ingredients were added milk and cream, sufficient to blend and harmonize the other fats, and the same amount of salt and color usually used in making butter.
>
> To the satisfaction of reason and science this "new butter" product proved a revelation, not only in that a more uniform, equally nutritive and cheaper product was discovered, but one which would not become rancid, because all of the fats used in the composition were thoroughly cooked..
>
> The fact that this new process of butter-making necessitated the cooking of fats, was more satisfactory than any other, because it eliminated the use of the only raw fat on our table, and brought into use a thoroughly cooked butter product.
>
> Unluckily, but subsequently fortunate for this new discovery, manufacturing pirates and unscrupulous dealers debased this food article and sold it for butter with such abandon and audacity that many States passed stringent laws to regulate its sale. * * * * * * * *
>
> During the season of 1905 and 1906 statistics of the Elgin Butter Boards, both East and West, proved that the quantity of butter was short and, in consequence, the price correspondingly high, and as the year progressed the quantity grew less and the price higher, until forty cents per pound was asked for butter by the retailer.
>
> Just at this time statistical events proved that a transposition of the old adage, "Necessity is the mother of invention;" occurred, as "invention was the mother of necessity," because the sale of butterine, even in its uncolored state, increased until the shortage was relieved. The sale of butterine for the year ending June 30, 1907, aggregated 71,366,775 pounds.
>
> In addition to all of the foregoing stipulations for regulating the sale and manufacture of oleomargarine, the Pure Food Department of our Government has placed inspectors in all factories, whose duties require the inspection of all materials composing butterine, sanitary and hygienic conditions, in fact—every infinitesimal detail pertaining to the product.
>
> We, therefore, find that this product has been under governmental supervision and inspection since 1886 and that under the stringent laws enacted to safeguard its purity and healthfulness the Government has, during this long interim, approved of its manufacture and sale.
>
> It seems only reasonable to assume that if this product had not been exceptional in all of its qualifications, to even satisfy the most scrupulous, its manufacture and sale would have been prohibited. Yet, in the face of this incontrovertible and sweeping governmental indorsement, the "Dairy Press' has insistently belittled, maligned, bedraggled and falsely accused this product and its manufacture, and unreservedly denounced legislation and legislators that in any manner favored butterine.
>
> Can this not be construed as an indirect affront to our Government?
>
> What motive is back of all this "Dairy Press," "Dairy Union," "Elgin and Butter Board" agitation?
>
> It is justifiable to assume from a competitive standpoint that butterine has kept butter to a normal standard of quality and price.
>
> Figures of the "Elgin Butter Board" show that creamery butter is, on the average, five cents per pound higher since the amendment of 1902 taxing colored oleo 10 cents instead of 2, became effective, and this average increase means a gain of 23 per cent. over former prices. This, however, is only the average increase in the price of butter, which, at certain seasons of the year, mainly the severe Winter and early Spring months, is nearly doubled, on account of the insufficient quantity.
>
> This is all the more significant when one considers that only a few years ago our exporting of butter was a conspicuous item, while today, and during recent years, our exports of this commodity are and have been so meagre as to almost escape notice in our foreign commerce. And yet—retaining all of the butter production of our country for home consumption, the dairy industry has been unable to supply either the demand for butter or milk—as forcibly evidenced by the several milk famines, especially in New York and Chicago, during the past two years.
>
> We never experienced a milk or butter famine prior to 1902, but with the encroachment of municipalities on our farm and prairie lands, owing to the tremendous and astounding increase of population, it is only reasonable to assume that more frequent shortages of dairy products are awaiting us.
>
> In the light of these conditions and facts, and in justice to those whom all food laws should serve as a benefactor—the consuming public—is it not high time to lay aside either the hypocritical or pantomine mask worn by the opposition and declare their intention as to their desire for future legislation? * * *
>
> There seems to be but one remedy to please all interests, and that is, to put up butterine in individual "Government stamped" packages, ranging from one to ten pounds each, with such superscription containing the word "oleomargarine" that will safeguard the consumers and prevent deception in its sale. A small tax of say one-fourth cent or one-half cent per pound should be placed on this product, to reimburse the Government for the actual expense of supervision, and make the penalties for deception or fraud so heavy and severe that no one will dare infract.

Pittsburg Produce Jobbers Lose Their Case.

Court Decides Pennsylvania Railroad Company has Right to Charge Storage for Holding Unloaded Cars on the Track.

Special correspondence of "Grocery World."

Pittsburg, Pa., March 10, 1908.

The local produce men have lost their freight charge case The suit brought by the P. R. R. Co. against the M. O. Coggins Co. to recover freight storage charges has been decided in favor of the railroad.

The suit was an amicable one to settle the question of storage which has been the cause of constant warfare. The Pennsylvania entered suit against the Coggins Co. to recover $200 alleged to be due for holding unloaded cars on track. The company admitted it owed the railroad company more than $3,000, but as the proceeding was an amicable one the amount was not important. Judge Evans upheld the contention of the railroad that the storage was a just charge, and at the same time declared the Wilbert law, which provides that the maximum charge for demurrage or storage, or both, should not exceed the regulation price of $1 a day, unconstitutional. The Coggins Co. gave immediate notice that the case would be appealed and such action has already been taken by its attorneys. A large number of suits have been entered against leading firms in the produce business here, but the local people will fight the railroad because they are confident the Wilbert law is a good one and will stand the review of the Supreme Court.

This storage charge was put on at the request of certain big receivers in hope that it would stop the peddling in the yard and make it a wholesale section. The retail dealers said it was a scheme to freeze them out, but the jobbers denied that.

R.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

The New York Letter

Retailers' Annual Dinner a Success. New Exhibitors for the Food Exposition. Jobbers Said to be Preparing Fight Against Kirkman & Sons. Sugar Refiners Will No Longer Guarantee Prices Beyond Thirty Days. Banana Trust Suit Thrown Out. Erie Preserving Co. in Trouble. Small News of the Trade.

Special correspondence of "Grocery World."

New York, March 13, 1908.

About 300 members and guests of the New York Retail Grocers' Union were present at the annual dinner and reception given Wednesday evening, the 26th anniversary of the organization, in Vienna Hall. Officers of grocers' societies in Brooklyn and the Bronx were present to show the good will of all toward their Manhattan brothers. The event was most successful from a social point of view. The feast was such as left nothing to be desired in that respect. There were excellent speeches, plenty of music and dancing in the latter part of the night.

The speakers included August Eitzen, the toastmaster; Fred. Otten, the president; Henry Lohmann, the president of the United Retail Grocers' Association of Brooklyn; H. C. W. Beckmann, the president of the Manhattan and Bronx Retail Grocers' Association, and L. J. Callanan, without whom no grocers' banquet in New York is complete.

Among the points emphasized were that the position of grocers is now much more comfortable than formerly, because whatever complaints may be made by food inspectors, the responsibility is placed properly on the packer or wholesaler. It was also said that the public is getting better food than formerly as the result of recent movements and legislation, and this is for the interest of the retailer who is brought into the closest relations with the consumers.

President Otten said that as the result of organization the retail grocers have achieved a position as solid and substantial merchants which was not accorded to them in days within the memory of most of the members. He took occasion, however, to say that in order to get the best results the members should be more regular in attendance at the meetings instead of turning out in force only on some special occasion like that they were then celebrating.

Mr. Lohmann spoke for closer relations between the various societies of grocers in order to combat evils that confront all and to work together for desirable ends.

Mr. Callanan confined his remarks to the preparations for the Food Exposition which the New York Union will open on March 26th and of which he will be manager. He said that according to all indications this will be the most comprehensive exposition of the kind ever given in this city. The fifty-three spaces already leased will be occupied by forty-six different firms and companies, so that nearly every space will represent a separate exhibitor, instead of various exhibitors having each several spaces.

* * *

In addition to the list of exhibitors at the coming food exposition, published last week, the following have since leased space: Hobart Electric Co., John M. Chapman Co., Egg-O-See Co., Mohawk Condensed Milk Co., Louis Meyer, Genesee Pure Fruit Co., Beadelston Worez Co., E. Pritchard, Anger Baking Co., Duffy's Apple Juice, J. R. Smith & Co., Dustlay Co., S. Liebmann's Brewing Co., Royal Chemical Co., Standard Butter Cutter Co., Runkel Bros' Co., Salada Tea Co., Hecker, Jones-Jewell Milling Co., Drake Bros' Co., Worcester Salt Co.

* * *

It is said that a number of the jobbers of this city have arranged in the last few days to take up their fight with Kirkman & Sons by pushing soaps of the Pacific Coast Borax Co. and of A. Hoefner. These companies, it is said, have offered terms which will enable the jobber to sell to retailers slightly below the prices the latter have been paying for Kirkman soaps, at the same time presenting attractive premiums.



No macaroni ever made anywhere is the equal of

WOODCOCK MACARONI

You haven't a customer who won't say the same thing if you get her to try it once. It costs more than the ordinary kind, but isn't that the case with everything particularly good? If you want to please your trade tell them about Woodcock.

WOODCOCK MACARONI CO., Rochester, N. Y.



An All-year Round Drink

Clicquot Club Ginger Ale has been widely advertised all over the country. It is the one ginger ale made here which most people would rather have than the imported.

Don't wait until summer to lay in a stock. It sells in winter as well as summer, and if your customers see a supply of it tastefully arranged in your store they won't go to their druggists to get it. You might just as well have the profit, don't you think?

Clicquot Club Co.

Philadelphia Agent
R. S. WILLIAMS
123 South Front Street

Millis, Mass.

120 PER CENT. PROFIT

You are too shrewd a business man to miss an opportunity of making more than one hundred per cent. profit when you can do so on an article that is in constant demand.

PULVER'S KOLA PEPSIN GUM

pays the dealer that profit, and in addition carries the UNIVERSAL COUPON.

Pulver's Gum is well known and liked on account of its superior quality and delightful flavor. Prices and particulars on request.

Pulver Chocolate & Chicle Mfg. Co., Rochester, N.Y.

The jobber is to be enabled to do this and at the same time retain a profit satisfactory to himself. This is a continuation of the battle which began when the jobbers tried in vain to get Kirkman & Sons to cease selling to retailers and to sell only to jobbers.

* * *

Committees have been at work in the last week arranging for the annual convention to be held by the National Association of Wholesale Grocers, June 3d to 5th, in Atlantic City, N. J. Among those who are to speak at the banquet on the second day of the convention are United States Treasurer Treat, Governor Fort, of New Jersey; Governor Hughes, of New York, and Dr. Wiley, of the Government's Food Bureau.

* * *

Notices have been sent out by the American Sugar Refining Co. and the National Sugar Refining Co. that they will no longer guarantee prices more than thirty days, the object being to stop buyers from making contracts for more sugar than they are ready to take within the prescribed time after the orders are booked. The refiners evidently intend that if the buyer wishes to speculate he shall take whatever risk there is of prices falling.

* * *

The first of the cases against a number of employees of the American Sugar Refining Co., who are accused of trying to defraud the Government, was placed on trial this week before Judge Chatfield and a jury in the United States Circuit Court in Brooklyn. Eight men have been indicted for conspiracy, the number including Oliver Spitzer, the company's dock superintendent, and Thomas Kehoe, the weigher, who was in charge of the scales which were fixed, it is charged, for the purpose of underweighing the sugar as it was unloaded on the dock and thus depriving the Government of revenue.

Spitzer was also indicted on the charge of trying to bribe the Secret Service agents, who made the arrests, to drop the case, and the bribery case was placed on trial first. The two Secret Service agents, Richard Parr and J. O. Brezinski, were among the witnesses. They said that the loss to the Government on the single cargo unloaded at the time of the arrest was about $3,000. After Kehoe had checked the weights the Treasury agents appeared and caused the sugar to be reweighed. Testimony was given as to a machine for making sugar scales register below the true weight. The scales used on the dock raided by the Treasury agents had a wire spring in the scale beam, according to the testimony which the Government is to produce, it is said. The first case is still on trial.

* * *

Seeman Bros., wholesale grocers at Hudson and North Moore streets, have added two new warehouses adjoining the offices. They have here now a building 50 x 205 feet, six stories, in addition to a basement and sub-basement. On another street are the stables and another warehouse.

* * *

The much talked about suit of the American Banana Co. against the United Fruit Co., in which damages in $6,000,000 were asked for alleged violation of the Sherman anti-trust law, was on Monday dismissed by Judge Hough, in the United States Circuit Court, who held that the court did not have jurisdiction. The plaintiff claimed that the defendant intrigued so as to induce the Government of a Central American country to seize a strip of land on which the plaintiff had its plantations.

* * *

The J. R. Smith & Nessle Co., 18 Harrison street, has succeeded J. R. Smith & Co., C. E. Nessle and the C. E. Nessle Packing Co., except that the J. R. Smith Co. will continue its export business. Officers of the new corporation, all of whom are experienced in the wholesale provision trade, include the president C. E. Nessle; treasurer, J. R. Smith; secretary, C. O. Miles.

* * *

Receivers were appointed several days ago for the Erie Preserving Co., which has five large canning plants near Buffalo, N. Y. The business is to be continued, without interruption, however, by the president, Benjamin Fenton and his sons, under the supervision of the receivers, who were

Knocking! Knocking! Knocking!
Who's Here?

It is B. & P. with their OPPORTUNE BARGAINS for CASH buyers. WHY don't YOU wake-up?

Armour's Lard Compound, 60-lb. tubs	per lb.,	.07
Absolutely Pure Lard, 50-lb. tins	per lb.,	.07⅞
Best Quality Sugar-cured Hams, 13 to 15-lb. average, barrels	per lb.,	.08¾
Quantities to suit	per lb.,	.08⅞
Breakfast Bacon, light narrow strips, 100-lb. lots,	per lb.,	.09½
Quantities to suit	per lb.,	.09¾
This is probably the last week we shall be able to offer the above line of provisions at the extremely low quotations here named. Note and compare carefully our prices.		
Ocean White Fish, barrels, 200 lbs.	per bbl.,	3.50
50-lb. blue painted tubs	per tub,	1.30
10-lb. pails, single pail	per pail,	.37½
5 or 10-pail lots	per pail,	.35
This is the cheapest fish food that you have probably ever seen, and good quality too.		
Fancy No. 2 Norway Mackerel, 250 to 270 fish .	per bbl.,	33.75
Fancy No. 3 Norway Mackerel, 325 to 350 fish .	per bbl.,	23.75
Fancy No. 4 Norway Mackerel, 430 to 460 fish .	per bbl.,	20.50
Quaker Oats, 18-2s	per case,	1.50
Best Quality Pearl Tapioca, bags, 180 lbs. . . .	per lb.,	.04
50-lb. lots	per lb.,	.04⅜
Fancy New York State Marrow Beans, grain bags about 2½ bushels	per bush.,	2.25
Fancy New York State Red Kidney Beans, grain bags about 2½ bushels	per bush.,	2.00
2½ cents per bushel less in 5 or 10-bag lots, either kind or assorted.		
Barker's Horse and Cattle Powder, ¼-gr. boxes,	per gross,	13.65
Epsom Salts (USP) barrels, about 350 lbs. . .	per 100 lbs.,	1.05
50-lb. boxes	per lb.,	.01¼
Glauber Salts (USP), barrels, about 300 lbs. .	per 100 lbs.,	.95
50-lb. boxes	per lb.,	.01⅛
Sublimed Flowers of Sulphur (USP), barrels about 155 lbs.	per lb.,	.02¾
5 or 10-barrel lots	per lb.,	.02⅝
Kirk's Oleine Soap, 60 cakes	per box,	2.10
5 or 10-box lots delivered, freight paid, to New Jersey, Pennsylvania, Delaware and Maryland. It is CHEAP.		
Mrs. DuBois' Extra Fancy Jersey Frying Tomatoes No. 3 cans, 2 doz.	per doz.,	1.07½
5 or 10-case lots	per doz.,	1.05
45-gallon 1200s Pickles	per bbl.,	9.95
10-gallon 600s Pickles	per keg,	3.00
10-gallon 300s Pickles	per keg,	3.00
Owl Brand Extra Choice California Yellow Peaches, 50-lb. boxes	per lb.,	.10½
5 or 10-box lots	per lb.,	.10⅜
Champion Brand Choice California Yellow Peaches, 25-lb. box	per lb.,	.09¾
50-60s Thistle Brand Fancy Santa Clara Prunes, 25-lb. boxes	per lb.,	.06½
60-70s, 25-lb. boxes	per lb.,	.05⅞
60-70s, 50-lb. boxes	per lb.,	.05⅝
70-80s, 50-lb. boxes	per lb.,	.05⅛
90-100s, 50-lb. boxes	per lb.,	.04⅞

These Prices for This Week Only—March 16th to March 21st, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

appointed on an application of the American Can Co. as stockholders. The liabilities are estimated at $400,000 and the assets are said to be much higher, but the can company, which has a claim for $15,000, wished to have receivers appointed as a precautionary measure. The preserving company's annual output is said to be about $1,000,000.

* * *

Thomas F. Ryan, William M. Duke and other well-known men testified this week in the proceedings which the Government instituted against the Tobacco Trust. Messrs. Ryan and Duke, in their testimony, denied that they had done anything while bringing about the various combinations in this country and in Europe that was intended to interfere in any way with the freedom of trade.

* * *

The Beyer Bros. Co., Jersey City, has been incorporated this week to manufacture butterine. Capital, $750,000; incorporators, J. Edward Beyer and Earl E. Beyer and George D. Barnett.

FRED. A. MCGILL.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Pineapple Cheese.

A hard yellow make of cheese moulded into the form of a pineapple. Pineapple juice possesses in a remarkable degree the power of curdling milk.

Pimento, Jamaica Pepper, or Allspice.

Is the dried unripe berry of the pimento tree, known as Eugenia pimenta or pimenta officinalis. The tree is a fine evergreen, growing twenty to thirty feet high, of the myrtle bloom order, very common in Jamaica, West Indies and South America. Its leaves are of oblong or oval shape, of a deep shiny green color, and about four inches long. It is largely cultivated in plantations called "pimento walks," but grows to perfection, in a wild state, in Jamaica, whence British importations have been mostly derived; hence the name Jamaica pepper. The berries are light and brittle, of roundish form and crowned with the remains of the calyx, generally in the form of a raised, sear-like ring. Each corn contains two dark brown reniform seeds. They are called "Allspice," from the fancy that they have the flavor of cinnamon, cloves and nutmegs combined. The corns are about the same size as huckleberries, and are sometimes adulterated with mustard husks. There are also inferior kinds, such as pimento acris.

Pistachio Nuts.

These are the fruit of a kind of turpentine tree, called by botanists pistachio vera, a native of Western Asia, and much cultivated in the Greek Islands. The tree grows ten to thirty feet high in several countries round the Mediterranean, also in Persia and Mexico. It is an evergreen, and has small flowers without petals, from which spring the oblong and pointed, or olive-shaped droops, not unlike filberts in size and shape, and are known under various names as above. The kernel, of a bright greenish color, is very pleasant, rich and oily, and is covered with a yellowish, or reddish outer husk or skin, but which splits into two halves when fully ripe. It loses much of its beauty by drying, but improves in flavor. It closely resembles a sweet almond to the taste.

Pistachio kernels are mostly used as a dessert fruit, but also in French confectionery and in perfumery.

To the Trade:

Do you know in just what is to be found

The Superiority

—OF—

CEYLON TEA?

The Delightful Fragrance

The Uniquely Delicious Flavor

Ths Beneficent Strength and the

Full Bodied Quality and Eye-pleasing Tone of its Rich Red Liquor

DUE TO

Ceylon's Wondrously Vivifying Climate

Ceylon's Nature-Fertilized, Volcanic Soil

The Marked Superiority of the White Man's Agricultural Methods

and his

Incomparable Auto-Machine Preparation Processes

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The Wholesale Grocers' Platform.

The annual meeting of the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware, held in Philadelphia last week, was marked by the to-be-expected self-gratulation over the attack which the jobbers have recently made upon the rights of organized retailers. From the reports of the president and secretary the "Grocery World" makes a few extracts, reproducing them with what it deems to be pertinent comment.

The president, Robert C. Bursk, reported in part as follows:—

> The third object of the Association is to establish harmonious relations between the manufacturer, jobber and retailer, to the end that the jobber be universally recognized as the best channel through which the manufacturer should distribute his products. I need not impress upon you the importance of this object, which is probably receiving more attention to-day from the different organizations throughout the country than any other.

Admitting for the minute that the jobber is a better man for the manufacturer to deal with than the retailer, and the "Grocery World" believes that with certain qualifications he undoubtedly is, why is he? There is only one reason—the manufacturer's convenience: because it is easier for the manufacturer to sell a hundred cases and keep one account than to sell a hundred orders of one case each and keep one hundred accounts. If there is any other reason why the jobber is the better distributer for the manufacturer, the "Grocery World" has never heard of it.

This then being established as the standard, in what way does the Philadelphia Retail Grocers' Association fail to conform with it? Isn't it possible for the manufacturer to sell the association one hundred cases and open one account, precisely as with any other jobber?

> The solution is entirely in the hands of the jobber. No one can question the unfairness of the manufacturer who recognizes the wholesale grocer as the most economical and convenient distributer of his products, who distributes a percentage of his business through the jobber and the balance direct to the retailer at the same price. What is more unfair than the manufacturer who comes to you with a contract which you are compelled to sign, to sell his goods at a certain price, and who will go to combinations of retailers with the same contract, and yet allow them to violate it by giving rebates and dividends, and in that way absolutely discriminating and placing at a great disadvantage the great number of retailers who are not members of these combinations?

This is half true. Admittedly would it be unfair for the manufacturer to sell a jobber one hundred cases at $1 a case and at the same time sell one case to a retailer for $1. But no manufacturer does that or ever did. To sell a jobber one hundred cases at $1 a case and at the same time to sell an organized body of retailers one hundred cases at $1 a case is not only not unfair, it is the only fair and decent thing to do.

The contention that it is unfair to tie up a jobber with a limited price, while permitting a retailers' association to rebate, is true. Both should be put on the same footing, and so far as the "Grocery World's" knowledge goes both are.

> We must recognize the fact that there are many conflicting conditions in the distribution of manufactured products in which the jobber, retailer and manufacturer must be considered, but I believe to-day that the great majority of the retailers throughout the country are in favor of the jobber as the proper distributer of goods, for this great majority or retailers is being discriminated against even more than the jobbers. The jobber has a duty in this matter also. He must, in order to have the co-operation of the retailer, clean his own house. If you are selling any consumers, cut them out. You can't afford to be a competitor of your own customers.
>
> The question of just who is a consumer has never been clearly defined, but until it is you can afford to take a broad view of it. Some day in the near future I believe that the jobber and retailer of the country will get together and agree upon who shall be considered a consumer.

But it is much more important to decide what shall be considered a jobber. "Jobber" of itself is an empty name.

> Some manufacturers have recently adopted the policy of distributing their products through the jobber, and many others are seriously considering it. The success of this object depends entirely upon you, and the eyes of the manufacturer are on you now. When the manufacturer adopts this policy your work just commences. We have got to make good. We must absolutely stand by the manufacturer who stands by us. Many manufacturers are afraid you won't, and that is why they are watching and waiting.
>
> You will be interested in knowing that two of the manufacturers who adopted this policy on the first of the year have both increased their business since then over last year; and one of them, with the most numerous competitors, and against whom the greatest fight has been made, increased his business 33 1-3 per cent. Could this have been possible without the co-operation of the jobber, his buyer and his salesmen? The importance and absolute necessity of this co-operation cannot be too strongly impressed upon you.

The only way in which a manufacturer who has had his goods thrown out of a thousand live retail stores can have increased his business during that period is by jobbers giving him special orders as a sop. That, the writer happens to know, is exactly what has happened in this case. It is not in any sense a legitimate increase in business, for it is one thing to have retailers distributing goods to actual consumers, and another to have jobbers—who never considered it good business to do so before—buy them out of gratitude.

But in all probability these jobbers will push the two brands in question—*for a while.*

An Empty Fraud.

As shown by some matter published elsewhere in this paper, there is a campaign on in California against the long-continued practice of facing prunes and other dried fruits, but particularly prunes.

The opponents of the practice denounce it because it is dishonest. But it is not dishonest—it is simply silly. The only party to a sale of prunes who might be deceived by the fact that the top layer is better than those below is the consumer. And the consumer does not buy prunes by the box. Both the jobber and the retailer know prunes are faced, so that the thing becomes simply a silly little empty fraud that captures no one and is therefore useless. Stop it by all means.

Devilish Competition.

Really some of the devices of mercantile competition are little short of devilish in their evil ingenuity and their total disregard of others' rights. Witness the tale which some competitors of the Heinz Co. gave wings to only a short time ago—that the concern named had contributed $50,000 to the cause of prohibition.

The story certainly succeeded in doing what the author intended. Just now prohibition is a tender subject and lines are being very sharply drawn. Hundreds of saloons and liquor-selling restaurants where Heinz products had been used promptly threw them out. Much harm had been done by the time the firm ran the lie out and scotched. Whatever its views on the liquor problem, it has made no contribution to either side.

Unfair.

There is a class of merchants who are greatly hindering the return of normal business conditions by lying down on their current obligations. They argue that the creditor knows money is scarce and payments slow, and therefore will be lenient when they plead the general condition. Men of this class are taking advantage of the general depression to give themselves time which in many cases they do not need, and are thus doing much to make the condition—to their own detriment—permanent.

This is not only unfair; it is suicidal. No man stands alone in the business world; we are all bricks, placed on end side by side. Knock one over and it mows the line down. That is why the man who by his own act helps to keep his creditor in a hole is sowing a harvest which he himself will have to eat of. He may only get a mouthful; but he will get something.

More, the man who takes a single day longer than he needs to take to pay his bills is doing as he would not be done by. It makes no difference whether the creditor, under stress, is willing

to wait or not; the obligation to pay promptly is still present.

Only a Grocer.

Somebody sends the "Grocery World" a marked copy of the "Catholic Abstainer" for March. This is the marked paragraph:—

> It was not in the wild and woolly West, but in the Quaker City that a man, speaking of a prospectively large funeral, alluded to the deceased as the brother of John Blank, the saloon-keeper. When asked what business the dead man had pursued, the answer, rather slightingly spoken, was, "Oh, he was a grocer." Such is the social distinction in some quarters between the purveyor of food and the dispenser of drink. Starvation ought not to be unusual in such a locality.

This very probably happened. The reigning political system of the day has taught the saloonkeeper that his business is paramount and superior. And in a way it is, for no other business is so entrenched politically.

The grocer sells food to nourish the body, the saloonkeeper sells that which destroys it, at least in part. Which is the more useful member of the community?

Dr. Wiley Out-Wileyed

Most of the readers of this paper know the "Grocery World's" opinion of Dr. H. W. Wiley, the Government chemist who up to recently dominated the attitude of the Government on the Federal food law.

In a nutshell that opinion is that while he is a scientist of highest degree, a bull in a china shop is a methodical person compared to him as a settler of *business* problems.

The number of times his superiors have reversed him in the last year indicates that they share this opinion.

I intend to present now the most remarkable illustration of the obliquity of Dr. Wiley's judgment I have ever seen.

As counsel for a large Eastern honey importer I recently acquainted Dr. Wiley with some facts which I thought ought to be told in order to save innocent honey men trouble.

Honey when it comes to this country is not merchantable. Not because of anything except that it is so loaded with sticks and dirt that nobody would buy it, let alone eat it.

To make it merchantable it must be heated till liquid and then strained.

My client discovered accidentally that the simple application of this heat to pure honey caused a certain chemical change which under a test used by Government chemists gave all the indications of adulteration. This, mind, in honey that could not by any possibility be impure.

When I say "gave all indications of adulteration," I mean only by a chemical analysis. The appearance wasn't changed, neither was the flavor or any other practical, visible characteristic.

In order, therefore, that some honey seller should not be wrongly judged, I laid this discovery before the Federal Food and Drug Board. My reply was by Dr. Wiley, chief, and this is what he said:—

> This bureau was not ignorant of the fact that the heating of honey denatures it to a certain extent and produces therein a quantity of invert sugar which of course cannot be distinguished from invert sugar made in other ways. (Invert sugar is an adulteration.—E. J. B.) This fact does not change the status of the case, since a product made in this way cannot be regarded as honey in the ordinary sense of that term. You acknowledge this in a statement of your letter as follows: "As you may know, however, Mexican honey in its natural condition is not merchantable." When honey is changed from its natural state it can no longer be considered, legally or commercially, as honey.

If pure honey which has simply been heated is no longer honey what is it?

It can't be compound honey, for nothing has been taken from it and nothing added.

It can't be imitation honey, for it is the real thing.

It can't be blended honey, because no other substance has been blended with it.

I say again, what is it?

Dr. Wiley's contention justifies all of the following conclusions:

That a food product, pure but not clean, when heated and

All polish, there is no clay or other adulterants in

DIXON'S

POWDERED

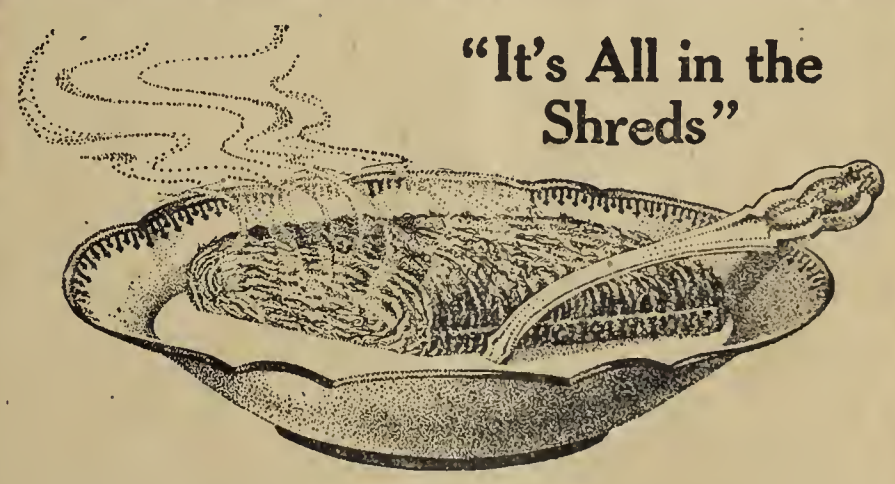
Stove Polish

We are making the new Dixon Powdered Stove Polish just as if the most rigid "pure food" law had been applied to it. Notice how light in weight a box of this stove polish is compared to its bulk—graphite, the actual polishing material is very light you know.

Write our Stove Polish Department for profitable points about above polish.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.



"It's All in the Shreds"

THE GROCER WHO MIXES BRAINS WITH HIS BUSINESS

is always trying to make "satisfied customers"—and the easiest way to make them in these pinching times is to recommend

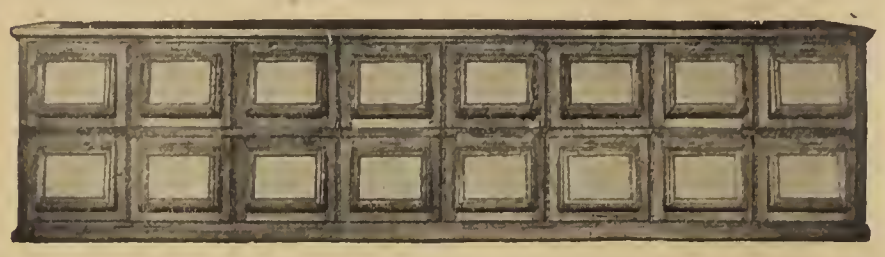
Shredded Wheat Biscuit and Triscuit

the food that supplies all the energy needed for work or play at smallest cost. The cleanest, purest, most nutritious and most economical of cereal foods.

A Good Profit for You, and a Satisfied Customer—What More Can You Ask?

The Natural Food Company, Niagara Falls, N. Y.

The "Ladies' Home Companion" is finding fault with dirty grocers, and they are making the grocers' customers "sit up and take notice." You can't have dirty goods and bins like these at the same time.



10-foot Counters, $47.50
12-foot Counters, $57.00

F. O. B. PHILADELPHIA

These counters are equipped with Patented Tilting Bins, with display fronts, made of selected golden oak, highly polished.

MILLER & ENGLAND

If you want one or more, order them quickly for we won't make this price long.

7012-14-16-18 Woodland Ave.
PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.



A Tin in Every Order

Almost every woman who buys goods of you will include a can of **Hoffman House** Little Pickles in her order if you'll suggest it.

The second time you won't need to suggest it.

These pickles are cured by a new process—you'll see the difference as soon as you taste them. Tenderer, sweeter, snappier—those are the points.

Packed in prepared tin for reasons that also have much to do with the quality.

THE J. WELLER COMPANY
CINCINNATI, OHIO

strained to make it pure *and* clean, ceases to be itself.

That the removal of dirt constitutes adulteration.

That the manufacturer who heats honey for the laudable purpose of making it a better product is just as guilty of adulteration as he who deliberately adds an adulterant.

That honey which has been heated is no longer honey.

That the only thing which is honey is the original stuff full of dirt and sticks and dead bees, which nobody could eat.

I think that never in my whole life did I hear anything so utterly asinine! E. J. B.

Royal Baking Powder Trust Gets Big Competitor.

Corn Products Refining Co. Announces Entering the Baking Powder Business. Will Make Cream of Tartar and Phosphate Powder.

From present appearances, there is a sharp baking powder war ahead. The Royal Baking Powder Trust, which sells most of the cream of tartar powder sold, is to have a rival much more formidable than itself—the Corn Products Refining Co., sometimes known as the Glucose Trust.

For several weeks there has been a rumor that the glucose people intended going into the baking powder business, but it was not confirmed until last Wednesday, when the president of the company made a statement in which he said his company intended embarking in the business quite extensively and would offer goods to the trade within a short time. The concern will make both a cream of tartar powder and a phosphate powder.

The Royal Baking Powder Trust has never had such a formidable competitor in its own field, and the chance is that some fur will fly before affairs get settled. The Royal Baking Powder Trust has always resented the entrance of anybody else into its field, and seldom stops at anything in the way of competition.

Nothing is yet known as to the Corn Products Co's plans as to prices, but it is generally expected that it will sell its powder, even if prices have to be cut.

Asparagus has not yet fairly started its season, though some little has come forward from Boston hothouses. California asparagus will be due in a very few days.

Two-Minute Sermons for the Retail Grocer

XXXIII.—Work With, Not Against Your Partner.

Help him prove he is right.

A man must be built just about right if he is able to work hard for the success of a move which his best judgment tells him will not succeed, especially if he has openly declared himself to that effect. It takes a really big man to do this little thing, and nine out of every ten partners have the opportunity to show just how big they are.

Just try it for yourself, if you are a partner. The next time your partner makes a move that you consider to be wrong, instead of having a little quarrel over it and then refusing to have anything to do with the matter in the future, thus throwing the entire burden on his shoulders, as so many do, adopt this plan: Talk the matter over with him in a thorough manner, point out all your reasons for expecting failure and show up every pitfall that must be avoided. Then, after all is thoroughly understood, put your own shoulder to the wheel and try your level best to make his move a success for the firm. If you will do this you will find that you will in many instances be able to make a go out of a thing, by your united efforts, that your partner would fail on if left alone to deal with it, and then you not only have the difference in the profits to console you for proving your own previous remarks unwarranted, but the chances are that your partner will see where you were largely responsible for the final success and will not only admire you the more for your good judgment, but also for your effort to help him out. He will understand you better than you have ever been understood before, and will be the more cheerful worker on the next plan you advance. F. A. P.

Bankruptcy Law Amendment Will Help Grocers in Two Ways

So Says Secretary of the National Credit Men's Association. Will Prevent Small Debtors from Ridding Themselves of Debts for Necessaries of Life. Copy of the Amendment.

Special correspondence of "Grocery World."

Cleveland, Ohio,
March 12, 1908.

The following letter received from the National Association of Credit men should be of interest to the retailers of the United States:—

New York, Feb. 17, 1908.

John A. Green, Secretary National Association of Retail Grocers.

Dear Sir:—With reference to the particular amendment to the National Bankruptcy Act which you are interested in, I would state that Senator Nelson has introduced an amendment naming the amount which a bankrupt must owe as $500. I was in Washington recently, at which time I had an interview with the Senator and I told him that there would be no objection from our side of the house against substituting his amendment for the one contained in the Sherley bill. I sincerely trust this matter will be disposed of so that you can make a satisfactory report to the annual meeting of your association.

In my travels through the country, as well as by means of correspondence passing through my hands, I have repeatedly made inquiries as to the extent to which the interests of the retailer have been affected through the acts of bankrupts.

There are cases where bankrupts seek to be discharged from their obligations, all of which have been incurred for what are known as the necessaries of life. In a majority of these cases the pauper oath is taken. In my opinion this does not prevail generally throughout the country, but is confined, comparatively, to a few localities and to a class of people whom I believe you and I would look at twice before extending credit. There is still another element, although I am glad to say it is comparatively small, made up of the professional dead beats, the plunger, the speculator, and others who occupy a prominent position in the public eye for a few months and whose doings are heralded all over the country. The very make-up of such people should be a warning to the retailer who is invited to enter into business transactions with them, but I regret to say that Mr. Retailer very often appears to be afflicted with blindness.

Yours truly,
CHARLES E. MEEK,
Secretary-Treasurer.
National Association of Credit Men.

The following is part of Senate Bill 1570 and contains the $500 clause for the bankruptcy act. This bill, if passed, would prevent anyone from taking advantage of the act unless his debts amounted to over $500:—

A BILL.

To amend an act entitled "An act to establish a uniform system of bankruptcy throughout the United States," approved July 1, 1898, as amended by the act of February 5, 1903.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled. That section four of an act entitled "An act to establish a uniform system of bankruptcy throughout the United States," approved July 1, 1898, as amended by an act entitled "An act to amend an act entitled 'An act to establish a uniform system of bankruptcy throughout the United States,'" approved February 5, 1903, is hereby amended to read as follows:—

Section 4. Who May Become Bankrupts.—(a) Any person who owes debts exceeding five hundred dollars in the aggregate, except a corporation, shall be entitled to the benefits of this act as a voluntary bankrupt.

JOHN A. GREEN,
National Secretary.

ASSOCIATION NEWS.

Illinois.

At the Illinois Retail Merchants' convention in Dixon last week, Oscar M. Kling, for three years president of the Chicago Grocers' and Butchers' Association, spoke upon the oleomargarine tax from a retailer's standpoint. The address was followed by adoption of resolutions favoring reduction of the tax on colored oleo from 10 cents to 1 cent per pound, repeal of the section requiring retail dealers in colored oleo to pay a license tax of $48 per year and enforcement of such regulations as to stamping the goods sold as would prevent deception of buyers.

Little Rock, Ark.

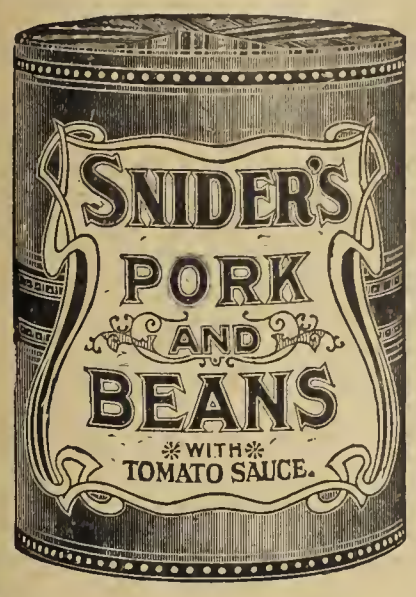
The Little Rock (Ark.) Retail Grocers' Association has issued the following notice to its members:—

MAIL ORDER GROCERIES.

Further information from victims of the Chicago grocery house which sent drummers through here selling consumers shows that some of them were badly beaten. One party we find bought $150 worth of this stuff and on opening the peas and other canned goods found that they were absolutely worthless and not fit to use. He also found his mackerel with no brine as well as other spoiled goods. It takes such experiences to teach some people a lesson.

We notice ads in daily papers of a large foreign clothing house soliciting trade among consumers of this city. They have opened sample rooms in one of the hotels and are taking orders from people who ought to be supporting the home merchants. There ought to be some way either by city ordinance or otherwise to keep these people out.

Please Your Trade—and You'll Hold It



Many of your customers leave it to you when they order a can of Pork and Beans, because they have confidence in your judgment and ought to know what kind are the best, even if you don't. If you do know, you have tied your customer to you; if you don't, you are taking a chance. Don't take chances with your trade, it is risky. Just open a can of

Snider's Pork and Beans

serve it on your own table, and you will know you are safe in telling your customers to stick to that one brand.

The T. A. Snider Preserve Co.

Makers of Snider's Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

TIN CANS

"Knobby" Canisters

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These are stock designs. Retail dealers could use these for "Special Sale" packages instead of using paper bags. If the house-furnishing stores sell them *empty*, the dealer should be able to do so filled with delicacies, tea, coffee or spices, etc.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES

THE GROCERY MARKETS

Tea.

The tea market is in very fair condition, though the demand is only very moderate. There have been no changes in price during the week and no developments of any character. Low grades are still scarce and firm, and will probably remain so during the balance of the season. High grades are also steady and firm, but medium grades, which are in the greatest abundance, will likely ease off as the season for new teas approaches.

Coffee.

The coffee market is still very stupid. There is absolutely no speculation on the exchange, one result, at least, of the Brazilian valorization scheme. As a matter of fact, fear of the immense valorization stock has almost stopped outside speculation. The assortment of Santos coffee continues to grow poorer and poorer, and Santos grades are from 1 to 1½ cents higher than the same grades of Rios. As has been explained, this comes from the fact that the syndicate very largely purchased Santos. Mild coffees are steady and unchanged. Java and Mocha are unchanged and in moderate demand. The trade all over the country is still from hand-to-mouth.

Sugar.

The sugar market is firm. Raws have sold at an advance during the week and are offered for April shipment at still another advance, instead of the usual decline as the season advances. Actual and prospective scarcity of raws is the reason. The margin between raw and refined has been made too small by these advances to suit the refiners, and an advance in refined seems almost certain. Some of it may come at any moment. The demand for refined sugar is good.

Syrup and Molasses.

Corn has advanced materially and while glucose has not yet advanced, it is almost certain to do so in the near future. With it will inevitably go up compound syrup. Sugar syrup has been heavily bought for export at higher prices, and this directly affects the domestic market. The present situation is strong. The better grades of molasses have advanced in Louisiana about 3 cents per gallon. The Northern market shows little change as yet, but naturally must follow.

Fish.

The fish market is strong. Irish and Norway mackerel are scarce and firm. Irish have advanced about $1 and are in better demand than Norways, which remain unchanged. Cod, hake and haddock are in rather better demand, but at unchanged prices. Salmon is unchanged and steady. Domestic sardines seem rather weak than otherwise and the demand is only fair. Future prices of $3.20 on ¾ mustards were made during the week, this being 30 cents above last year. Imported sardines are still firm and high by reason of great scarcity.

Canned Goods.

Future tomatoes are dull. Spot tomatoes are in very fair demand at unchanged prices. The market can scarcely be called strong, but is holding its own. Sales of future Maine corn at the prevailing price of 90 cents have been good. Other grades, both spot and future, are unchanged and in fair demand. Peas are quiet on spot, but fairly active as to futures. Peaches are dull and unchanged. Apples are unchanged and in fair demand. The Baltimore general line is unchanged. A future price of $1 on three-pound future spinach has been named, this being a fair average price. California canned goods are unchanged and dull.

Dried Fruits.

Prunes are selling in a moderate way at unchanged prices. Peaches are moving fairly at the declined prices, though some holders are still refusing to sell except about on the old basis. This looks dangerous, when it is remembered that prices on the new crop will be forthcoming soon, and will surely be much below present spot prices. Currants are fairly active at unchanged prices. Raisins are very sick, but without any further decline in price. Apples are weak and quiet. Citron and figs are unchanged and quiet. Dates are fairly active at unchanged prices.

Beans and Peas.

Pea beans are lower, due in part to the weather. Domestic beans

This week we ask your attention to

Shovels, Hoes, Rakes, Forks

AND OTHER

Agricultural Implements

The season is on top of us, and if you need any goods we are ready to make prompt shipments.

A postal order will command immediate attention.

JAMES M. VANCE & CO.

Jobbers in Hardware

211 and 213 Market St., Philadelphia



The Broom the Housekeeper Swears By

Have you ever noticed how your customers pick over your brooms, ask questions, and then pick out one and tell you they will try it—to come back later and tell you the corn broke, that it didn't last, and that they don't want any more of the same kind?

If you sell these people a CHIPMAN BROOM you will never have a complaint again, you will never be able to sell them any other kind, and you won't want to, because the profit on the CHIPMAN BROOM is so big.

Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.

Having It All the Time



Take a butter made from the finest, cleanest, richest milk, in sanitary dairies, and inspect it every now and again until it's turned out to the consumer, and you can hardly help having perfect butter.

And as long as these conditions continue, you will have it all the time.

That is exactly the point of **Gurnse** butter. It is fancy, and is always fancy, and the dealer who sells it can count on every pound being like every other pound.

Nothing is more important in getting and holding a butter trade. 30–50-lb. boxes, lbs. and ½-lbs., 35c.

P. F. BROWN & CO. 39 S. Front St., Philadelphia, Pa.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

now average $2.30 and imported can be bought as low as $2.05 The demand is only fair. Marrows are in fair demand around $2.20. California limas are a trifle lower and in light demand. Dried and split peas are unchanged in all grades and firm; demand fair.

Butter.

The market for both prints and solids has declined 2 cents per pound during the week, owing to an increase in the production and a falling off in the demand. The prospects are for an improved demand as the weather warms. If there is any change within the next few days it will probably be a slight advance. The present receipts of butter show good quality for the season.

Eggs.

The egg market has declined 2 cents per dozen during the week. The receipts of fresh eggs have increased considerably, as has the demand. There will likely be larger receipts of fresh eggs and a slight decline in price.

Cheese.

The cheese market is in a very satisfactory condition. Stocks are getting very light and the market is firmly held at an advance of ½ cent. As stocks still further decrease and the season advances there will likely be another advance before new cheese arrives.

Provisions.

There is no change to report in the price of smoked meats. The market is a little firmer throughout, but stocks are still large, and there is not likely to be any change until the demand improves, due to warmer weather. Both pure and compound lard are firm and unchanged, and if any change occurs in either it will be in the nature of a slight advance. Barrel pork, dried beef and canned meats are steady and unchanged.

Produce.

Pennsylvania potatoes, 80 to 85 cents per bushel demand dull; York State, 75 to 80 cents per bushel, demand fair; sweet potatoes primes, $2.10 to $2.25 per hamper; seconds, $1.75 per hamper, scarce and in good demand; Ohio globe onions, 80 to 85 cents per bushel; York State, 70 to 75 cents per bushel, demand fair to good; carrots, 35 cents per basket, demand fair; yellow turnips, 35 cents per basket; white, 25 to 30 cents per basket, demand poor; Danish cabbage, $7 to $8 per ton, 75 to 80 cents per barrel; savoy, 75 cents to $1 per barrel, demand fair; beets, $1.25 to $1.50 per barrel, 5 to 7 cents per bunch, demand fair; parsnips, $1.50 to $1.75 per barrel, demand fair; oyster plants, 3 to 4 cents per bunch, demand fair; parsley, 2 to 3 cents per bunch, demand slow; watercress, 2½ to 3 cents per bunch, demand fair; Texas onions, small, $2 per crate; large, $2.50 per crate, scarce and in good demand.

Green Fruit.

Apples, Baldwins, $2 to $3.75 per barrel; Greenings, $2 to $3.50 per barrel; Hulbersons, $3.50 to $4 per barrel; Spy, $2 to $4 per barrel; Spitz, $2 to $4 per barrel; Kings, $3.20 to $5.50 per barrel; Russets, $2.25 to $2.50 per barrel, poor demand; bananas, jumbo, $1.75 to $2.25; firsts, $1.25 to $1.75; 8-hands, $1 to $1.25; 7-hands, 75 to 90 cents; 6-hands, 50 to 65 cents, poor demand; grape-fruit, $2.50 to $5 per box, demand poor; California oranges, $2.25 to $2.75 per box, demand fair; tangerines, $6 per strap, scarce and demand fair; lemons, $2.25 to $2.75 per box, demand fair; pineapples, $3.25 to $3.75 per box, demand fair.

Nuts.

Almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed nuts, 11 cents per pound, demand poor; peanuts, choice, green, 4 cents per pound; fancy, 5 cents per pound; jumbo, 6¼ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

More demand for spot tomatoes this week gave encouragement to the canners, especially because of the fact that the buying orders covered a wider market for that article than any time since last October. The present spell of milder weather all over the country allows the shipment of canned goods without any danger of freezing on the road, and many jobbers are taking advantage of it, as is shown by an increase also in the number as well as the quantity of the jobbing orders for less than carload shipments of assorted goods. If the weather conditions continue favorable for shipping goods during this month we may receive during March and April the orders that are usually sent to this market during April and May, say three or four weeks sooner than usual, and the improvement in the demand in the last five or six days may prove to be the forerunner of the spring trade. The transportation lines anticipate an earlier than usual opening of the lake and rail routes this spring, which always means lower freight rates to the points reached by them and helps the business very much. It certainly looks like the prices for spot tomatoes are now at the lowest for this spring, and that purchases are safe. There was some little improvement this week also in the demand for future tomatoes, but the buying of them up to this date has been extremely light as compared with any ordinary season. Activity in them may begin at any time, but the packers show no anxiety to force sales. Prices are now being made on other lines of future goods also, for instance corn, pineapples and small fruits, berries, etc., and the buying of

Let the Open Can Speak



"GET SOME"

When we get where we're driving for, pork and tomato-sauced beans will be about the largest-selling canned specialty packed.

And **VAN CAMP'S** will still be what it is to-day—by far the largest-selling brand. We originated pork and beans with tomato sauce, and we have always sold more than any other packer because **VAN CAMP'S** has always been better than any other packer's.

If you think that's just the usual manufacturer's guff, open a can side by side with any other brand you like. Your eye and your palate will speak for us instantly.

Such extensive advertising as we're doing to your customers would sell anything. Most of all a superfine article like **VAN CAMP'S PORK AND BEANS.**

Van Camp Packing Co.

Indianapolis, Indiana

them has commenced in a quiet way; no rush as yet. In the general lines of fruits and vegetables the market prices are practically unchanged, and we do not look for any material change up or down. The goods most in demand recently, in addition to tomatoes, are cove oysters, sweet potatoes, spinach, kraut and beans.

THOS. J. MEEHAN & CO.
Baltimore, Md.

—

No. 2.

The market closes in fairly good shape on tomatoes. Buying, of course, is only for actual wants. There is not the slightest disposition being shown by buyers to anticipate wants. As this has been the consistent line of policy pursued by buyers for the past four months, the fact that there is comparatively little pressure to sell tomatoes seems to convince many people that the market is in good shape. The fact is that stocks of tomatoes are more than usually scattered at the present time among numerous holders. Nobody has more than a small quantity. Very many of these holders are convinced that a little later on will be the proper time to sell tomatoes.

THOS. G. CRANWELL & CO.
Baltimore, Md.

MARKET NOTES.

Florida oranges range from $1.50 to $3.50 per box and the demand is fair.

—

Good grapefruit are in good demand, the price still ranging from $2.50 to $5 per box.

—

Florida strawberries are plentiful at a range of 35 to 40 cents, at which they have ruled during the greater part of the season. The quality is fair.

—

Hothouse red radishes range from 2½ to 3 cents. The demand is fair.

—

New potatoes range from $5.50 to $6.50 per barrel, and the demand is now improving. All of the supply is from Bermuda.

—

Florida tomatoes range from $2.50 to $4 per crate. The quality of the best receipts is good. Hothouse tomatoes range from 20 to 25 cents per pound, and the demand is only fair.

—

Long Island rhubarb, which is now the most plentiful on the market, is quoted at $7 to $8 per 100. There is very little trade at present, but there will be if the warm weather continues. Very little Michigan rhubarb is now on the market.

—

Florida beans range from $2.50 to $4 per crate. The demand is fair.

To Clean Fish by Machinery.

A machine which, it is claimed, will automatically cut and dress 250 fish per minute, or 15,000 per hour, has been placed on exhibition by its inventor, a Philadelphia man, at the Eleventh street wharf, in Washington, D. C., and is attracting a great deal of attention. It is stated the machine can do the work of a dozen men, as an expert cutter and cleaner can cut and clean only 1,000 or 1,200 fish per hour. The fish are slid into pockets in the rear of the machine, and two automatic clutches at once grip the fish back of the head and near the end of the tail. A circular knife then decapitates and strips the fish, while three knives on a revolving shaft still farther in the machine thoroughly clean it. After this operation the cleaned fish slides down a shaft into a basket, while the head and cuttings are deposited in a separate compartment. It is stated the machine can be constructed to cut from five to twenty-five fish at each stroke, and can be operated by one man and two children. It is fitted with an automatic register, which keeps an account of the fish which are cleaned.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

SELLING BROOMS.

Broom time is coming. Some women buy a broom on your word. Some buy one on sight and some will take fifteen minutes of your time—if you let them. When you strike the pernickety one stand your broom handle end down; straighten out the other end by a few pulls. While your stroking it after the manner of a silk hat, refer to the straightness of the corn—its pliability, its newness. Show how free it is from knobs and splits. The smooth unvarnished handle, and particularly its lightness. If she's a big woman and you think she's going to swing it, show up the No. 7 at 35 cents.

COFFEE AT WHOLESALE.

A new coffee comes out Monday that is to be sold only in 5-pound lots for $1. Here's a chance to land the lunch counter man. Coffee of this character will bring him business. It is a blend of Bogota, Maracaibo and Bourbon Santos.

Big families can well afford to buy five pounds at a time, if you will present it to them in the right way. It's surely a saving of at least 25 cents on the five pounds. Make a point of saying that we do not retail at all. Do not even list it, and five pounds is the minimum quantity sold.

You're going to do wonders with this. The name is 5 X.

THE MONDAY ORDER.

We want to see more Saturday night orders taken for Monday delivery. Soap, starch, blue, washing soda, clothes pins, washing powder and such things that must be on hand for the Tuesday washing.

We often miss selling these because we miss telling about them.

That old soap sale was very satisfactory, a few more days will clean it up. But remember these things Saturday night and let us keep up this old-fashioned selling.

BROAD LINES.

This business is built on broad lines and it's for us to act broadly in our work. Don't run in a groove. Don't get into the habit of limiting yourself. That's destructive. Step into another department if they're busy. It takes only a few minutes. Get over to the fruit stand when somebody's waiting. Help the business along in every way that your good business sense suggests. For any sake avoid having to be told things that are an open duty. Feel that our success is yours. Realize the importance of earnest work—of continual effort to better things whether by action or suggestion.

AMONG THE TRADE.

A stroke of paralysis suffered on Wednesday caused the death, at his home in Ambler, of Frank S. Dengler, head of the local firm of Daniel S. Dengler, manufacturers of fireworks and confectioners' supplies in this city. Mr. Dengler was 42 years old, was widely known in business circles, and had been apparently in good health until stricken. He is survived only by his widow.

—

Arthur L. Metz, of 5720 Poplar street, was committed to prison during the week in default of $800 bail on the charge of embezzling $750 from the firm of Barber & Perkins, 29 North Water street, by whom he was employed as a collector. Metz is 21 years old and a former student at Girard College.

—

Mr. Ira S. Fallin, the merchandise broker who recently sustained a fracture of the leg, is sufficiently recovered to be back at his office.

—

The cannery at Mt. Holly, N. J., formerly operated by J. L. Anderson & Co., but for several weeks controlled by T. A. James, was sold last Thursday, March 12th. It has done very little for several years.

—

Olives have made another substantial decline during the past week. This is the second drop since January 1st.

—

It is rumored that Swiss milk chocolate will decline shortly. The three leading brands, it will be remembered, advanced 25 per cent. several months ago, on account of advance in cocoa, the manufacturers said.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Shawnee, Okla., March 3, 1908.
Editor Science of Advertising.

Dear Sir:—Inclosed is a circular that was a business getter. We make a specialty of these sales about the 20th of each month on account of railroad pay day.

This circular seemed to strike the "chord" better than any other one we have put out for some time.

Let's hear your criticisms.

Yours truly,
McNeil & Smiley.

Give me credit, gentlemen, for sufficient shrewdness to avoid criticising an advertisement that has proved itself a "business getter." This circular shows that they are pretty wide-awake people out there in Oklahoma. "The C. O. D. Store" is a mighty clever name—it carries its meaning on its face, and that is more than a great many fancy firm names do. The circular in the original measured 12 x 17 inches, and is here reproduced much reduced:—

Stirring Grocery Values

IN OUR

FEBRUARY MID-MONTH GROCERY SALE

Count up the difference between these **3-Day Prices** and ordinary store prices. These Special "MARK-DOWNS" mean a big saving to the careful spender. Read each item carefully, and come, send or telephone your order. We deliver in all Shawnee, Oak Park, Broadway Heights, Englewood and South Shawnee.

"SUGAR DEAL."
13 lbs. for 50 cts. -- 24 lbs. for $1.00
On Grocery Orders of $5.00 and over
20 lbs. for $1.00 On Grocery Orders of $1.50 and over

"SOAP DEAL."
Silk and Clairette Soap, per Bar, . . 1c
AS FOLLOWS:
On $5.00 Grocery Orders, 10 Bars for 10 cents
On $3.00 Grocery Orders, 5 Bars for 5 cents

3 Days THURSDAY, FRIDAY ..AND SATURDAY.. **Feb. 20, 21, 22**

Hams	Swift's Winchester and Ark Brand, mild cure, weights 12 to 14 lb — lb 12½c	Salmon	Red meat, tall can; regular 20 cent quality, 3 days — 3 CANS 50c
Picnic Hams	200 lbs. fresh cure, bright unwrapped — lb 10c	Shoe Polish	5 dozen of the "Baby Elite" 10 cent sizes. 3 days — BOTTLE 6c
Lima Beans	1000 lbs. Fancy Californias, others ask 10c. Our price 3 days—4 lbs. 25c	Figs	California white evaporated cooking Figs for sauce — 3 LBS. FOR 25c
Pure Lard	Guaranteed Pure indeed, other Stores get 15 cents. Our price 12½ cents, or — 10 LBS. $1.15	LOOSE-WILES PACKAGE GOODS	Takoma Biscuit, Krispy, Lemon and Vanilla wafers; all 10c pkgs—3 FOR 25c
White Beans	Michigan Hand Picked No. 1. You are paying 6¼ cents. Our price for a time — 5 LBS 25c	Apple Butter	Pure goods, just like home-made 3 days — 5 LBS. 50c
Maple Syrup	We find ourselves overstocked on quart sizes. 70c to 45c sizes, no mix at — QUART 35c	Oatmeal	Sunshine in 5lb packages on arrival — EACH 20c & 25c
Raisins	500 lbs. loose Muscatel, large fruit Special price 3 days — 3 LBS. 25c	Flour	"CHIEF" AND "BIG C" 48 lb Bag — $1.35

Baking Powder	TWO 15-ounce "K. C." for 25c	Soap	"SILK", "CLAIRETTE", "LENOX" on opiers—one sale — 8 Bars 25c	Egg-O-See	2 Packages — 15c
Sugar Corn	15-CENT "GOLF BRAND" per can — 10c	Oranges	FANCY LARGE 40c NAVELS Dozen — 30c	Dill Pickles	Heinz Quality — DOZ 20c
Sugar Corn	10c quality 90c dozen cans, Case, $1.75	LOG CABIN MAPLE SYRUP	50c Quarts — $ .45 85c Half Gallons — .75 $1.50 Gallons — 1.35	Gold Dust	5c packages, 3 days — 4 FOR 15c
String Beans	15-CENT "GOLF BRAND" per can — 10c	Evaporated Apples	Rings, Whole and quarters. — 2 LBS 25c	Tomatoes	12½c kind — DOZ CANS $1.25
White Cherries	California Goods, 10-cent quality 2 CANS 45c	Egg Plums	"DINNER PARTY," 25 cent quality — CAN 15c	Tomatoes	10c No. 2 size — DOZ CANS $1.00
Oysters	1 lb. "BADGER" 1 Day — 1 Can, 25c	Pecans	4 Pounds — 25c	Potatoes	Fancy Colorado by weight — PECK 25c
Matches	"FIRELIGHT" 500 in box — 3 for 10c	Lee & Perrine Sauce	The Popular 35c size, 3 days — 28c	California	White Grapes, 40c Cans for 15c; Down 4 cans — $1.60
Clothes Pins	3 DOZEN — 5c	Price's Food	3 Packages for — 25c	Cabbage	Firm Heads — LB. 2½c

We sell Washburn-Crosby's Gold Medal Flour, Golden Gate High Grade Coffee, Tea and Spices.

C. O. D. GROCERY

McNEIL & SMILEY — Phone 203

I don't see much the matter with this circular. Its typographical appearance might be improved by less heavy type. I believe a better result might have been achieved with say half this amount of boldface type. I believe in putting all of the heading and the introduction in the heading and the introduction, not in scattering it through the body of the advertisement. An advertisement ought properly to be divided into two parts—the head, which includes the introduction, and the body. If there is any mixing up the advertisement loses a part of its logical arrangement, and undergoes the same weakness which comes to a spoken argument that goes off on tangents.

* * *

The matter in this circular is good. There might be a little more of it, but so far as it goes it is crisp, snappy matter.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.



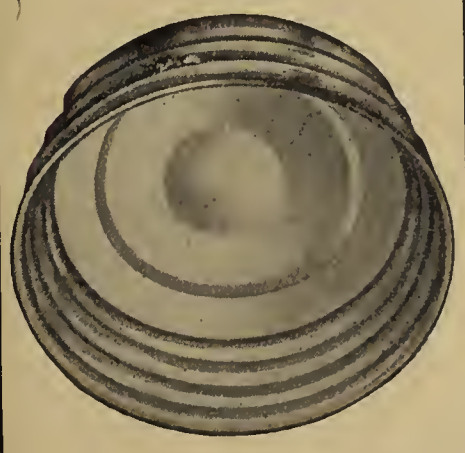
A BAD HITTER

His Bunches and Bruises can be removed quickly without stopping work with

ABSORBINE

This remedy cures Lameness, kills Pain, removes any Soft Bunch without blistering or removing the hair, and pleasant to use. $2.00 per bottle, delivered, or at dealers. Absorbine, Jr., for mankind, $1.00 bottle. Allays inflammation rapidly. Cures strains.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.



This Is The Famous Steel Cap

The one that doesn't get a poisonous corrosion on it when it seals jars of fruit. Your customers will never use a zinc cap again if you tell them about this. Try it.

A splendid profit for you. They are getting them at the china stores now. Get this money.

The Wm. Glenny Glass Co.
Cincinnati, Ohio

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.

PERFECT BEEF TEA IN ONE MINUTE — ANKER'S BOUILLON CAPSULES

Anker's Bouillon Capsules

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

PIANOS FOR PREMIUMS

AND MAKE YOUR COMPETITORS PAY THE BILL!!

Send for our novel and highly practical plan for doubling your business at the expense of your competitors.....

Set the Whole Town Talking

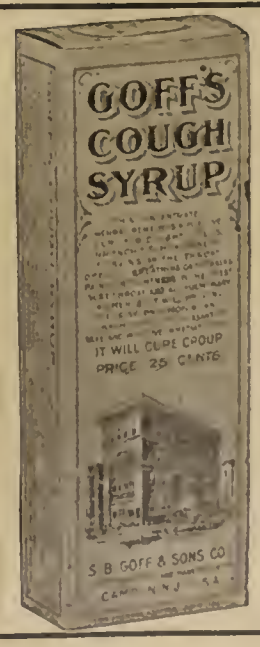
Bring a Crowd to your Place of Business—Add Thousands of Dollars to your sales; make new customers and fast friends and

Make Your Competitors Pay the Bills

The finest legitimate premium scheme ever devised. Is doing wonders to-day for several thousand wide-awake business men and will do the same for you.

WANTED—A FEW RELIABLE SALESMEN TO CANVASS THE RETAIL TRADE. ADDRESS DESK

BOSTON PIANO & MUSIC CO.
WILLARD F. MAIN, Proprietor
IOWA CITY, IOWA



$15 Profit per Gross

Goff's Cough Syrup

The Cure for Deep-seated Colds

Write for our special proposition to grocers.

S. B. Goff & Sons Co.
CAMDEN
NEW JERSEY
ESTABLISHED 1872



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

Mr. Callanan Scores Fake New York Grocery Advertising

Cites Several Instances of Deceptive Department Store Advertising of Groceries. The Drug Store's Coffee Scheme. Deplores that Consumers Falsely Judge Legitimate Grocery Prices by False Standards.

What is advertising? Is there any benefit to be derived from it? Is the advertiser honestly describing the goods or merchandise that he offers for sale, or is it his intention, by giving false descriptions, to lead the public into believing that he is offering bargains, although he is not doing it, and thus lure people into his store? I believe that the latter is the case.

It is considered a matter of routine business in some establishments to draw the crowds by advertising certain articles and adding "Sold elsewhere at—" quoting a higher price. The advertiser's price is put so low that it appeals at once to the minds of the readers who believe that a real bargain is to be had, or it would not be advertised by supposedly reputable business men. The readers do not know that the large advertisers employ men specially for the purpose of preparing advertisements in the most alluring manner. Never mind how much or how little truth there is in the advertisement!

One of these establishments will advertise a sale of 5,000 hams at or about cost, giving the idea that because of the large quantity to be sold the advertiser is enabled to merchandise the articles at a lower figure, while in reality there may not be more than 250 hams in the store—then only two or three to a customer.

Some time since an instance was reported to me where one of my customers, who resided on Staten Island, read an advertisement of this kind. She made up her mind that she would go for two hams, which was the limit to be sold to one customer. The price was two or three cents lower than she had been paying when she bought hams from me on her regular monthly order. She started for the advertiser's store after her husband had gone to his work. She paid carfare, 30 cents each way, on Staten Island, and 5 cents each way on the elevated train in New York, making 70 cents in all. She spent over four hours of her time and carried home two hams weighing 24 pounds. She saved either two or three cents a pound on the cost of the hams. Allowing that it was 3 cents a pound the total was 72 cents. The trip cost in carfare alone 70 cents. The real saving in money was 2 cents, and this had cost her half a day's time. She and her husband were sure that they had saved the entire difference in the prices.

When she gave her next monthly order she bragged about the supposed saving and said that she would buy no more hams from me. The clerk who took her order called my attention to it. I talked with her and her husband, and heard what she had to say. I laughed. They began to get angry. Then I explained to them how I figured out the transaction, that all they had saved was 2 cents, and to do this the wife had taken half a day away from her work at home, besides having the trouble of carrying the hams all the way. After they heard me they were both satisfied that I was right, and they traded with me until they left Staten Island.

Look at the misleading "ads." published every day.

In one "ad." published a few Sundays ago I read "Smoked Sardines 10 cents, sold elsewhere at 15 cents." They could be bought in any respectable store at 10 cents.

Another store announced "25,000 cases of Pure Canned Foods, at the lowest prices in New York." That 25,000 sounded big, but I will venture to say that there was not more than one-fifth as much in stock.

A combination sugar and coffee offer was: "Four pounds of our popular coffee blend, price 25 cents per pound. with five pounds granulated sugar for $1." The man back of this "ad." was either swindling the people by the prices



On Top

"Malta-Vita" has always been the "top notcher" Wheat Flake.

"Malta-Vita" Corn Flakes have just been pronounced by experts the "top notcher" Corn Flake—and they ought to know.

An Easy Seller!

It's the biggest 10c p'k'ge on the market—36 p'k'g's to a case—you can sell it on the reputation that "Malta-Vita" has always had.

Free Deal

Until April 15th order all corn—all wheat—or assorted as desired and get

1 case free with 7

With 7	cases	1	case free,	equivalent	to	$2.36	net	per	case		
" 5¼	"	¾	"	"	"	"	2.36	"	"	"	
" 3½	"	½	"	"	"	"	2.45	"	"	"	
" 1¾	"	¼	"	"	"	"	2.45	"	"	"	
" ⅞	"	⅛	"	"	"	"	2.45	"	"	"	

Regular prices $2.85 per case — $2.75 in 5 case lots.

Order thro' your Jobber.

Malta-Vita Pure Food Co.,

Battle Creek, Mich,

he charged regularly, or he was lying to get people to call at his store so that he could sell them something else on which he would make an inordinate profit.

It is the same with the tea offer: "Three pounds of our special blend, always sold at 35 cents per pound, with five pounds of granulated sugar for $1." As in the case of the sugar and coffee "ad.," the advertiser was either lying in his advertisement, or he was swindling his trade when selling the goods regularly.

On a par with these instances is another of a dealer who advertised: "Fifteen fresh eggs for 25 cents," when fresh eggs were selling at 40 to 55 cents per dozen, and not enough of the eggs at 55 cents a dozen were to be had.

Another example of lying about coffee is the advertisement of a drug house selling coffee. The advertisement says that "Coffee of this grade is considered cheap at 40 cents the pound. We are selling one-pound canisters at 25 cents." I sent for a pound, and tested it very carefully more than once. I will be glad to match it at 15 cents per pound.

The drug house then says: "It is our settled policy to sell only honest goods at honest prices." I have only to say that if what they said about drugs had no more truth in it than what they say about coffee, then when people are wanting either drugs or coffee, this house would be a good one to avoid.

When it comes to advertising imported whiskies the limit is reached. We read of Scotch whisky at 70 cents a bottle, or $3.50 a gallon, yet the custom duty is $2.25 a gallon. "Irish" is advertised at 70 cents a bottle. The duty on Irish whisky, if at proof, is 45 cents a bottle. "Jamaica Rum" at 75 cents a bottle is another. The duty on that is 45 cents a bottle.

Lying all along the line, yet it seems to thrive. The dear public likes to be humbugged. Read offer of "Boneless Sardines, dozen $2.85, regular price 35 cents, large key-opening can, 25 cents." Another sardine offering: "Extra large can, sold everywhere at 23 cents, for 19 cents." Also we read: "French Peas from 12 cents up."

This "ad.," announcing sardines and French peas, reminds me of an incident which happened two or three years ago. I was standing in the front part of my store when a very good customer rushed in, with a paper in his hand, and went for me red hot. He said: "Callanan, why are you charging me 22 cents for peas, when here they are advertised at 11 cents? Sardines you are charging 25 or 28 cents for, here they are selling them at 15 cents." I laughed, took him by the shoulder and pointed to a pile of cans of sardines marked 15 cents each, or $1.75 per dozen. At the other side were peas at 11 cents a can, $1.30 per dozen. The sardines he used were French, those advertised were Portuguese. The latter are good fish, but they have not as good a flavor as the French sardines have. The peas advertised were Moyens, the largest pea canned, while what he used were the very finest peas canned. He has a fine trade and can use no other. He said no more, but rushed out of the door. Instance after instance of this kind are occurring daily. It keeps us constantly explaining the difference between the goods, but it pays to make the explanation. In most instances, if our customers leave us for a while, they come back.

If any housekeeper in New York will take the trouble to look at the prices of the best goods sold in the department stores, she will find that in any good grocery store she can duplicate the goods at less money. She will find the quality of the goods sold in the grocery store better and the service better than in the department store.

L. J. Callanan.

New York, N. Y.,
March 9, 1908.

Boston hothouse cucumbers range from $1.50 to $2 per dozen. There are a few Floridas about, averaging $5 per crate. The demand is good.

The Codfish You Should Sell.

When you need codfish you should remember the Talisman brand. These fish are genuine hand-line caught Georges' cod unmixed with poorer fish, such as hake or haddock and only the best of the catch are used.

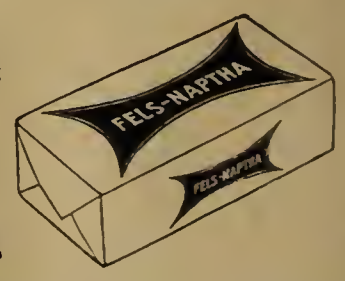
You can obtain a supply from Swift & Company, Gloucester, Mass., or any of their numerous branch houses.

Such side issues

as prizes, deals and schemes really mean extra work and trouble to the grocer.

With **Fels-Naptha** the valuable selling feature is the steady, even continuous trade that pays.

The soap you want is the one that sells quickly, regularly on its own merits, without schemes. Such is **Fels-Naptha.**





IT WAS BORN IN 1847

It is Still Very Much Alive in 1908

It thrives on the Pacific Coast, on the Atlantic Coast, at the Great Lakes and the Gulf of Mexico and all the points between. Climate doesn't affect it. You will find it EVERYWHERE, and you will always find it the same flaky, deliciously-flavored little necessity. Imitated by many, duplicated by none.



"The Best Known and Known as the Best."

"THE EXTON CRACKER"

MADE ONLY BY

A. EXTON & COMPANY, Trenton, New Jersey







YOUNG COD IN GLASS

Talisman Codfish in little glass jars is just about the sweetest, finest, tenderest codfish sold anywhere.

Packed only from medium-sized fish both smaller and younger than that we pack in 3-pound boxes.

This kind of package irresistibly appeals. It means absolute cleanliness and perfect-keeping qualities.

Talisman Codfish is preserved with natural sea salt, and nothing else.

SWIFT & COMPANY

THE ONE WAY TO BEAT BABBITT'S

BABBITT'S BEST LAUNDRY SOAP is not only our best—it is your best, too.

The grocers who sell **BABBITT'S BEST** will find, if they average the sales of all their laundry soaps, that **BABBITT'S BEST** has always stood at the head. It has a place in the household that only one thing could displace.

That one thing is this—if somebody could find a soap to do better work, **BABBITT'S BEST** might have to yield. Nobody has come within a mile of finding it yet, however.

MADE BY

B. T. BABBITT

NEW YORK

Oakdale Pretzels

Are What You Want

¶ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

¶ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

¶ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.

The Best of the Pure



There are plenty of olive oils on the market, and under the food laws nearly all are pure. So that it is no longer a choice between pure and adulterated oil, but the choice of the best of several pure oils.

At the top of every quality which figures is **La Toscano,** the flower of the Italian oils. Pure, mellow, rich and having the bouquet of the finest olives.

J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.

"I Make New Customers and Please My Old Trade Better



by having a McCray Refrigerator." These are the refrigerators which are built on the correct cooling principle. A small amount of ice does a large amount of cooling, and the saving in ice bills actually pays for the McCray itself. Your provisions are kept in perfect condition, free from taint, dampness and odors of any kind and always look tempting to your customers.

McCray

Grocer's Refrigerators

are superior to all others, and are made in regular sizes for immediate shipment, or built to order. Many grocers have saved enough in ice bills to more than pay for the refrigerator itself.



A McCray Refrigerator in your store furnishes it in an elegant way, and attracts much attention because of the attractive finish of the refrigerator, with its sanitary lining and its shining glass doors.

Send us your name and address, stating whether you want Catalog No. 65 for grocers, or No. 58 for meat markets. Do it now while you think of it.

McCray Refrigerator Company,
714 Mill Street, Kendallville, Ind.

Goods Called "Waldorf"



Only a foolish manufacturer would apply a name like "**Waldorf**" to anything but fancy goods, as the high standard it implies would react on him badly.

The name just fits the **Lemon *and* Vanilla Extract** we pack under it. They are perfection in extracts, as nobody can possibly make any better. We use only the finest materials and the strongest.

$1.25 per dozen. Easily sell at 25 cents.

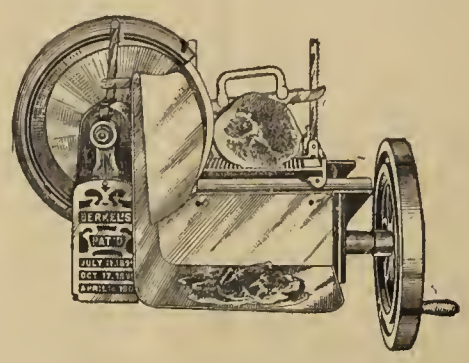
Hetfield Extract and Mfg. Co.
370 Greenwich Street, New York

If!

Many a merchant's greatest barrier to success is the little word "if."

It's "if" this and "if" that, and meanwhile the aggressive, progressive competitor gets all the business.

Any shrewd merchant will admit that "if" our machine does all we claim for it he needs it in his store.



There is no "if" about what the machine will do.

Nearly nine thousand up-to-date merchants, after years of use of the machine, say that it has increased their sliced-meat trade from two to ten times, has increased their profit on each sale and has saved time and labor.

The evidence of this ought to interest you.

Drop us a line to-day for free catalogue and booklet.

American Slicing Machine Co.

54 Fifth Avenue, Chicago

We Pay You to Work for Us

¶ We believe the best sales force we can get are grocers. We want them to work on Mother's Oats with their trade. We don't expect them to do it for the love of it, so we make it worth while. Figure your profits, if you get 12 cents for Mother's Oats, then figure what the coupons mean to you at ½ cent net profit on all you redeem.

¶ We devised this plan to benefit you, and we believe you will quickly see the advantage of concentrating your efforts on the sale of Mother's Oats.

The Great Western Cereal Co.

CHICAGO, ILL.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

The Jewelry Scheme Again.

The itinerant jewelry scheme has broken out in Philadelphia again. Many references have been made to it. Such concerns as the Prudential Manufacturing Co., of Iowa City, Iowa, send salesmen to retail dealers in all lines and attempt to place an assortment of jewelry, to be paid for only if sold, at the end of one year. The dealer is asked to sign a series of notes which mature at the end of so many months. The real character of the notes is concealed; not one man out of a thousand has any idea he is signing promissory notes—he thinks he is signing receipts.

The jewelry concerns always play the same trick after getting the notes—it transfers them to a third party, which under a fundamental rule of law prevents the victimized dealer from using as a defense any verbal arrangement or condition which was made between himself and the jewelry company.

This is actually what has happened to a number of Philadelphia retail druggists within the last week. The third party holder of some of the Prudential concern's notes sued several druggists on them. The dealers attempted to defend on the ground that the jewelry was nearly worthless and not as represented, but the judge ruled as a matter of law, that as the suits were brought by a third party, no evidence could be given as to the original contract. He directed the jury to render a verdict against the dealer, which they did.

It is simply another illustration of the oft-preached truth that nobody should sign a paper without knowing very clearly what it is.

—

Question: J. E. Dilling, Martinsburg, Pa.—Can an account for clothing for a minor be collected from the parent of said minor, said minor supposed to be making his own living, but no notice ever given by parent? Account charged to parent.

Answer.—The parents of a minor are responsible for his debts for necessaries until he becomes of age. Naturally the question often arises what is and what is not necessities. Clothes may be or they may not be. If a young man in ordinary circumstances bought ten suits of clothes, for instance, an attempt to hold his parents responsible would fail, at least as to probably eight of them, because no ordinarily-situated minor can be said to need ten suits.

The fact that a minor is earning money does not absolve his parents from the duty to support him. His earnings belong to his father until his majority.

—

Question: * * *, Pa.—My first year's lease ends with April 1, 1908. I received notice by letter through the mail in December last to vacate property April 1, 1908. In case I cannot be suited in another place at once, how long can I remain where I am after the 1st of April?

Can the owner raise the rent on me for the time I remain in after April 1st until I can be suited elsewhere?

When moving out, can I take out everything that I put in—all the fixtures—if I can do so without damaging the property in any way?

The rent I pay monthly in advance by check. Shall I continue to send my check as usual in advance for the month of April? And in case the check is refused and returned to me, what is the proper thing then for me to do? Can I be compelled to vacate on April 1st to the detriment of my business?

REMARKS.

Since receiving my notice in December last to vacate property April 1st (this notice was sent me through the mail by the owner himself) I have had reason to believe from personal conversation that I have had with my landlord that I could stay on another year, as he made the remark to me personally that if he should rent it again for the same business that I could remain.

Now, since that time he has notified me personally that he has rented to another party for the same business. I have paid the rent promptly each month in advance during the entire year. Now, as I felt pretty sure that I could renew my lease for another year I made no effort to get another place.

Answer.—1. You have no legal right to remain on the premises one day after the lease has expired, and the owner can eject you if he wishes to do so.

2. If you remain after April 1st, and the owner permits you to, he can collect from you, in the absence of any agreement as to the amount of rent, the fair rental value of the property. The fair rental value is what it would bring in the open market. If the owner has had an offer of a higher rental from another person, that becomes the market rental value.

3. Whether you can take all fixtures with you depends on your lease. Some leases provide that all improvements made by the tenant during the life of the lease shall at the termination of the lease be the property of the landlord. If your lease contains no such provision, you are governed by the ordinary law of fixtures, which is that you can remove, during the term of your lease, any fixtures placed by you on the premises, always provided no damage is done to the property.

4. I should tender a check for a month's rent on April 1st. If accepted you are safe for another month, and cannot then be ejected without another month's notice. That is, if your check for one month's rent in advance is accepted on April 1st your rent will be paid until May 1st, and if the landlord does not give you the one month's notice on April 1st he cannot do so until May 1st, which will assure your possession until June 1st. If the check is refused, the only legal alternative is to move. It makes no difference whether your business will suffer or not; the owner has the right to retake his property after proper notice.

5. Your landlord's statement that if he rented again to the same business he would rent to you is scarcely a legal agreement upon which you could bind him. It is a simple promise and would probably be held to be voidable because of lack of consideration.

Think of it! Five thousand grocers in Pennsylvania alone are selling the Goff remedies. Every grocer in the country should be. The firm is making a proposition to those who are not handling their standard remedies that will enable them to make seventy per cent. profit. If you will write S. B. Goff & Sons Co., Camden, N. J., they will tell you how it is done.

STATE HOUSE



CEYLON TEA

A Famous Name for a Worthy Tea.

In State House Ceylon Tea we have set a mark for the hosts of other package teas to reach up to some day.

We have adopted a name that should be easily remembered and make our product, with its exceptional quality, as much of a household word as the trade mark.

State House Ceylon Tea is intended to retail at 50, 60 and 80 cents a pound, in 1, ½, ¼ and 10-cent sizes. Trial counter cases of 10 pounds.

Phone us about State House.

JOHN SCOTT & CO.
INCORPORATED
WHOLESALE GROCERS
N. E. Cor. American and Diamond Sts., Philadelphia, Pa.

If You Just Want A Gamble

If you buy future canned goods just because you like a gamble and don't care much how many you get, we have nothing to say.

But if you buy them because you want them in your business, then you ought to get all you buy. But there is only one way you can be sure of always getting them—or their equivalent—buying on a 100 per cent. contract.

BLUE BELL and **CLOVER FARM** canned goods are sold on that kind of a contract. Order them from your jobber.

Strasbaugh, Silver & Co.
Aberdeen, Md.

Would You Like to Own a Profitable MEAT STORE?

The Pure Food Beef Company has in Operation Five Successful Stores.

749 N. 24th STREET
2022 MONTGOMERY AVE.
726 N. 44th STREET
12 N. 52d STREET
4205 HAVERFORD AVE.

And have just added another store to the combination, at

2112 RIDGE AVE.

The company desires to establish in other good locations, and for this purpose offers a limited amount of its capital stock at

$1 a Share

There is positively nothing speculative in this plan, but the whole thing is a simple business proposition. The managers of the Company are practical meat men and thoroughly understand every detail of the business. Money is needed simply to fit up new stores in promising locations. Each store opened will pay the shareholders $1000 to $2000 a year profit and as stores are added—so profits, too, are increased.

This Stock will eventually earn 35 per cent.

Other chain-store concerns of the city are doing as much if not more.

There are a thousand and one reasons why this stock is a most desirable investment. Write or call for full particulars.

Pure Food Beef Co.
Office: 2112 Ridge Ave.
A. L. HANWAY, Pres.



Trust or Distrust?

————N. Y., March 6, 1908.

Dear Stroller:—Read your productions with much interest each week. Not always with full accord of opinion, but always with full belief in your own sincerity.

I have now a problem of my own in which you may be able to help if you will. I confess after much hard thinking I have been forced to give it up.

I have between fifteen and thirty employees. I do not make the number any more definite than that, and I ask you not to mention my name or address, if you publish this, because your paper is quite generally read in these parts. I have reached the point where I am frankly unable to say to my own satisfaction how I should treat my employees. I have tried putting implicit confidence in them, and have been betrayed repeatedly. I have gone to the other extreme—giving them no leeway to speak of, and they have resented it and I have lost in that way. What shall I do? Where is the happy medium with which an employer can get the best possible results out of his men? I have asked a great many other men their opinions, but no two seem to think alike. Maybe you can help. Will you have a try?

Very sincerely yours,

* * * *

Sure I'll have a try. This correspondent don't say so, but I imagine what he's thinking about is how to handle his employees on questions of money. I've known merchants who have used all sorts of ways, and I've seen all sorts of ways fall down sometimes. I've got my own conclusions about it, and here they are for what they're worth.

If I ran a business that used a lot of men I'd put every man under bond who handled money or goods, and who could in any probable way steal from me. I don't include in this the merchant who has only a clerk or two and who can have his people under his eye all the time. In cases like that you're pretty safe, because your own oversight safeguards you. At least it ought to.

I mean where a clerk has charge of money and goods in such a way that his boss *can't* be always looking after him.

I said I'd seen all sorts of ways tried. I know a grocer who used to talk a lot about showing clerks he thought they were honest.

"I believe in thinking every man's honest until he shows he ain't." He's said that to me a dozen times, I'll bet. And he used to follow that idea out. His clerks could handle his money in all sorts of loose ways and the only safeguard he had was their own honesty.

He used to brag that he never lost a cent that way, and that if he ran a bank with a million dollars in it he'd never put a single man under bond.

About a year ago that grocer took sick. He had the dwelling part of his store rented out and he had to go to bed in another part of the town.

His main clerk was a fellow he picked up in Harrisburg, and he depended on him to run the store while he was sick.

Every week the clerk would come to the house to make his reports. After a while he began to hand out a hard-luck story every Sunday. Business was rotten, but nevertheless he seemed to have to buy a lot of stock.

The grocer was pretty sick, and he couldn't be bothered; his wife didn't know much about business and so it went along. The time came when the grocer got well. When he went over to his store the first time he found it closed. Neighbors said it had been closed for four days. His name had been taken off the sign and the clerk's name put there instead. Instead of a thousand dollars' worth of stock there wasn't a hundred.

Nice little surprise for a man just out of a sick bed, wasn't it?

Well, he buckled down to business and after a year has the business built up again, and all his debts wiped out.

It's been such a strenuous year that his health has gone to pieces again, and now the store's for sale.

If that clerk had been put under bond the grocer wouldn't have lost his money and he wouldn't have lost his health.

The man that depends absolutely on the dead honesty of a clerk is liable to get it in the neck any minute. He thinks he won't, but he can't tell. And if he does, what's his redress?

I'd treat it as a matter of cold business. The banks all do it, and so do all the other big institutions that handle a lot of money.

Of course it's a fact that some clerks that are asked to put up a bond get real huffy and fling out talk about being mistrusted.

Somehow I never trust a fellow who does that.

The fellow who is always smelling slurs against his honesty I wouldn't trust with my last year's straw hat.

The really honest sensible clerk will always look on a thing like that as a straight matter of business. And that's all it is.

You don't show suspicion of a clerk when you make him give you a bond. You simply say to him: "If you're honest this bond will never hurt you. I don't distrust you, but I can't have my business placed at anybody's mercy."

I say again, every man I put in a place where he could steal from me I'd get a bond from. Every time! And I'd expect to give one if I was in the same place.

Of course it's a little different with me. Anybody who looks at my face can see *I'm* honest.

THE STROLLER.

Florida peas are very scarce, and anything good commands $4.50 per crate. The demand is active.

Use an Automobile.

Do you know that it is borne out by many people that use a motor car for delivery purposes, that they do better and more work at a less expense than horses can possibly do?

Write to J. V. Lindsley & Company, 1112 Monadnock Building, Chicago, Ill., who will gladly give you information concerning their car that will prove to you that you should have one of their cars for your delivery.

NEW BRUNSWICK, N. J., *February 29, 1908.*

THE MODEL CASH GROCERY STORE.

GENTLEMEN:—In reply to your inquiry of recent date, we enclose a few sample slices of sandwich dried beef, sliced in the highest style of the art, sliced on Johnson's patented "EVERSHARP." These slices, thin as paper, smooth as glass, soft, moist and delicious, were cut the full size of a six-pound knuckle. The whole knuckle was sliced to perfection in six minutes.

I also enclose, in separate wrapper, some very small, very thin slices cut from the meat that covers the knuckle bone. Please notice that the little nub end of gristle and skin remaining unsliced weighs less than a quarter ounce, every particle of edible meat sliced up in thin, bright, salable slices. Of course we never sell any one a quarter pound of these little slices; but every half or quarter pound we weigh up gets alike its equal share of little and broad slices.

Please note the saving in time—as much work done in six minutes as the best circular-knife machines can do in twenty minutes, and then the quality of our work—slices thinner, smoother and more perfect than any other machine can possibly produce. So moist, so soft, so juicy, so broad, so transparently thin they cause enthusiastic comment wherever introduced, resulting in a large increase of very profitable trade.

We sell our machines for forty-six dollars on small monthly instalments, and every machine can be depended on to more than earn its own cost. If you prefer to pay cash we allow you a liberal discount. Hoping to receive your order.

Respectfully yours, A. W. JOHNSON.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Canned Fruit Window.

This is quite simple and easily made, and everybody that passes will stop and look at it, especially if you leave it lit for a couple of hours in the evening.

Take a box about six or eight inches in height and nail it to the middle of the window on the floor.



Run either crepe paper or colored cheese cloth from the sides of the window over this box.

Cover the box with a paper napkin. Tacked up against the back of the window have your sign:—

> **WINDSOR—**
> **Lemon Cling Peaches cut in Halves and Packed in a Heavy Syrup. Try a Can. They're Delicious.**
> **30c. Can.**

Open a can, run the liquor off and place in a jar, with the cut part out, fill the jar with white pickling vinegar and put the top on tight.

Set the jar and the empty can on the napkin. Run colored streamers from the box under the napkin to the sign.

CHARLES W. LOOP.

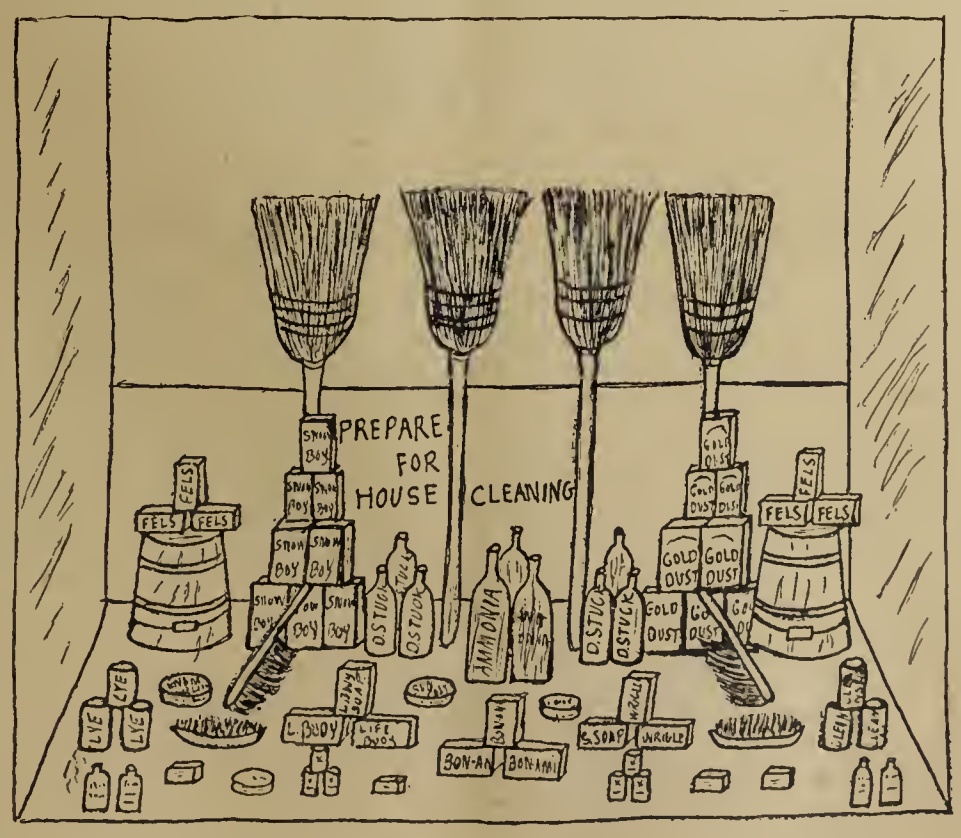
Philadelphia, Pa.

Two Spring Windows.

Here are two windows for spring trade. These windows were both used very successfully last season.

WINDOW NO. 1.

In this window are displayed all articles used during house-cleaning season, such as brooms, scrub buckets, scrub brushes, stove brushes, dusting brushes, ammonia, insect powder, Dead Stuck, Bonani, sand soap, Fels Naptha soap, Life Buoy soap, Old Dutch cleanser, lye, several kinds of washing powders, stove polish in liquid and paste and carpet tacks. Have sign to read thus:—



> **Prepare for Housecleaning.**

NO. 2, SEED WINDOW.

Display a large cabinet of D. M. Ferree seeds, also Page Seed Co. seeds. Small cabinet contains flowers. The packages to front of window are lawn seeds and sweet corn. To the centre of window are seed onions on heap. To the rear have garden tools and spades, shovels, rake and hoe.

HARRY H. MATTER.

Williamstown, Pa.



Reduction in Necessaries of Life

According to Bradstreet's, living is cheaper now than it has been in thirty-three months. It was just a year ago this month when the highest general level of prices for foodstuffs, textiles, coal and other commodities was reached. Since then they have dropped 12.5 per cent., the decrease being fairly evenly distributed from month to month. There have been some thirty increases, but Bradstreet's records show that sixty-three products, including provisions and textiles, cost less than last March. Of the thirty products that are higher some are sugar, tea, potatoes, apples, wheat, corn, oats and barley, soft coal and petroleum. The low price average of this month, however, is only comparative, and if the drop is limited to 1 per cent., as for the year past, more than three years must elapse before the lowest recorded price average is reached. Prices are still 40 per cent. higher than the low level recorded July 1, 1896.

Failures Show Another Increase.

Report for February Shows Many More Grocery and General Store Failures in February, 1908, than in February, 1907.

Like the January report, the official report for grocery and general store failures during the month of February shows a heavy increase over the corresponding month of 1907.

The figures are as follows:—

General Stores.—In February, 1908, 222; liabilities, $1,670,229; in February, 1907, 121; liabilities, $862,676.

Groceries.—In February, 1908, 238; liabilities, $1,038,807; in February, 1907, 192; liabilities, $732,324.

You Need These.

Now is the time to see that your stock of Shovels, Hoes, Rakes, Forks and other agricultural implements, is in shape to meet the demand.

Your wants will be taken care of promptly by James M. Vance & Company, 211 Market street, Philadelphia.

Reaction On Against Facing Prunes

Coast Packers Now Oppose It Because It is Dishonest, Filthy and Unnecessary. Large Oregon Packer Says It is Unclean and Doesn't Help Sale.

For years it has been the custom of the California packers of prunes to face their boxes; that is, to put a beautiful layer of the best fruit on the top, and pay little attention to the balance. It is a practice very generally known, so much so, in fact, that prunes are very often sold in the wholesale trade as "nicely faced."

At the present time there seems to be a decided reaction on against the practice which some contend is dishonest and others unnecessary. In a recent issue of one of the organs of the fruit trade the following appeared:—

> The facing of boxes of prunes and other dried fruits is a filthy practice, and as ordinarily practiced is thoroughly dishonest. If fruit is to be faced, it is legitimate to select the best specimens in that particular box as "facers." We have never seen it done that way, and do not believe it ever is so done. The custom is to select from the entire available stock the best lots of fruit, to select from that the best specimens and with those face up the boxes, no matter how wretched the stuff below the facing. It is no more defensible than any other form of fraud, and if there was a healthy public sentiment anyone caught at it would go to jail.

This, it will be noted, is not a square condemnation of the practice in toto, but simply condemns getting the facing prunes from outside their own box.

Another radically different view was expressed a few days ago by George C. Flanders, of Oregon, in the course of an address delivered before the Oregon State Horticultural Society. Mr. Flanders does not discuss the ethics of the matter, but opposes it simply because it is unnecessary. Here is his argument:—

> The facing of twenty-five-pound boxes is an unnecessary expense. For two years I conducted a packing house in this city, and the expense of facing the twenty-five-pound boxes of prunes cost about 15 cents per hundred pounds. It is a fact that those that are used to exhibit in show windows make a better showing than those that are not faced, but I venture to say that there is not one box exhibited in this way out of one thousand. This shows that it is an unnecessary expense. Not only that, I consider it, in plain language, a filthy practice to face prunes. I have watched the facers, and they use methods that I would not tolerate. I would never eat a prune from a box that had been faced. I always get my prunes for my own use unfaced, and if consumers of these fancy packages knew the conditions they would come to the same conclusions.
>
> The direct cost of facing prunes is about $3 per ton, but the real cost to the packing house on account of this work is not less than $5 per ton. This, on account of the delay to the packing house work on account of the facers. They always retard the work. A good-sized packing house cannot put out only about a thousand twenty-five-pound boxes of prunes per day where they are faced. The same packing house could put out 2,000 boxes with less help if the boxes were not faced.
>
> If it was not for this facing work all of the large growers could do their own packing at a much less expense than the packing house does it. The appliances for packing prunes are very simple. A good San Jose dipper makes a first-class processor, and all the growers know how to grade prunes. In fact, it is a very simple matter to pack prunes and do a good job at it.

Rumor that Copper Coloring Will be Forbidden.

It is said to have been determined by the Board of Food and Drug Inspection to prohibit the use of sulphate of copper as a coloring medium for foods. This action will apply not only to imported foods but also to domestically produced foods, and is in line with the drift of policy in the actions already taken by the board. It is said that the decision will be announced within a few days and will become binding from the time of publication.

Ceylon Tea Gains, India Loses.

Figures for 1907 Show Large Increase in Exports of Ceylon Tea, but Decrease in Outgo of India's. Enormous Increase in Use of Ceylon Teas Abroad.

Special correspondence of "Grocery World."

Washington, D. C.,
March 12, 1908.

According to figures filed in the State Department here during the week Ceylon made a considerable spurt in its tea exports during the closing months of 1907. The total exports from the island for that year amounted to about 112,000,000 pounds, against 107,000,000 pounds in 1906, an increase of 5,000,000 pounds. This was a

Isn't It Foolish To Advertise Light?

It seems ridiculous to advertise light, so obvious is it that that which is lightest is cheerfulest and draws the most people.

Particularly a store. Every successful grocer in business uses an amount of light that you might consider extravagant; but it isn't—it is business. These grocers make their stores cheerful because they know that cheeriness brings people, and people buy.

You'll find that the most successful stores are always the ones that are the brightest at night.

Talk this over with us.

The Philadelphia Electric Co.
10th and Chestnut Sts., Phila., Pa.

A Household Word

If you were to say to any woman who came into your store, "What is Ariosa?" She would answer instantly, "Why that's Arbuckles' Coffee." Why? There is only ONE answer. It is the best package coffee ever sold at the price, and it is the most extensively advertised. Ariosa is a product you don't have to sell, you simply put it in stock and take orders for it.

ARBUCKLE BROTHERS NEW YORK

very heavy increase, yet it was not sufficient to counterbalance India's deficit, combined with increased demand.

According to a local review of the Indian and Ceylon tea markets for 1907 the prospect is most encouraging. It says that the average price of tea was the highest during the year since 1899. This statement, however, does not necessarily imply good results to all producers, because one of the chief features of the past twelve months was the high price ruling for common grades. Taking the industry as a whole, there seems every probability that the depression which has ruled for many years has at length passed away, for production has shown little increase in the year just ending, while consumption, both at home and abroad, has materially increased, and very little additional land is being placed under tea cultivation.

One of the most remarkable features of the last two years has been the great expansion in the use of Indian and Ceylon teas abroad. This rose from 129,884,250 pounds in 1905 to 162,461,824 pounds in 1906, and about 171,500,000 pounds in 1907. When it is remembered that in 1890 the total consumption of Indian and Ceylon tea abroad was only 14,001,132 pounds, the progress made is really startling. There is no doubt that the expansion in these markets has saved the industry from very serious losses, and largely contributed to the more satisfactory position at the present time.

HOLT.

CORRESPONDENCE

To Buy Dextrine.

South Bend, Ind.,
March 5, 1908.

Editor "Grocery World."

Dear Sir:—Shall be much obliged if you can put us in touch with dealers or makers of dextrine. We shall buy monthly in 2,000-pound lots.

Thanking you in anticipation.

Yours truly,
INDIANA ULTRAMARINE CO.,
F. A. Craven, Pres.

Messrs. A. H. Seemuller & Co., 233 North Front street, Philadelphia, Pa., are dealers in dextrines.

* * *

An Error Corrected.

Allentown, Pa., March 9, 1908.

Editor "Grocery World."

Dear Sir:—I am pleased to notice in this week's issue of your paper that you have found my window display worthy of your mention, but have also taken notice that you made an error in the address. It should be Allen-

Jobbers Holding Out for Proper Futures Contract

Tendency to Refuse to Buy Futures from Packers Who Give Only Pro Rata Contracts. New York Particularly Strong.

The agitation over the present loose method of selling future canned goods, and the refusal of many packers to give a full delivery contract, is arousing some action among the jobbers. One of the principal packers of the whole United States came to Philadelphia during the week in search of future business. His brands are high grade and very well liked, but he declined to give more than a pro rata contract, and several jobbers refused to buy. In justification of his refusal to give a 100 per cent. delivery contract, this packer advanced as a novel alternative that the jobber, instead of buying so many cases for future delivery, should buy the product of so much ground. He would then get in cans whatever his ground yielded. The idea interested everybody, but convinced no one, owing to the impracticability of keeping track of one's purchases.

The jobbers seem determined to get from the packer a delivery contract which will amount to something. There are several packers who sell on such a contract, and their business bids fair to be very large this year.

It is understood that in the New York district, where the National Wholesale Grocers' Association is particularly strong, the jobbers are absolutely refusing to buy futures from any packer who will not give a definite delivery contract.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL



The Greatest Fly Catcher Ever Invented

FLY RIBBON has gone through several successful seasons. Sells at sight.

FLY RIBBON has all the advantages, and none of the disadvantages of the ordinary fly paper. Catches mosquitoes as well, and frees the house of the disease-carrying insects.

FLY RIBBON does not drip. Is neat, clean and economical. Retails at 5 cents.

CATERPILLAR GLUE for the protection of ornamental and fruit trees, keeps moist for several months.

MANURENE—The Magic Plant Fertilizer.

Address Dept. D. for samples, circulars, testimonials and prices. On account of the big demand, place your order at once.

THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg-O-See Cereal Company

QUINCY CHICAGO BUFFALO

town instead of Allegheny, as you have it published. If it is possible to be done I would be greatly obliged if you would have it corrected.

Yours truly,
EDW. G. HAFFNER,
Successor to N. H. Kresge & Son.

* * *

To Get Paris Corn.

Bluemont, Va., March 10, 1908.

Editor "Grocery World."

Dear Sir:—Can you tell me where I can get Paris brand canned corn put up by Burnham-Merrill Co.?

Yours truly,
H. P. REID.

Barber & Perkins, 29 North Water street, Philadelphia, Pa.

* * *

As to Condensed Cream.

Point Pleasant, W. Va.,
March 9, 1908.

Editor "Grocery World."

Dear Sir:—We note in your price-list of groceries in the "Grocery World," under the head of "Hires Condensed Milk and Cream," a quotation of "Gold Cream" at $4.25 for one case of four dozen each, can containing twenty ounces.

Under the pure food act we take it that condensed milk cannot be labeled cream, and we would like to know whether "Gold Cream" is positively what it claims to be, viz., pure cream.

We do not believe that it can be cream at the price named, but would be pleased to be positively informed on the subject.

Yours truly,
THE H. G. NEASE CO.,
Per H. G. Nease.

The "Grocery World" has referred this matter to the Hires Co., who will take it up with this correspondent direct.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued October 22, 1907:—

868,660. Cheese cutter. C. M. Hansen, Buffalo, N. Y.

868,986. Display bin for counters. C. M. Herr, Chicago, Ill., assignor to C. T. Blackford and Oscar Ludwig, same place.

Patents issued October 29, 1907:—

869,308. Cheese cutter. W. F. Kessler, Auburn, Ind.

869,371. Food product. J. H. Kellogg, Battle Creek, Mich.

869,666. Pie marker. Catherine Sullivan, Chicago, Ill.

869,736. Egg beater. William Ruppel, Evanston, Wy.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For flour. Samuel Bell & Sons, Philadelphia, Pa. The words "Fancy Spring Patent Diploma."

For bread. G. S. Ward, Pittsburg, Pa. A representation of a red cloverleaf and two blue disks on a rectangular field inclosed within red and blue borders.

For cocoa and chocolate. The Mazawattee Tea Co., London, England. The word "Mazawattee."

For canned fruits, vegetables, berries, shrimp, salmon, clams and clam chowder. The Holbrook Grocery Co., Keene, Woodsville and Nashua, N. H. The word "Angelus."

For catsup, mincemeat, apple butter, pickles and vinegar. Wichita Vinegar Works, Wichita, Kan. The words "Prairie King" and a representation of a buffalo.

For flour. American Trading Co., (Pacific Coast), San Francisco, Cal. A representation of a Chinese baby.

For soap. Alfred Hons, Berwick, Pa. The words "Zeno" within a diamond-shaped border.

For canned fish and sardines. Jed Frye & Co., New York, N. Y. The words "Harbor," "Exposition" and "Golden Lion."

For candy and chocolates. Hess Bros., New York, N. Y. A monogram "H. B." within two concentric circles.

For flour and corn meal. Zwonechek & Aksamit, Wilbur, Neb. The words "Golden Thistle" and a representation of a thistle. Also the words "Little Hatchet."

For sardines. Edwin Shivell, Melrose, Mass. The words "Round Table."

For baking powder. Sea Foam Baking Powder Co., New York, N. Y. The words "Sea Foam" and representation of flags and a crown.

For chocolate. J. R. Elfreth, Philadelphia, Pa. The words "Lacto Chocolate."

For pate de fois gras, parfait de foie gras, prepared fresh goose livers, larks, quails, chicken, capon, coxcombs, financieres, rognons, snails, tripe, partridge, pigeon, potted lunch fowl, sausages, calf's foot jelly, hams, bolognas, prepared goose breasts. Reiss & Brady, New York, N. Y. The word "Cresca."

For butter scotch. Kerr Bros., Toronto, Canada. A representation of a plaid surface with a man's face and ornamental panels thereon.

For syrup. Mansfield, Witham & Co., Lowell, Mass. A representation of a spinning wheel and the words "Spindle City Syrup."

For candies, glace fruits, chocolates, bonbons and candy kisses. Charles & Co., New York, N. Y. The words "Bon Voyage."

For canned and dried fruits and canned vegetables. Griffin & Skelley Co., San Francisco, Cal. The word "Fortuna."

For soap. Master Soap Co., Boston, Mass. The words "Wash Up" and a representation of a faucet from which water is running, and a hand holding a box.

For coffee. National Grocer Co., Chicago, Ill. The words "Square Deal."

For figs. William Hills, Jr., New York, N. Y. The words "After Dinner."

An Interesting Firm.

When a firm has been in business nearly a hundred years and during that time has always been under the management of the same family, it becomes of more than ordinary interest to the trade. Such a firm is Samuel Wilde's Sons Company (the pioneer coffee house of America), established nearly a century ago by Samuel Wilde; it has passed down from generation to generation and is to-day under the family control. With each succeeding generation there has been a steady and constant growth; the principles laid down by the founder are carried out to-day, and customers of to-day are sure to receive the care and attention that leads to close relationship. It is well to remember that every pound of coffee that leaves the house is guaranteed to be the same as sample shown with value that cannot be surpassed by any other firm. Their address is 11 Dutch street, New York City.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Two (2) second-hand, ten or fifteen feet, sets of either Walker or Miller & England Patented Tilting Bins. Must be in good condition. Address, giving price and condition, W. C. Yinger, Lancaster, Pa. 11

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—First-class large Coffee Mill and Cigar Case with combination money drawer. Write for particulars. Chas. H. Beck, Lancaster, Pa. 12

FOR SALE—A grocery store between Harrisburg and Williamsport on main line Pennsylvania Railroad, doing a good business. Lack of capital cause of selling. Address D. A. V., "Grocery World," Philadelphia. 12

FOR SALE.—A grocery business in one of the best towns in northern New Jersey, the oldest established business in town on the main street. Sales will average $3,500 per month. Clear net profits, 15 per cent. Owner retiring from business on account of health. Price, inventory. This is a rare business opportunity. For particulars address W. S., "Grocery World," Philadelphia. 11

FOR SALE.—In whole or in part, the largest and best equipped plant for doing a grocery, meat and baked goods business, located in the second largest city in New York State. Have several grocery stores, meat markets and a manufacturing baking business, each doing both a wholesale and retail business. The stock, including horses, wagons, sleighs and all other equipments, will inventory at from $40,000 to $50,000. Best of reasons can be given for selling. Business will stand the most rigid investigation. Absolutely no use for making inquiries unless party has money to do business and means business. Address C. P., "Grocery World," Philadelphia. 13

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

FOR SALE.—Butchers, a fine chance to get in the meat business for very little money. The advertiser has a pair of Beef Stalls, fixtures all complete, in the best retail market in city, which he cannot attend to. Will sell them very low to a practical butcher. F. N. W., Grocery World. 11

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 324—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 340.—In West Philadelphia. Groceries, meats and provisions. Size 24x60 feet. Does $45,000 yearly. Three-fourths cash. Stock carried, $2,500. Uses two teams. Actual net profit, 12 per cent. Reason for selling, ill-health. Established 21 years. Price inventory. Fixtures will run about $1,500. Amount required, around $3,800. No dwelling.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 344.—In West Philadelphia. Groceries, meats and provisions. Size 15x27 feet. Does $500 to $600 per week. All cash. Stock only $500, as business handles large amount of meats. Clean net profit 10 per cent. Best reasons for selling. Price Inventory. Will need about $1,400, but can be reduced by not taking cash register. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250.

No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price Inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22 x 60. Does $500 weekly, all cash Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 348.—In booming New Jersey resort Cash Grocery, doing a yearly business of $20,000, can be greatly increased. Well established. Will sell at inventory. Stock about $1200. Will stand fullest investigation. Owner has another store in another town and cannot attend to both.

No. 351.—In southern Philadelphia. Tea, coffee and groceries. Size, 17 x 40 feet. Does $16,000 yearly, all cash. Splendid transient trade—3,000 people pass the store every two days. Stock only about $100 Net profits, 12½ per cent. Owner has trouble with help and wants to retire. Fine place for man and wife. Price asked, complete, about $700, including fine National cash register.

No. 353—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

LIVE AT THE SEASHORE.

A cash payment of $1,000, with security for about $500 more, will get a live grocery store at Wildwood, N J., the cleanest, most progressive seashore resort on the Jersey coast. Size, 18 x 60. Does $20,000 a year, all spot cash. Stock about $1,200. Uses one team. Clears 10 per cent. actual net profits. Owner has other business at a distance. Price, inventory, will run from $1,500 to $1,700.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONLY STORE IN THE PLACE.

We offer the only grocery store in a high-grade Philadelphia Suburb. Under restrictions no other store can be built there. The owner has another business to which he wishes to devote his entire time, and will sell the place at inventory, asking nothing for good will, though the business is unusually valuable. Store 16x50 feet, with two storerooms, does $33,000 yearly, all gilt-edged. Stock about $2,000; uses three teams. Dwelling connected. Actual net profits 8 per cent. The business is open to the very deepest investigation. Teams and fixtures will inventory around $1000 to $1200, and the stock around $2000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24 x 60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

AN UNUSUAL BUSINESS

We offer now a wonderfully profitable business in meats, poultry, butter and eggs. Located near Philadelphia. Does $1800 weekly, 65 per cent. cash. Average stock is only $1000 as it is turned very rapidly. Uses two teams. Nets clean profits of 12½ per cent. Real estate if wanted. Owner started this business thirty-three years ago and wants to retire. Does some small manufacturing, such as sausage and has fully equipped plant. Price complete, which is simply inventory, is about $7000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price Inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FOR RENT.

FOR RENT—Large General Store (owned by the undersigned estate) in Quarryville, Lancaster County. Pa. This Borough has a population of about 800. Is the terminus of two steam railroads, a trolley line and two new state turnpikes. It is the only town of any considerable size in the ten lower townships of Lancaster County, and commands a large proportion of their patronage. It has two banks, and does more business in a week than most towns of its size in a month. In fact, during the year of 1907, it is carefully estimated to have exceeded $800,000, not including the money paid out in the borough for tobacco which will amount to about $150,000 yearly. The borough has, besides this store, one large general store, carrying every line, and one smaller general store, one small grocery and a large hardware store. This store has enjoyed a large patronage for half a century. The location is the best in the borough, and in the midst of the town's business activity, within 200 feet of the depot of the Lancaster & Quarryville Railroad, the Lancaster, Oxford & Southern Railroad, the freight station and the terminus of the trolley line. The building is large, well-lighted, and is undergoing repairs; it has a fine cellar. It will be rented on good terms. The opportunity for an energetic man to establish a fine business in one of the best towns of its size is here afforded. A renter will not be handicapped with a stock of old goods, as the building is entirely empty and ready for immediate occupancy. For any further information address George W. Hensel's Estate, Quarryville, Lancaster Co., Pa. tf

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

We will start you in the Tea and Coffee business for $5; fifty per cent. profit. Kingston Tea and Coffee Co., Kingston, N.Y. 11

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

PHILADELPHIA GROCERY STORES WANTED?

We have immediate buyers for live Philadelphia Grocery Stores, running from $1,000 to $2,000. Must be healthy, established, profitable. No sale no charge. Waiting list of buyers all the time.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED—Salesmen for specialties applicable to general store trade. Samples carried in pocket as a side line. Liberal commission on approved orders to hustlers. Goods shipped through jobber or direct. Transportation prepaid. Address H. B. M., "Grocery World," Philadelphia. 12

WANTED—First-class salesman wanted for Drug and Grocery trades. Staple article. 20 per cent commission. Address C., "Grocery World," Philadelphia. 12

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

PATENTS

obtained on inventions and designs. Trademarks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.



Cut Down Delivery Cost

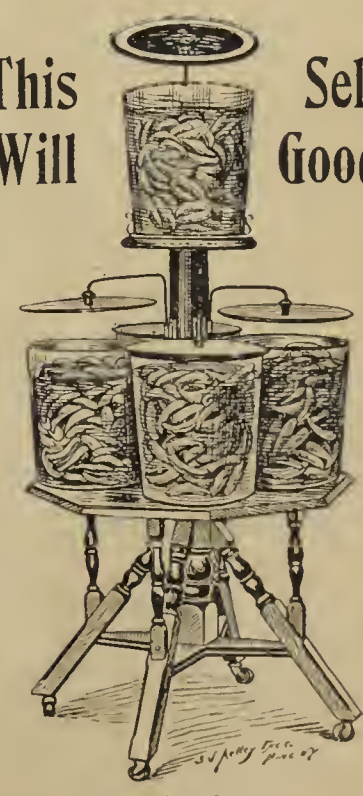
Think how proud you'd be delivering your orders in a **Lindsley Car.** How enterprising! What strong evidence of success and prosperity.

And as a matter of fact all you'd be doing would be cutting down expenses. Take it from us as a fact that the cost of maintaining a **Lindsley Car** will probably be not over half the cost of maintaining a delivery team, while its capacity for work is at least 3 times a team's.

So that the advertisement would be more than free.

J. V. LINDSLEY & CO.
Suite 1112 Monadnock Bldg., Chicago

This Will Sell Goods



No more useful fixture has ever been invented. Holds five jars where they can be seen and help sales.

Either oak or cherry, 3-coat finish. No old-fashioned hinges—swings on a bale to the right. Takes no more room than the 4-jar fixture. Nickel-plated trimmings.

This is an ornament, an economizer of room, and a silent salesman that knows its business.

THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

All our prices are subject to fluctuations of the market, which we will adhere to until next issue, unless an advance in the market should be very pronounced. Quotations below are based on prices ruling Monday, March 16th. Terms, net 10 days. First orders must be accompanied by references.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.15 per bunch
Selected, 8 hands, packed 2 in crate	1.10 per bunch
Selected, 8 hands, packed 3 in crate	1.00 per bunch
Selected, 7 hands, packed 1 in crate	.80 per bunch
Selected, 7 hands, packed 2 in crate	.75 per bunch
Selected, 7 hands, packed 3 in crate	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.65 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.50
Fancy Brights, 150-176 size, per box	2.60
Fancy Brights, 200-216 size, per box	2.50
Fancy Brights, 250 size, per box	2.40

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$2.75
Fancy quality, 126 to box	2.60
Fancy quality, 150-176 to box	2.75
Fancy quality, 200-216 to box	2.75
Fancy quality, 250-288 to box	
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	2.50
Extra choice, 150-176 to box	2.60
Extra choice, 200-216 to box	2.50
Extra choice, 200-250 to box	2.40

CALIFORNIA LEMONS.

Fancy quality, 300 to box	2.75
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.75
Choice quality, 240 and 270 to box	2.60
Choice quality, 300 to box	2.50
Choice quality, 360 to box	2.60

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$2.75
Choice Messina, 300 size, per box	2.60
Choice Messina, 360 size, per box	2.75

ALMERIA GRAPES.

Fine quality, kegs, 61 lbs.	4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good quality, kegs, 62 lbs.	3.50
Good quality, kegs, 60 lbs.	3.00

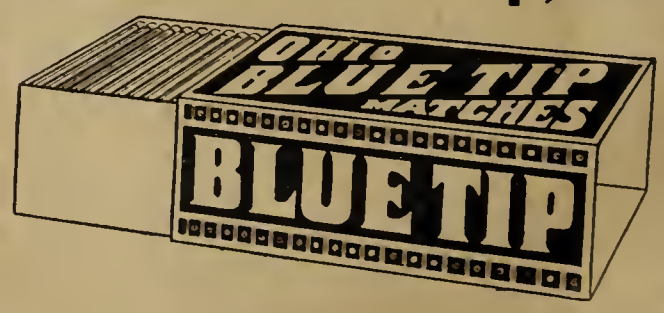
Good Fruit Attracts Trade

There is just one place in Philadelphia to get every thing in the fruit line as fine as it grows, at the right price.

If you want to attract trade to your store put handsome fruit where it can be seen.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

The Ohio Blue Tip, Double Dip



SAFETY MATCH

is the **only** one that never gets soft and never drops.

All Jobbers. Prices Will Interest You.

OHIO MATCH COMPANY, Wadsworth, Ohio
Philadelphia Office and Warehouse, 411 Marshall Street

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.85
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz.	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	1.25
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.92½
Gallon, ½ doz	2.95
Fair Quality, 3s	.90
2s, 2 doz	.75

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	2.40
Gold Label, ½ lb., flat, 8 doz	2.60
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.30
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil. 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	10
Evaporated, 1 lb. packages, 4 doz	.11
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.12½
Best, 25 lbs	.14
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.08
60- 70, 25 lbs	.07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.05½
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	.10
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04½
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dalry, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.60
Lady Washington Beans, about 200 lbs. to bag	2.70
Green Peas, dried, about 165 lbs. to sack	2 35
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O	.30
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz.	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.45
Fine Granulated, American	4.85
Fine Granulated, 100 lb. sacks	4.85
Confectioners' A	4.80
No. 1, A	4.80
Light Yellow	4.35
Fine Granulated, 2 lb. bags	5.15
Fine Granulated, 5 lb. bags	5.05

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4 10
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.45
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	4.00
Lion, 4 doz	4.60
Premium, 4 doz	4.25
Hires' Silver, 4 doz	4.45
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.10
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.60
Peerless, small size, 4 doz	2 20
Peerless large size, 4 doz	3.75
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Groeers', 200s. 3 gross....per case	5.25
Black Diamond, 500s, .00 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 200 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.55

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6 50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3 25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 86 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75
Pearl	60	2 40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.85
Sapollo	3 doz.	2 25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2 25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz		3.20

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fanoy	.36
Blended, ohoice	.33
Blended, good	.30
2-lb tins, 3 dozen per case,	2.90
Quarts, 2 dozen per case,	2 90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fanoy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen per case,	1.95
Tins, 2½-lb., 2 dozen per case,	2.30
Tins, 3-lb., 2 dozen per case,	2.50
Tins, 5-lb., 1 dozen per case,	2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	38.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 450	23.00
Norway, count 400@450	24.00
Norway, count 300@350	27.50
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
	Per lb.
Codfish—	
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	1.40

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fuchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.85@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	22@.25
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

	Per doz.
Asparagus—	
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1 10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.85

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@ .80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5¼-in. cans, fancy New Jersey	1.60
5⅛-in. cans, ex. stand. N. Jersey.	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@ .80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8 25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mnstard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb
Seeded Raisins—	
Fancy, 1-lb. cartons	.10
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.08½
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb.	.15 @.18
Layers, 2¾-in., 10 lbs	11½
2½-in., 12 lbs	.10½
2¼-in., 12 lbs	.09½
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.07⅞
Citron—	
According to quality	.17½@ .20
Lemon Peel—	
According to quality	.11½@ .13
Orange Peel—	
According to quality	.11½@ .13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05⅝
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14½
30x40, choice	.09½
40x50, choice	.08½
50x60, choice	.08
60x70, choice	.07½
70x80, choice	.6¾
Choice, 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in cartons—	
Fancy 40x 50	.10½
50x 60	.09
60x 70	08½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs.	.10¼
Choice, 1-lb. cartons	.12½
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.25
Royal, choice, 25 lbs	.23

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40 @.46
Valencia, 28 lbs	.33 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10 @.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	12.00@20.00
Mushrooms, ⅛s, accord'g to qual.	22.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.06@ .09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Dressed Hogs	44
Dressed Beef	44
Dressed Sheep and Lambs	44
Dressed Poultry	45
Live Poultry	45

DECLINES.

	Column.
Butter	7
Eggs	27
Dried Apples	35

ADDITIONS.

	Column.
Fly Ribbon	59

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	46 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	16
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	13
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	16
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
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SUGAR.

Confectioners' Lozenge, XXXX	5.25
" Powdered	5.25
" Crown A	5.45
" Crystal A	5.10
" Coarse Granulated	5.35
Eagle Tablets	6.40
Crystal Dominoes	7.45
Cut Loaf	5.90
Patent Cubes	5.35
Powdered	5.20
Extra Fine Granulated	5.20
Coarse Granulated	5.20
Granulated	5.10
Fine Granulated	5.10
" in 50-lb. bags packed 2 in 100-lb. bag	5.15
" in 25-lb. bags packed 4 in 100-lb. bag	5.15
" in 10-lb. bags packed 10 in 100-lb. bag	5.25
" in 5-lb. bags packed in bbls	5.30
" in 5-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. bags packed in bbls	5.40
" in 2-lb. bags packed in 100-lb. bags	5.40
" in 2-lb. cartons in cases	5.30
" in 2-lb. paper packages in cases	5.30
Confectioners' A	4.90
1—Keystone A	4.85
2—American A	4.80
3—Centennial A	4.75
4—California A	4.70
5—Franklin B	4.65
6—Keystone B	4.60
7—American B	4.55
8—Centennial B	4.50
9—California B	4.45
10—Franklin Extra C	4.40
11—Keystone Extra C	4.35
12—American Extra C	4.30
13—Centennial Extra C	4.25
14—California Extra C	4.25
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, Englisb Breakfast, Gunpowder, Mixed Tea ..... .50

Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas ..... .40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins, per lb.

India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50

Sun-Flower, 10c. sample size, 36 in carton, all three grades ..... per doz. .90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels	per lb. net	.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20
¼ lb. silver bags	" "	.21

Packed in cases containing 100 pounds.

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	Per doz.
McCormick & Co's Banquet Brand—	
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass. 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

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Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purlty Brand 5 " ½ " "	6.00
" 1 " 1 " "	1.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, witb knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4. "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Sboe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	.12½
" Fancy	.09¼@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.12 @.12½
" Choice	@.11½
Washed Caracas, Fancy	.14 @.14½
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ¼ and ⅛ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10½
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½

Lipton's Blended Coffee—

Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—

Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 5/8
Lion	13⅛	13¼

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Saldo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21⅛
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.26⅓
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35

Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27¼
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20⅝
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Fluto's Sons—	
Floto's Coffee Essonce, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffeo Essenco, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essonce, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05⅞
" English Gronnd, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06⅛
" Muller's Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.31
" First, "	.30
" Second, "	.29
" Third, "	.28-.30
" Imitation, 30-60 lbs	.25-.27
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.32
Ladles, 30-60 lbs., bakers' use	.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.34
B. B., E. D. brands, 20-50-lb. boxes	.33
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.32
Sheaf ("400") Elgin, 20-50-lb. boxes	.31
Sheaf	28-.30
Milhen Farm, lbs. and ½ lbs	.35
Gurnse, pounds or half pounds	.33
Belle Spring	.32

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅜
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " " per box	2 50
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4 50
Mason's, quarts, per gross	4.75
Mason's, half-gallons, per gross	6.75

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Jelly Tumblers—	
Barrels, 22 dos., per dos.	.16⅓
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 dos. cartons, per lb.	.45
" medium, 2 dos. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per dos.	.25
" Sage, "	.25
" Thyme, "	.25
" Savory, "	.25
" Special case assortment, 2 dos. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ dos. Savory, per case	1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
¼-lb. cartons, 1 doz., per dos.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 dos., per dos.	.90
¼-lb. square cans, 2 doz. "	.75

CANNED GOODS.

	Per D
Tomatoes—	
Mrs. Hancock's Frying	1 2
Frying, Good Luck Brand	
DuBois' Frying	1.1
Jersey King, No. 3, Standard Jersey	1.0
Blue Hen Chickens, No. 3	.9
Silver Lake, fancy, Jersey	1.0
Plantation, No. 10, 1 doz	2.8
Silver Lake, No. 10, 1 doz	3.1
Alta, No. 2	.6
Lima Beans—	
Tinsley's, extra small	1.2
Silver Lake	1.0
Little Darlings	1 3
Acorn	1.1
Early Autumn	.9
Boyer's, No. 2	1.0
Oxford, Maine packed	.8
String Beans—	
Extra Fancy	1.0
Mikado, Penna., fancy	1.0
Codorus, fancy, cut, No. 2	.9



Unbroken Eggs Mean Unbroken Profits



We will show you how to deliver Eggs without breaking them—this will interest your customers some, and it should interest you *more*.

We will show you that a small portion of the money you save by not breaking Eggs will equip you with our carriers, and that the balance will represent profit.

We will show you this in *figures*, so there will be no more question in your minds about it than there is in ours.

Star Egg Carrier & Tray Mfg. Co., Rochester, N. Y., U. S. A.

You Can Use Kerosene Gas or Gasoline

The **Acme Peanut Roaster** is equipped to use either of the three and give the same results—*i. e.*, perfectly roasted peanuts in the smallest amount of time, with the least expense and no labor.

The **Acme Peanut Roaster** is the cheapest and yet the most effective automatic roaster on the market. By its use you can earn at least from one to three dollars per day more than you now are making, and have an added attraction in your store. Full particulars and price on application.

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.





What's in a Name?

We'll tell you. We have picked out the name **Apelpi** for our Evaprated Apples, so that every time it is thought of particular people will think of the finest fruit of this kind ever put on the market.

We have adopted the sentence, "The bottom as good as the top," because that is unusual with evaporated apples, and we pride ourselves on the fact that it applies to ours. Put them in, and your troubles in this direction are over.

BOWN BROTHERS
Despatch New York

H. COWAN & SON
Distributers

28 So. Front Stre
Philadelphia, Pa

—9—

Boyer's, 2s	.82½
Acorn, 3s	1.05
Acorn, No. 2	.75
Safe, No. 2	.60
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3 75
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sance	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	1 05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Mldnlgbt Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sance—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.75
Paris, fancy Maine	1.20
American Beauty, extra fancy, Sboe Peg	.92½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.82½
Shoe Peg, Osborn's	.72½
Mark, crushed	.70
Rex, No. 2, Fancy Whole Grain	.67½
Vanity, No. 2, Whole Grain	.65
Royal Exchange, Whole Grain	.62½

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10 75
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.20
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.57½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.00
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.17½
Sbawnee, No. 3	1.27½
Farren's, No. 3	1.20
Farren's, No. 10	3.90
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.10
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10, 1 doz	2 35
Asparagus—	
Extra mammotb, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.95
Swan, medium, No. 2½	3.85
Del Monte Tips, No. 1½	3.75
Extra Tips, No. 1½	3 70
El Dorado Tips, No. 1½	3.60
El Rio, medlum, No. 2½, 2 doz	3.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2.75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½s	3.30
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.60
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2 30

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Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.75
Extra standard green gage	2.75
Standard egg	2.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	3.40
Keystone, No. 3, 2 doz	1.10
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.30
Ayres Good, No. 3	1.10
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.50
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	1.40
Jumbo, No. 1, 4 doz	1.50
Silver Lake, No. 2	1.90
Defence, No. 2	2.10
Pineapple—	
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Orange Grove, E. & C., No. 2	1.50
Singapore Chunks, No. 1½, 4 doz	1.10
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.10
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Chop Tan Hin, ⅞ lb., cubes	.75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1.12½
Star, No. 1, 4 doz	1.05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.20
B. & M., No. ½, flat, 4 doz	2.35
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.35
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.25
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Pickert's, soused, No. 2, 2 doz	2.50
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 2, 2 doz	2.45
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	.95
Boyer's, No. 2, 2 doz	1.82½
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.75
Stewart's, No. 1, 2 doz	.87½
Victory, No. 1, 2 doz	90
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.85
Salmon—	
Gibraltar, Sockeye, No. 1, tall	1.90
Gibraltar, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.35



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

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Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ⅛s, boneless	17.50
⅛s, Aurora, smoked	8.00
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.25
¼s, Luncheon, 100 cans	
¼s, Fox, 100 cans	3.40
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	2.50
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
Gold Label, ¼s, oil, 100 cans	6 40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¼s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Ollve Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No. 14, ⅛ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Beef.	
No. 1, 2 doz	2.00
No. ⅛, 2 doz	1.15
Glass, No. ⅛, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.	
Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.	
Fairbank's, No. 1, 2 doz	1.35
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.20
Kingan's, No. 2, 1 doz	2.20

Lunch Tongue.	
Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.	
Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	12.00

Potted Ham or Ox Tongue.	
Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.77½
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.	
Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.	Per Doz.
Curtice Brothers, "Blue Label"—	
Chicken, No. ½	8.85
" " 1	5.00
Turkey, " ½	8.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Deviled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.15
Turkey	2.10	3.15

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ⅛ doz	5.00
Schimmel's, assorted. 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Flue French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.12
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozenges	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.90
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

"I Wish I Had Some Real Gelatine"

Every day some woman in your town bemoans the disappearance of old-style gelatine--the clean, delicious, melting kind, flavored with lemon, that we learned to like on our mother's table.

Old-style gelatine has not disappeared, though at times it has seemed to be snowed under by the flavorless imitations that hide their worthlessness behind bright colors.

Chalmers' Gelatine is old-fashioned gelatine—nothing in it but purest calves' stock and spring water. Your customers want it.

James Chalmers' Sons

Williamsville, N. Y.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.50
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.32
" ¼-lb. " "	.33
Premium Chocolate, ½s, 12 lbs	.33
" ¼s, 12 lbs	.34
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hershey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Rpp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35½
" ½-lb. tins, 6-lb. boxes, per lb.	.33½
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.33
Sweet Clover, ½s, 6-lb, per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ¼s, 2 doz. in box	1.85
" " ½s, 6 lb. "	.33
" " ¼s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ¼s, 12 lb. "	.31
" " ½s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.20
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.60
Dime, 4 doz	3.90
Winner, 4 doz	4.45
Baby, 1 doz., glass	1.90
Red Cross	4.50
Peninsular	4.50
Leader	4.30
Banner, 4 doz	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 60
Peerless, 5c. size, 4 doz	2 10
Yacht, family	3 50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.90
Pet, 10-c. size, 4 doz, per case	3.45
Pet, 5-c. size, 6 doz, per case	
Van Camps, 6 doz., small	2 90
Van Camps, 4 doz., family	3.45
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

Per case.



Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

Four "Veribest" Products That Bring Very Best Results



The richest, tastiest *Vienna Style Sausage* packed.

The Government inspection mark guarantees the purity and the cleanliness. Our name backs the statement that this sausage is made only of honest and the highest grade materials.



Veribest Ham Loaf is our finest hams reduced to a convenient form.

We spice it and treat it until it is the tasty essence of tender, young ham, pure and clean and appetizing to the last degree.

Packed under Government inspection.



Veribest Corned Beef Hash is not a hodge podge of meat ends thrown together by a workman—it is a delicious dish compounded by a chef and prepared in the cleanest kitchen in the world.

No cleaner and no richer corned beef hash is made in any kitchen in this country.



Veribest Ox Tongue is packed only from clean, smooth selected tongues. There's a vast difference in ox tongue, some of it is so gnarly and grisly that it is an offence to offer it for human consumption.

We send ours under a *Veribest* label, with every confidence that it will protect our reputation in exactly the way we would have it.

ARMOUR AND COMPANY

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅓s	.26
" ¼s	.28
" ⅔s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

	Bbls.	Bxs.
A. Exton & Co.:—		
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

	Bbls.	Bxs.
J. S. Ivins' Son:—		
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffsy Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

—22—

Iced Ginger Tablet		.08
Iced Honey Jumbles	.09⅛	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Sa ltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1.00
Milk Lunch	1.00
Our Ginger Snaps	.50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Colnmbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

—23—

Wein Senf, in bbls. per gal.	
" 1 gallon stone jars per jar	.75
" 5 gallon kegs. per keg	2.50
Prepared Mustard, in bbls. per gal.	
" " in 15 gallon kegs. per gal.	
" " in 10 " "	
" " in 5 " "	.25–.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub loaf,	.26 .26½
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single, in tin per lb.	.90 .26
" 1-lb. tins per case	3.25
Camembert, in wood boxes.....per doz.	2.75–2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each per lb.	.16
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese per lb.	.18
Brick Cheese, No. 1 "	.16
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case.....per doz.	4 50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.05
Star Cream, or Phila., 12 " "	2.20
Miniature Cream, or Phila. 12 " "	1.10
Hand Cheese, 8 doz. "	1.35
" 4 " "	.70
" 4 " Thuringer "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages per lb.	.18

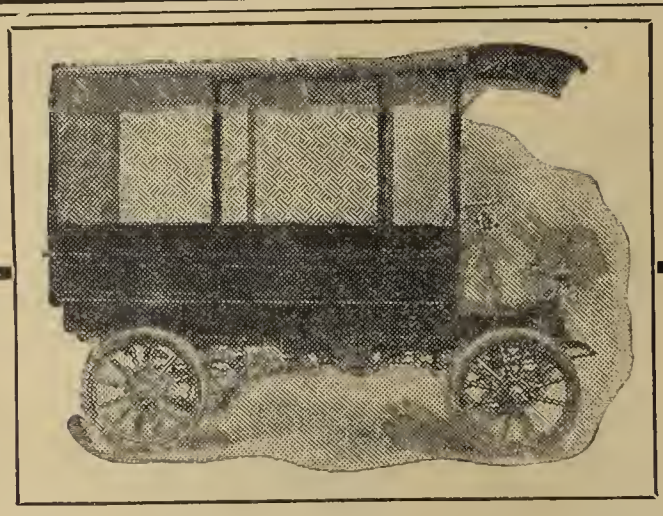
IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, Imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short .....per lb.	.24
" " long "	
" Mortadella, Dry .....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75..... .....per doz.	2 40
" Cervelat (E), 50 and 100-lb. boxes, .18½; less	.20
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .17½; less	.19
" Cervelat, Crescent, 50 and 100-lb. boxes, .15; less	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .21½; less	.23
" Salami (E), 50 and 100-lb. boxes, .19; less	.10
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17½; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less	.17
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz	.90
" Petit Delicatess Frankfurters, with Saner Krant.....per doz.	.90
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz	4.75
" (Derby Brand), quart glass jars per doz	5.75
" (Derby Brand), 10-oz. jars, per doz	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)



You May Think You Can't Afford an Automobile in Your Business, but, as a Matter of Fact, You Can't Afford NOT To Have One

A Rapid Motor Truck or Delivery Wagon will do more work than two teams at half the cost. If you can deliver twice as many goods at half your present expense with one of our machines, are you not making a mistake to stick to horses and wagons. Do you know that the trolleys don't cost as much to run as the horse cars? We are certain you know they do much better work.

Get our catalogue and we will show you the Twentieth Century method of delivering goods.

Address all communications to

F. A. HENRY, Sales Manager

Rapid Motor Vehicle Company PONTIAC MICHIGAN

Do You Buy Pasteboard or Apples when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY

A card brings delivered quotations.

E. V. Peirson & Co., Newark, Wayne Co., N.Y.



MAKE MONEY SELLING FINE FISH

¶ Winter-caught goods are taken at a temperature of 40° below zero. They freeze hard as rocks instantly. This insures the delicious flavor that has made them so famous.

¶ Our lower lake fish are ***unexcelled. Maximum quality at minimum cost.***

NIAGARA FISH CO.

LAKE ST., BUFFALO

has for years made a special study of these varieties and the conditions that place them, perfect, into your hands.

¶ ***Right now*** is the best time to send for our exquisite fast-day art calendar and our price-list. Remember who

SUPPLIES THEM

—25—

...f Salad, in glass	per doz.	1.00
" in pint jars, glass	"	
" in quart jars, glass	"	1.60
...mb tongues, in glass		

...OLLAND AND SCOTLAND HERRINGS.

	Kegs or Palls.
...lland Herring, mixed, "Y. M." ½bbl.	5.50 60–75
" milkers, " ½ bbl.	6.50 75–85
" mixed, Standard, bbl.	
½ bbl.	5.50–6.50
...lland Herring, milkers, Standard, bbl.	
½ bbl.	
...otland Herring, mixed, large fulls, bbl.	
½ bbl.	8.00
" milkers, large fulls, bbl.	
½ bbl.	8.00
...arinirte Herring, Imported, about 40 in pail.	1.25
...ll Herring, Imported, about 25 in pail	1.00
...iced Herring, Imported, about 40 in pail.	1.00
...rway Stockfish, dry	per lb. 15
...atjes Herring	per pail

BISMARCK HERRING.

...nt size, round tins, with key	per tin	.20
...uart " " "	"	.35
...Qt. " " "	"	.55
...Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

...oll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin		.50
...at-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin		.40
...nglish Sprats, 36 bunches per box		
...ruger's Roll- and Brat-Haring, oval tins, per doz.		2.50

RUSSIAN SARDINES.

...nported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
...ut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
...ussian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

...riginal Package	per ½ bbl.	5.50
...epacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ¼-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
...ancy Kegs—1½ keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

...riginal Package, 190z	per anker	16.00
...epacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.			19.50
½ " "	10.50	¼ " "			10.50
¼ " "	5.50	⅛ " "			5.50
⅛ " "	2.75	1/16 " "			2.75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkngeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg		2.50,
10 gal. keg		4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

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COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.23
Western	.22

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.16
New York, Full Cream, new, 1st's, 40-lb. bxs.	.14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.28
Anchovies, in oil, ½ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz.	4.75
" plain, per doz.	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ½ gallon kegs	1.50
" " Quart, glass, per doz.	7.00
" " bottled, ½ size, per doz.	2.35
" " " ½ " "	1.90
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " 12 " "	5.00
" small " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz.	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ½'s	2.65
" ¼'s	5.00
" ½'s	9.85
" 1's	18.50

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French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.50
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	27.00
Choice, 100 tins per case	25.00
Extra, " "	
Hotel, " "	23.00
Truffles, ⅛ per tin,	.30
" 1/16 "	.55
" ¼ "	1.15
" ½ "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs in Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallized Ginger, 1-lb. tins, per doz.	4.00
" " ¼-lb. " "	2.25
Rose's Lime Juice, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	5.25

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50

Corn Syrup Decision

From Journal of Commerce and Commercial Bulletin
February 15th

SYRUP LABEL DECISION.

Controversy Over Pure Food Law Question Finally Settled.

WASHINGTON, Feb. 14.—An important question in the administration of the pure food law was settled to-day in a decision made public by Secretaries Wilson, Cortelyou and Straus. It bears upon the controversy regarding the labeling of syrup. The decision follows:

"We have each given careful consideration to the labeling under the pure food law of the thick viscous syrup obtained by the incomplete hydrolysis of the starch of corn and composed essentially of dextrose, maltose and dextrine.

"In our opinion it is lawful to label this syrup as 'corn syrup,' and if to the corn syrup there is added a small percentage of refiners' syrup, a product of the cane, the mixture, in our judgment, is not misbranded if labeled 'corn syrup with cane flavor.'"

It is understood that the decision also has the concurrence of the President and a majority of the pure food and drugs board. Dr. Wiley, chief of the chemistry bureau of the Department of Agriculture, dissented on the ground that the label should be "glucose."



Karo

LEGALLY LABELED

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.70
Gold Medal	6.35
Millbourne	6.10
On Top	6.60
Cerosota	6 35
Pillsbury's Best	6.35
Taylor's Fancy	5.65
Semper Idem	4 75
Pride of the West	5 40
Sunbeam	5.30
Quaker City	5.50

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	2.50
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.90
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	3.15

FARINACEOUS GOODS.

	Per Bal.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2.00
" " table, 100 lbs	1.95
Western yellow, granulated, 100 lbs	1.60
Western white, granulated, 100 lbs	1.65
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05¾
Marrows, Fancy N. Y. State, grain bags, per bush	2.32½
Modium, Fancy N. Y. State, grain bags, bu.	2.45
Pea, fancy, N. Y. State, grain bags, bushel	2.42½
Pea, fancy, Michigan, grain bags, bushel	2.35
Red Kidneys, "	2.12½
Peas—	
Green, per bushel	2 40
Scotch, "	2.50
Split, yellow, "	2.05
" green, "	

—30—

Lentils—	
000000, 110-lb. bags, per lb.	.07
Less quantity, "	.07½
Shaker Corn—	
Fancy, barrels, per lb.	.06
Less quantity, "	.06½
Hominy—	
Lea's Breakfast, 10 pkgs., case	1.65
Lea's Pearl, 100 lbs., per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.20
Western Pearl, 100 lb. bags	1.63
Western Grits, 100 lb. bags	1.60
Barley—	
OO	.06½
No. 3, 100-lb. bags	3.75
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl.	6.95
" " kegs 100 lbs., per keg	3.65
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.47½
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	
H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.55
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	6.20
Avena, per keg, 90 lbs	3.37½
Standard, 180-lb. bbls	6.15
" 90-lb. bags	3 00
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs.	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs., per lb.	.04⅝
" " less quantity, "	.05¼
" Pearl, 150 lbs., "	.04½
" " less quantity, "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 8's, packages "	3 00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2 65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3 65
Mapl Flake, 36 "	3.70
Malta Vita Corn Flakes, 36 packages	2.35
Elijah's Manna, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2.70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3 90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated, "	1.07½
Cox's, large, "	1.57½
" small, "	.95
Plymouth Rock, Pink or White, "	1.20
Nelson's, per doz.	1.35
" small, "	.95
Bromangelon, assorted 3 doz., "	.87½
Fruit Puddine, 2 doz., asst. flavors, "	.80
Jell-O, assorted flavors, 2 doz., "	.87½
Jell-O Ice Cream Powder, 2 doz., "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs., per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz., per case	1.60
D-Zerta Jelly, assorted, 2 doz., per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs.	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs.	1.60
" in boxes, 12 lbs.	1.00
Small Lehkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3, "	6.50
" " " 4, "	4.50

It Is Spelled R=A=M=L=Y

If you want to sell a really delightful smoke, get the **real** Ramly, don't take something gotten up to **look** like the Ramly, because there the similarity ends.

No cigarette ever made has jumped into such immediate popularity. It has become famous on its quality alone.

If you put Ramly Cigarettes in stock you will be assured of the permanent patronage of every man to whom you sell a package.

Don't get confused on the name—it is spelled R–A–M–L–Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.



THEY ARE WAITING FOR THIS

Somewhere among your clientelle there are people waiting for Tabasco Sauce. To them it is what they have long been looking for, and once established with them, they will use it indefinitely.

Go after this trade with **Moss' Green Heart Tabasco Sauce,** made in Louisiana, of the famous tabasco pepper. It is the most piquant and appetizing sauce on the market.

Put it in.

Philadelphia Pickling Company, Distributors

NEW IBERIA EXTRACT OF TABASCO PEPPER CO.

NEW IBERIA, LA.

If You Can't Get French Sardines

And you probably can't, because there aren't many, sell **VITA** Norwegian Sardines. They are packed in Norway, the source of the finest fish products in the world, and only the best autumn fish are used, packed in pure olive oil.

Even more delicious than French sardines. Anybody who likes the French brands will like **VITA.**

F. H. PHILLIPS & CO.

444-446 Greenwich Street NEW YORK

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Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅝ to 2 in	1.60
Can Openers, "Nover Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Butchers', without weights, No. 0
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Koyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...	50.00	25.60	13.00	2.75	2.25
Ex. Norway, No. 2...	36.00	18.60	9 50	2.05	1.69
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6..0	1.45	1.21
Ex. Bloaters, xxx.....	40.00	20.60	10.45	2.2,	1.95
Ex. Bloaters, xx.....	38 co	19.60	10.00	2.15	1 77
Fancy Shore, No. 1...	36 00	18.60	9.50	2.05	1 69
Med. Shore, No. 1 ...	26.00	13.50	6.90	1.55	1.29
Large Irish, No. 2.....					
Extra Irish, No. 2.....					
Medium Irish, No. 2..					
Small Irish, No. 2.....	22.00	11.60	6.00	1.35	1.13
Irish, No. 3.....					
Large, No. 3 Herring.	20.00	10.60	5 50	1.25	1.05
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Largo.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish.....	6.00	3.60	2.00	.50	
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.c6
Medium Bank	.05⅝
Pollock	.05
Hake	.c4½

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring ...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.11½
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.70
" " 100s ... "	1 25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.09¼
Fancy N. Y. State, 48 1 lb	.10
Choice N. Y. State, 50-lb. boxes	.08⅝
Apricots—	
Fancy Royals, 25 lbs	.27
Extra Choice Royals, 25 lbs	.20
Standard Royals, 25 lbs	.16½
Cherries—	
California, unpitted, Black. 25 lbs	
California, pitted, Black, 25 lbs	.25
Currants—	
Gold Medal, recleaned, 36 1s	.08¼
Gold Medal, loose, 25 lbs	.08
Private Growth, extra, cleaned, 36 lbs	.08
" cleaned, 30 lbs. bulk	.07¾
Peaches—	
Extra Fancy Muirs, 25 lbs	.14½
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12¾
Choice Muirs, 50 lbs	.12½
Pears—	
Fancy California, Bartlett, 25 lb	.13

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.08¾	.08½	.08	.07¼
40– 50, 25 "	.08	.07¾	.07½	.06¾
40– 50, 50 "				
50– 60, 25 "	.07½	.07¼	.07¼	.06¼
50– 60, 50 "	.07¼	.07		.06
60– 70, 25 "	.07¼	.07	.06¾	
60– 70, 50 "	.07			
70– 80, 25 "				
70– 80, 50 "				
80– 90, 50 "	.06	.05¾		
90–100, 25 "				
90–100, 50 "		.05½	.05¼	
100–120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.08¾
Ralsins—	
Muscatels, 4 crown, 50 lb	.07
" 3 " 50 lb	.06¼
" 2 " 50 lb	.05½
Cal. Thompson Seedless, 50 lbs	.c6¾
Cal. Cleaned Sultanas, 50 lbs	07¼
Cal. Sultanas, 50 lbs	.06¾
Cal. Seedless Muscatels, 50 lbsi	.06½
Roger's, Layer, Valencias, 28 lbs	.07
Llano, Layer, Valencias, 28 lbs	.07
Gilabert's, Layer, Valencias, 28 lbs	.07
Raisins, Seeded—	
G. & S. fancy, 36 1s	.08⅛
Butterfly, fancy, 36 1s	.08⅜
Tiger, fancy, 36 1s	.08½
Admiral, fancy, 40 1s	.07¾
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12⅛

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ⅛ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size " "	2.05
Case No. 6, 2 doz. 15-cent size " "	2.47½
2 doz. 15-cent size, 1 lb..... per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

It isn't so much a question of *"Getting Along"*—the other fellow may get along so much faster that you won't be in the race—
What you want to do is to *"Get Ahead"*
Your best asset is "ENTERPRISE"

"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



SELF-PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

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INK.

Arnold's, black, 3032.....per bottle	.48
Continental, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes .....5 doz.			2.75
Cold Blast.....4½ doz.			3.38
		No. 1.	No. 2.
Jnmbo Chimneys, plain.....per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners.....	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass.....per doz		2.25
1- " Galvanized.....	"	2.10
5- " Lenox, Spout.....	"	5.00
5- " " Spigot.....	"	5.50
5- " Columbia.....	"	7.00
5- " Banner.....	"	8.00
5- " Climax, Pump.....	"	10.00
5- " Home Rule, Pump.....	"	12.00
Lanterns—		
No. 0, Standard.....per doz.		4.75
No. 0. Dash.....	"	7.80
Cold Blast.....	"	8.00

LIME.

Prepared, 2 doz. in case.....per doz'	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lb.	.05¼
" " 25 lb. boxes, ½ lb..... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes	.05½

LYE AND POTASH.

Banner, 4 doz.....per case		3.15
Babbitt's Potash, 4 doz.....	"	3.30
Lewis'.....	"	3.25
Red Seal, 2 doz.....	"	1.87½
" 4 doz.....	"	3.65
Popular, 4 doz.....	"	1.45

MATCHES.

	Per gro
Ohio Blue Tips—	
200's, 1 gross.....per case	1.70
500's, 100 packages..... "	3.25
500's, 1 gross..... "	4.50
Ohio Noiseless—	
500's, 1 gross.....per case	3.75
King Bird—	
100's, 3 gross.....per case	2.85
500's, 1 gross..... "	4.00

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Swift & Courtney's, 200's, 1-gross case.....	1.75-1.90
" 400's, 1 "	3.50-3.70
" 500's, 1 "	3.75-4.00
Blue Hen, 200's, 1 "	1.50-1.60
" 500's, 1 "	4.00-4.25
	Per Gross.
Vulcan Parlor, 65's.....	.41
" 100's, 5-gross in case.....	.90
" 500's.....	3.95
Vulcan Safety, 65s, No. 37.....	.55
" 65s, No. 2.....	.45
Columbia Safety, No. 2, 5-gross cases.....	.55
" No. 37, 5-gross cases.....	.50
" 100's, 5-gross cases.....	.90
" No. 15, gross cases.....	1.20
" No. 32, 5-gross cases.....	.55
Safety.....	.45
Mazeppa, Parlors, 500's.....	3.50-3.75
Searchlight, 500's.....	4.25-4.50
Press, 200's	1.80-1.90
" 500's.....	4.50-4.75
America, 200's	1.30-1.35
American Paraffine, 500's, ex. qual.....	4.15
Telegraph, blue head, 5-gross cases.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75
Superba, 1000s, 1 gross to case.....	5.00
Red Skin, 500s, 1 gross to case.....	4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case.....	4.50
Lenox, 400s, 1 gross to case.....	3.00
Red Cross, 200s, 1 gross to caso.....	1.30
Blue Ribbon, 165s, 5 gross to case.....	1 00
Blue Ribbon, 165s, 1 gross to case.....	1.05
Astral, 150s, 5 gross to case.....	.85
Astral, 150s, 1 gross to case.....	.90
Planet, 100s, 3 gross to case.....	.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior.....per lb.		.08¾
18, 37 and 68-lb. buckers, " ..... "		.09
10-lb. buckets, 6 in crate, " .....per crate		6.25
5-lb. " 6 " " ..... "		3.65
5-lb. glass jars, 6 in case, " .....per case		3.80
18, 37 and 68-lb. bcks., XXX, Snperior..per lb.		.13
5-lb. gl. jars, 6 in case, XXX, " per case		4.40
Barrels and half barrels, Fairmount.....per lb.		.07¾
18, 37 and 68-lb. buckets, " ..... "		.08
Wm. J. Troth:—		
Barrels and half barrels, Famous.....per lb		.08¾
18, 37 and 60-lb. buckets, " ..... "		.09
10-lb. buckets, 6 in crate, " .....per crate		6.25
5-lb. " 6 " " ..... "		3.65
5-lb. glass jars, 6 in case, " .....per case		3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.		.13
5-lb. glass jars, 6 in case, XXX, " per case		4.40
Barrels and half barrels, Golden.....per lb.		.07¾
18, 37 and 60-lb. buckets, " ..... "		.08
Campbell's Mince Meat, 30-lb. palls..... "		.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.		.06
New Year, bbls and kegs and 30-lb. kits..per lb.		.05
Crescent, bbls., ¼ bbls. and 30-lb. kits "		.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb.	.07½
" 18 and 37 lb. Kanakins..... "	.08
" 10-lb. Kkns, 6 to crate...per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25
National, 30-lb. Kits, bbls., ½ bbls.....per lb.	.05¾
Sonthwark, 30-lb. palls, bbls., ¼ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars.....per case 6 jars	4.50
No. 3, glass jars..... per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden palls.....per box 6 palls	3.75
No. 10, wooden palls.....per box 6 palls	6.40
No. 18, 37 and 68, wooden palls.....	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08¾
Wooden Palls, 18, 37 and 68 lbs..... "	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.....	2.00
Cartons Condensed, (3 dozen in case,) per gross.....	11.00
Keystone—	
Barrels, Halves, Quarters.....per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs..... "	.08½
Wooden Kits, No. 20 and 35.....	.08

OILS.

Stove Gasoline .....per gal.	.18
Headlight, 150 test..... "	.12¼

OLIVES.

	Doz.
H. Kellogg & Sons, Agents:—	
Theodore Marquet, Mammoth, 64 oz.....	12.50
" Extra, 64 oz.....	11.50
" Mammoth, quarts.....	6.50
" Extra, quarts	6.00
" Extra, pints.....	4.00
" Mammoth, ½ pints.....	2.75
" Extra, ½ pints.....	2.60
Fourees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.	2.40
Farcles	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
California, quart tins.....	3.50
California, pint tins	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " pts., 2 doz.....	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pts., 2 doz...	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz...	6.50
" " 12-oz. " 2½ doz...	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tins, 20 to case.....	2.20
" " 1-gal. tins, 10 to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 18 oz. bottles.	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ⅛ gal. cans, case.....	27.50

Bulk at $2.50 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8 50
5 gallon tins, 2 tins to case.....	26 50
1 gallon tin, 4 tins to case.....	11.00
½ gallon tin, 8 tins to case.....	12.00
32 oz. tin, 25 tins to case.....	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case....per case,	8.50
Pints, " 2 " " .... "	9.00
½ Pints, " 2 " " .... "	4.75
Oliver's Olive Oil—	
1 dozen large.....	6.00
2 dozen medium.....	6.75
2 dozen small.....	4.25
6 1-gallon tins.....per gal.	2.10
10 ½-gallon tins.....per gal.	2.20
20 ¼-gallon tins.....per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz.....per doz.	.55
Stohrer's, No. 16, 2 doz.....per doz.	.95
Stohrer's, No. 32, 1 doz.....per doz.	1.85
Keystone, bottles, 2 doz.....per doz.	.95

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



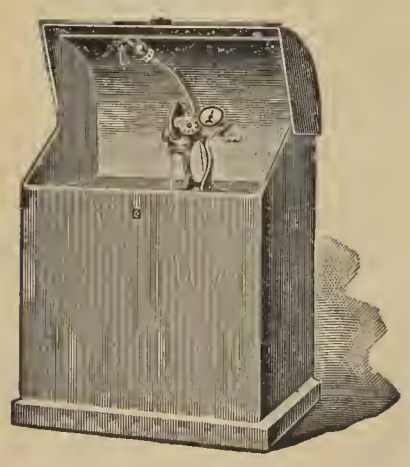
and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

CLEAN, EASY AND PROFITABLE.



Handling Headlight Oil and Gasoline in the old way is hard, dirty, and because it takes so much time and trouble, not very profitable. Handled in our way is as easy as weighing coffee or tea and just as clean, almost as profitable. We will send you our Catalogue B, if you wish, which will show you how to turn this unpleasant feature of your business into a simple sanitary job, increasing your profits to such an extent that our Tanks and Pumps, which work with almost human intelligence, soon pay for themselves.

Boyer, Radford & Gordon Tank and Pump Company, Dayton, Ohio.

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	21
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	5.41	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25

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Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10
Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

	Per case
Brad's "Tip-Top":—	
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

	Per doz.
MacLaren's—	
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 1 doz	.92½

PICKLES.

William Bros., 32 gal., 1500s	10.75
" " 16 " 800s	6.10
" " 16 " 600s	5.25
Barrels, 45 gal., 10,000s	10.75
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal. per keg,	3.30
Sweet Pickles, 700s, 5 gal. "	3.60
Sweet Pickles, 1,000s, 5 gal. "	4.15
Sweet Pickles, 2,000s, 5 gal. "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz	.95
No. 8, Sweet Gherkins, 2 doz	.95
No. 8, Sour Mixed, 2 doz	.95
No. 8, Sour, assorted, 2 doz	.95
No. 8, Chow-Chow, 2 doz	.95
No. 8, Onions, 2 doz	.97½
Crosse & Blackwell's:—	
Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Caulliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.80

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

	Per gal.
Duffy's:—	
Pure Apple Vinegar, Extra old, bbls.	.16
" " " 40 grain, bbls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " " 45 "	.09
" " " Extra Strength	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs		.09½
" 14–16 lbs		.09¼
" 10–12 lbs		.10
Picnics, 6–8 lbs		.07¾
N. Y. Shoulders, 10–12 lbs		.10
Dried Beef, sets (city smoked)		.17
" Tenders and Knucks		.19
" Flats		.15
" Air Dried, sets		.21
" " Tenders and Knucks		.21
Jersey Pork, Butt	per bbl.	16.50
" Family	"	17.50
Breakfast Bacon, rib in		.10
" boneless		.11½
S. P. Bellies, 14-15 lbs		.08½
Bologna, 25-lb. boxes		.08
Boiled Boneless Ham		.17
Beef Tongues, smoked, 5-6 lbs	per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes		.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—		
Honey-cure Brand Hams, skinback		.12
" " large		.12
" " medium		.12
" " small		.12
" Breakfast Bacon		.12
" " boneless		.14
Beef, air-dried, regular sets		.20
" " insides and knuckles		.22
Ham Bologna		.10
Beef "		.10
Boiled Hams		.20
Beef Tongues	per doz.	9.00–11.00

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Swift & Co.—		
Premium brand Hams, 10 lb		.12
Premium brand Hams, 12 lb		.11¾
Premium brand Hams, 14 lb		.11½
Premium brand Hams, 16 lb		.11½
Premium brand Hams, 18 lb		.11½
Premium brand skinned Hams, 18–20 lb		.11½
Premium brand boiled Hams, skinned, fatless		.20
Premium brand Bacon		.18
Premium brand Dried Beef, insides		.20
Premium brand Beef Tongues, short cut		.16
Winchester brand skinned Hams, all aver		.10
Winchester brand Picnics		.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	08¼	7⅜
Plain Tubs, 50 and 60 lb. cans	08¼	7½
10-lb. Tin Pails, 60 lbs	09¼	8⅛
5 " "	09⅜	8¼
3 " "	09½	8⅜

John Bower & Co.—		
Pure Kettle Rendered, tierces		.09¾
" " tubs		.09½
" " 3, 5 and 10-lb. cans		.10½
Swift & Co.—		
Premium brand, tierces		.09¾
Silver Leaf brand, tierces		.08¾
Jewel, compound, tierces		.07⅜
Cotosuet tierces		.07⅜

DRESSED MEATS.

	Per lb
City Dressed Beef—	
Choice, native	08½ -.09
Common to fair, native	.07 -.07½
Western Dressed Beef—	
Choice, native cattle	08½ .09½
Common to fair "	.07 -.07½
City Dressed Veal—	
Prime	-.13
Good to choice	-.08
Dressed Hogs—	
Pigs	-.07½
Hogs, heavy	-.07½
" 180 lbs	-.07½
" 160 lbs	-.07½
" 140 lbs	-.07½
Dressed Sheep and Lambs—	
Lamb, Western, good	.12½
Lamb, Western, culls	.09
Sheep, choice	.11½
" medium	.09

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00



"As Good As I Bought Last Time"

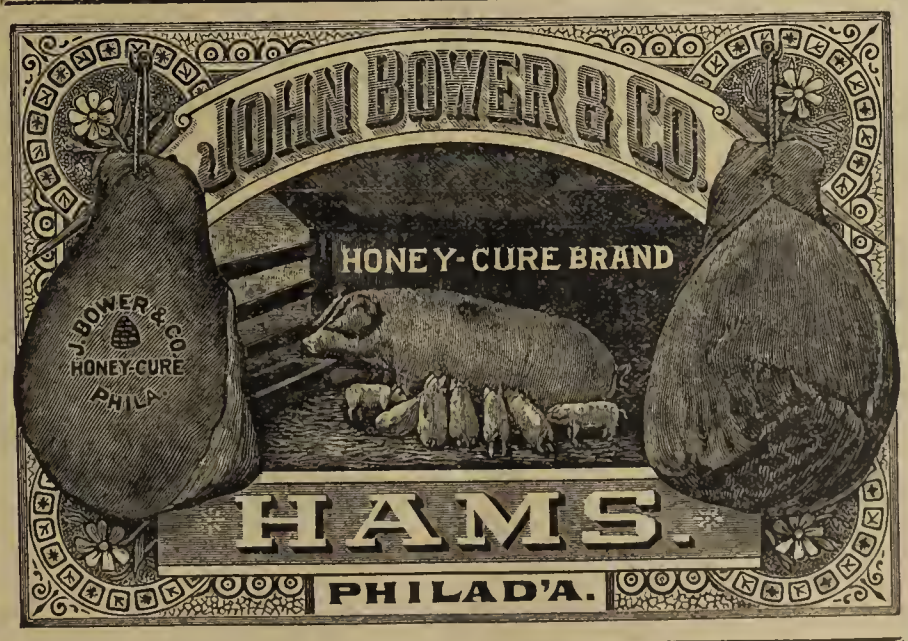
You ought to sell Swift's PREMIUM Hams for your own protection. Can you satisfy your trade unless your hams are uniform? And can they be uniform unless bought from a packer who can keep his raw material uniform?

Few packers have our facilities for keeping hams up to a given standard year after year. Swift's PREMIUM Hams scarcely vary a hair's breadth from one year's end to another. That does us a whole lot of good, as it will do you.

The woman who can always depend on getting good ham—"as good as I bought last time"—is going to buy lots of ham.

Swift & Company, U. S. A.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



They Must Keep Expert

It is a provable fact that a majority of cooking experts use **Nicelle Olive Oil** in all their demonstrations.

Why? Because they must use the very best oil obtainable in order to insure results. Otherwise they would soon cease to be known as experts.

Nicelle Olive Oil is bottled in France, where produced. It is the first pressing of the finest oil olive grown. You will be proud to sell it.

Nicelle Olive Oil Co.
105-109 HUDSON STREET, NEW YORK

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.18
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.08
" " western		.08

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.18 –.20
" Y. T., 15 to 17 lbs	.18 –.20
Old hens and toms	.16 –.18
Common to Good	.14 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.30 –.40
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.30 –.40
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.30 –.40
Western, 4 to 4½ lbs. to pair, fancy	.20 –.22
" 3 to 3½ lbs. to pair, fancy	.22 –.24
" fair to good	.17 –.20
Fowls—	
Western, fancy	.13½–.14½
Heavy Roasters, 4 to 5 lbs	.16 –.18
Fair to good	.15 –.16
Old cocks	.10 –.11
Western capons, fancy	.20 –.22
" " small	.18 –.20
Squabs—	Per doz.
Prime, large, ancy	4.00–4.50
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.30 – 35
Large Springers	.15 –.17
Fowls	.14 –.16
Roosters	.10 –.11
Ducks	.15 –.16

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case, per doz.	85
" 1 " " "	.85
Large or No. 2, 1 " " "	1.40
1-lb. cans, 1 doz. in case, per case	4.00
2-lb. " ½ " "	3.75
3-lb. " ⅓ " "	5.40
5-lb. " ⅛ " "	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	5.15
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz., doz.	.90
Spring Garden, fancy, No. 3, 2 doz., doz.	.80
Compass, No. 3, cans, 2 doz	.75

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb., per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " 2½ " "	6.50
No. 4, " " 5 " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 2 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " 1½ "	3.25
4-lb. " " 2 "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.80
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4¾-lb. toy pails, ⅓ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails, per pail	1.15
Apple, 20-lb. crocks, per lb.	.07¾
Apple, Schimmel's, 30-lb. pails, per lb.	.06
Prune, 30-lb. pails, per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. In cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 .85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size, per doz.,	1.20
Laudanum, 25c.-size, per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum, per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk, per lb.	.08
" Lump, bulk "	.08
Butter Color, W. & R., per doz.	2.00
Bluestone, bulk, per lb.	.09
Copperas, per lb	.01¼

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Camphor, gum, 1-oz. blocks		.95
" Flakes, 250 bbls		.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02¼
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.01½
Glauber Salts	per lb.	.01½
Glue, ordinary		.09¼
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10-c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	29¼
" ¼-lb. packages	"	.34
" ½-lb. "	"	.33
" 1-lb. "	"	.32
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.07
" granulated, kegs, 100 "	"	.07
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	1.45
" 100-lb. bags		1.25
" less quantity		.03¼
Venetian Red	per lb.	.02
Whiting	"	.02
	1 oz.	1 oz.
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz	per doz.	.80
Iron Gins, McCormick & Co's:—		
No. 5		.40
No. 10		.75
Tube V		.75
McCormick & Co., Bee Brand—		Per doz
Insect Powder		.80
Root Beer		.80
Talcum Powder		.80
Triangular Quinine		.80
Quinine Capsules		.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

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W. F. Young's Veterinary Remedies, wholesale prices— Per doz.

Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days. F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per doz.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts "	1.00
" gallons, each	.30
" ½ barrels "	3.50
" barrels "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums, per case	3.75
U. S. Nervo and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand— Per doz.

Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00

Sauer's Flavoring Extracts:—

No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 3, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen,	No. 25,	per doz. 2.00
" " " "	No. 2X,	" .80
" " " "	No. X,	" .45
" Lemon, " "	No. 25,	" 1.75
" " " "	No. 2X,	" .80
" " " "	No. X,	" .45

Ingersoll's Flavoring Extracts:—

High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet, per doz.	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06¾
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05¾
Imperial, fancy Japan, 1-lb. pockets	.05¾
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.05¾
Choice, 100-lb. bags	.04¼
Prime, 100-lb. bags	.03¾
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs.	2.50
" " 60 bags, 5 lbs., 1in	4.00
" " 28 " 14 "	3.75
" " 30 " 10 "	3.75
" " 225 " 2¾ "	4.00
Worcester, Irish Linen, bags, 250 lbs.	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3020-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs.	2.40
" " sacks, 180 lbs.	1.55
" Cheese, bbls. contain 280 lbs.	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schimmel's, small, 2 doz., per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 150 lbs., per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small, "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sance:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



50 YEARS THE STANDARD

BORDEN'S

Eagle Brand Condensed Milk



Three Generations Attest its Merits Give Your Trade Satisfaction

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY" NEW YORK

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SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.12	Mustard, Yellow..	.07
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes, "	.04½
Arm & Hammer bd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ¼, ½, 36 lbs., "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50

5 per cent. discount on 5 case lots.

Cliquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz. per doz.	.72
Putz Liquid, large, 3 dos. per gross,	16.50
Putz Liquid, large, 3 doz. per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixtb-pint cans, per gross	9.00
No. 1, half-pint cans, "	18.00
No 2, pint cans, "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans, "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 dos. in case, 50 lbs., per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	72	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Yonng & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2 25
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.60
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.60
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¼
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1 24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Baoolit's 1776 Powder, 100 6-oz.	3.50
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3 50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ¼ lb.	.40
½ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ¼ lb.	.40
½ lb.	.75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St
PHILADELPHIA, PA.

"As Good as the 'J. M.'"



No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins		.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.	Per lb.
Pepper, Black	.09¾
Allspice	.07
Cloves	15
Mace	.48
Nutmegs large.	.18
" Medium.	.15
Cinnamon Bark, China	.13
" Canton	.12
" Java Tbln Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	11

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CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's. 40-lb., 1-lb, "		06½
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅞
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs.	.04⅞
" 3-lb. cartons, 48 lbs.	04⅞
" 6-lb. boxes	.05⅝
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish. 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs	.07½
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs.	3.85

STOVE POLISH.	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro. per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ½ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ½ gross		4.50
Per gross		9.00
F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¼
McAllister, 36 packs	"	.05⅝
Rosenstein, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 brieks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1 85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per dos.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06½
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Welss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into taps, 6 inches high		2.50
5¾ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
2 inches high		.90
The Fly Ribbon Manufacturing Co.—		Gross
Single gross		4.80
Two or five gross		4 32
Five to twelve and one-half gross		4.08
Twelve and one-half to fifty gross		3.84
Fifty gross up		3.60
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 50 yds to lb.	per lb.	10¾
Emory Cotton Clotheslines, 50-ft. hanks, dos.		.80

—60—

Cleveland, extra fine cotton twine	per lb.	.25
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines. 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	35
Gold Mine, in bbls	30
Fancy, No 104	32
Fancy, No. 105	.28
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

Domestic, barrels	per gal.	.69
Selser's, 1inch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schlmmel's, 10- oz. bottles, 2 doz. in case		1 45
" 6- oz. " " "		95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 dos. in barrel	per doz	.92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per doz.	.8;½
Karo, 25 cent size, 1 doz.		2.25

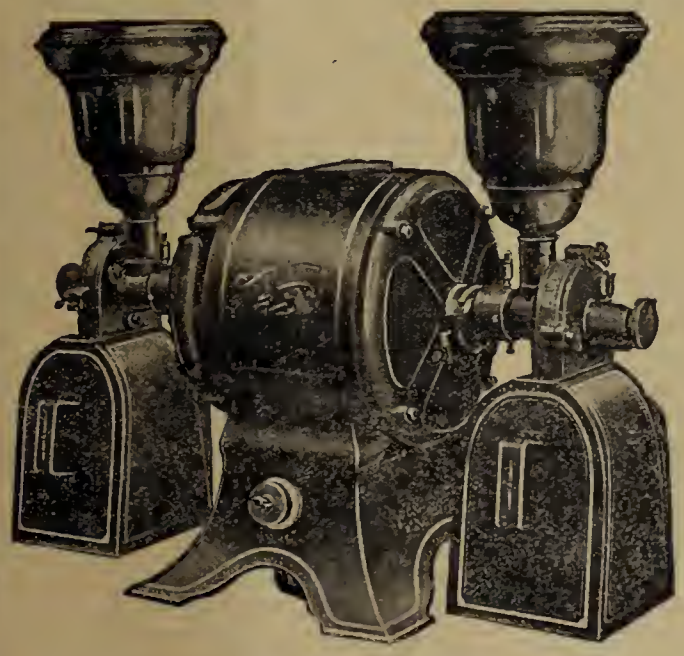
HENRY TROEMNER'S

Electric Coffee Mills

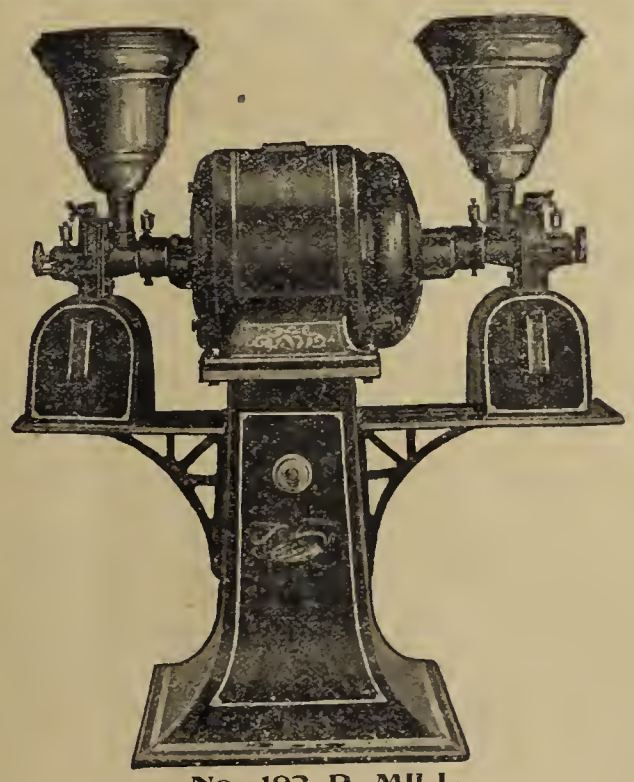
ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



No. 192 MILL



No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

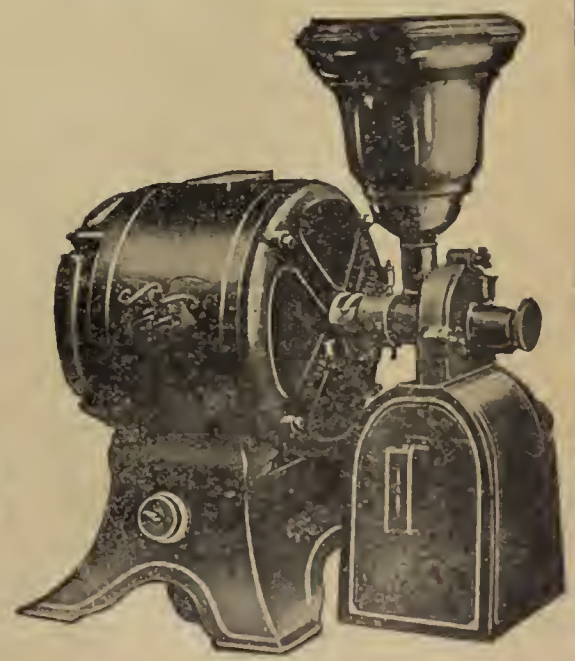
No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, componnd	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.65
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.35
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	0.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.90
Galvanized, 12 quart	2.05
Galvanized, 14 quart	0.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.30
0, Solid oval	1.50
3, Solid oval	1.70
5, Solid oval	0.10
1, Wire ends	1.15
2, Wire ends	1.35
3, Wire ends	1.55
5, Wire ends	1.95
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	0.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
2I, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.

	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Teddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.

	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.19
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed, per doz.	.18
Magic, 1½ doz. packages, per box,	.58
Yeast Foam, 1½ doz., per box	.58



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become A STAPLE ARTICLE with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment, and PAYS A FAIR PROFIT.

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The Walter M. Lowney Company

447 Commercial Street, Boston, Mass.

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases, 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-¼ gallons, per gallon	2.25

JOS. M. OLIVER & SONS

IMPORTERS 5 South Front St., Philadelphia

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

Everybody Knows Them



Knight's Flavoring Extracts have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

Easter Hams

Will be in demand in a short time

Have you placed your order for them? When you read this it will be time to seriously think of the matter. Write and ask for quotations on

Burk's "Crown Brand" Hams

which are plump, have short shanks and round butts, are sweet, being sugar cured; mild, because they are not old; and of fine flavor, being smoked a nice, bright color, which is only possible by using hickory wood.

They are sold by the leading retail grocers in Philadelphia, having the most select and exacting trade.

Burk's "Butternut Bacon"

is the only substitute for Easter hams. It is selected from corn-fed hogs, specially cured with granulated sugar—mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste impossible; wrapped in highly glazed and parchment paper and embellished on two sides with an attractive blue and white label. A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the "Five B" Bacon, because of its name

Burk's Butternut Boneless Breakfast Bacon

This Bacon was first introduced at the National Export Exposition, held in Philadelphia in 1899, and it is largely due to its ever-increasing popularity that

Burk's Pork Products

are known in every household in the Quaker City.

Louis Burk
GIRARD AVE. and THIRD ST., PHILADELPHIA



THE FINEST MATCH MADE

The ideal modern match is the **Ohio Blue-Tip Safety Match.** While you can strike it on anything, it is a Safety Match because you can strike only the tip.

Far better than other double-tip matches, because it never gets soft, never flares up spontaneously, never drops or flies around.

The finest match made by all odds.

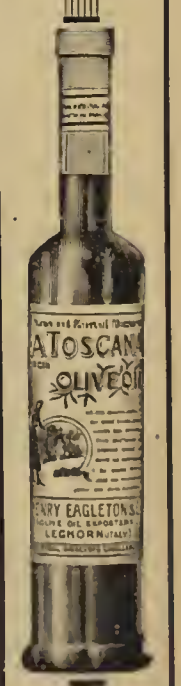
Ohio Match Company
Wadsworth, Ohio
Philadelphia Office and Warehouse
411 Marshall Street

Hold It to the Light

La Toscana is an olive oil to hold to the light and marvel over. So rich, so mellow, so golden!

The finest of virgin pure Italian olive oil. Plenty of oil as pure, little or none as rich and unctuous. French and Spanish oil are good enough in their way, but there is no olive oil anywhere like the Italian.

La Toscana oil would look fine on your shelves.



J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



A BAG FULL OF GOODNESS

We don't have to say a word about the quality of **Private Estate Coffee** to the many thousands of retailers who are selling it—their **customers** do the talking for it. But those who haven't made **Private Estate** their Coffee Leader have missed a chance to wean their customers away from the Tea and Coffee Stores. It can't be beaten. We share our profit with grocers by giving them Universal Coupons with each case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS **33-34 Fulton Street, New York**

Philadelphia Branch, 139 S. Front Street

Giving It To You

We want you to handle our **Macaroni, Spaghetti, Noodles** and **Pastels.**

Why should you? Partly because we assure you on our honor they're as good as Freihofer's Bread. We *must* make a superior grade of these things to sell them, and we *are* making it.

Another reason why you should think favorably of these goods is that every case contains Universal Coupons, which you can exchange for things you want.

We're spending our advertising money with you instead of your customer.

The *Freihofer*

VIENNA BAKING COMPANY

PHILADELPHIA, PA.

FOOD



VALUE

Better Than Milk or Meat

¶ **Royal Peanut Butter** is one of the most healthful food products ever manufactured. We want you to tell this to your customers, and as a real incentive for you to do so we are going to give you the money we would otherwise use to tell consumers of its merit. Universal Coupons packed in every case from January 1, 1908. Remember, it is the best thing of its kind ever made. You make a splendid profit on it and the coupons are exchangeable for any article of merchandise you may need for your home or store.

Cleveland Health Food Co.

Cleveland, Ohio



Nothing Like It Has Ever Been Made

This picture represents a floor wax which when properly applied makes wood like new. Grocers can build up a big trade on it because their customers need it—they are buying something of the kind now, and are going to paint stores to get it. If you will put a case of **MOORE'S WAX** where it can be seen and tell your trade what it will do you will get some money that is going somewhere else now. We are making it worth your while to do a little talking for this product by giving you a generous quantity of Universal Coupons with each case. You can buy anything you need with these coupons.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.



Help the Housekeeper if You Want to Hold Her Trade ::

Most housekeepers have a lot of trouble getting brooms that please them—you know how particular they are. We are making brooms to catch the trade of this class of people. Is there any doubt in your mind that you can sell such brooms—and keep on selling them? If there is we will dispel it.

Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.



Felt That He Ought To Taste It

A particular grocer said the other day that he'd never feel quite sure the butter he was selling was in every way all right unless he could taste every pound, butter varied so.

But he could feel sure with **Gurnse** butter. It can't possibly get by us unless it is as fine as butter can possibly be. The raw material we use partly assures that; but not wholly, for things can happen in the making. These we prevent by rigid, scrupulous inspection at every point. **Gurnse** must be perfect butter; and it must be perfect all the time.

Packed in 30 and 50-pound boxes—
pound and half pounds—33 cents.

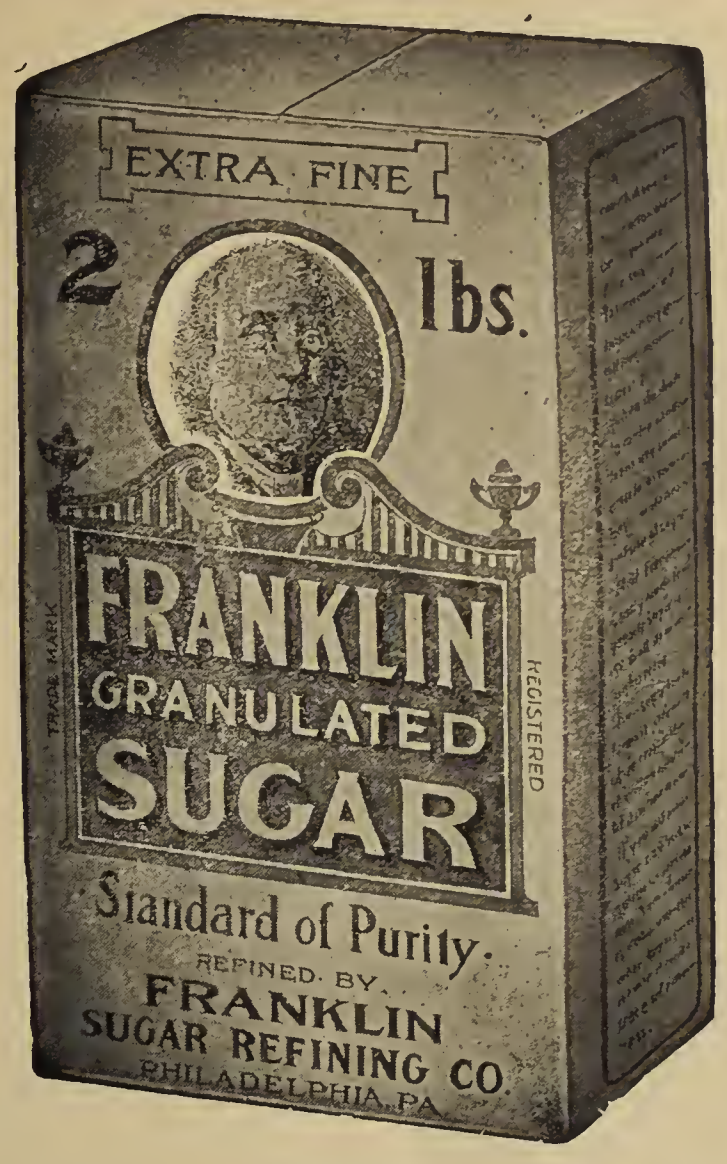
P. F. Brown & Co. 39 South Front Street *Philadelphia, Pa.*



WOODCOCK MACARONI

comes in a neat package that speaks of cleanliness, and helps to sell it the first time. The cleanliness, the flavor, the quality sell it afterward. People gladly pay a little more for it than the other goods, even the imported, for nothing made can touch "Woodcock" for quality.

WOODCOCK MACARONI CO., Rochester, N. Y.



Summer's Coming—Try It On

The summer fruit season is the sugar season—good time to test **Franklin Carton Sugar** as a selling proposition.

Franklin Carton Sugar will give you the most comfortable, profitable sugar season you have ever had. It's no work to handle it—we've done all the weighing and the wrapping—you simply hand it out.

You don't steal from yourself, either, by giving overweight. You *can't* give overweight with **Franklin Carton Sugar.**

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

Big free deal in Quaker Toasted Corn Flakes still on. Ask your jobber about it.

You can sell more

Quaker

Toasted

Corn Flakes

and make more money on it than on any other brand—because

It is the best toasted corn flakes on the market.

The flakes are great big delicious flakes.

Your customers know about **Quaker Oats Quality**

The first package of these goods will win every consumer.

Your shelves will look more attractive than with a lot of odds and ends.

The product will be widely advertised.

Quaker Oats Quality Products make the most attractive and most profitable stock you can carry.

The jury of experts at the Jamestown Exposition gave us the highest award and gold medal for quality in cereal foods (including Toasted Corn Flakes) over all competitors.

The Quaker Oats Company
CHICAGO

The family package of Quaker Oats costs no more than the unadvertised brands of inferior quality, and contains the largest assortment of fine dishes

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, MARCH 23, 1908. NO. 12.

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What Forty-eight Cans of Standard 3lb. Tomatoes Weighed

Some Figures Showing the Absolute Lack of Standard or Method as to the Weights of Canned Tomatoes. Jobber Weighs 48 Cans Picked at Random from 100 Cases and Finds Some Weigh Less Than Two Pounds.

Much has been said from time to time regarding the lack of any real standard for appraising the quality of canned tomatoes. All grades are now sold as standards, even grades which could never be considered better than seconds.

Even more needs to be said about the lack of standard as to weights. Except in certain Jersey brands the term "3 pounds" is an empty name. Maryland packers sell "3-pound" tomatoes that weigh as little as one pound and a half by actual weight. Naturally this is an exceptional case. The average seldom falls below two pounds, but even a weight of two pounds for "3-pound" goods is ridiculous. The weights of Maryland goods run all the way from two pounds up to two pounds eight ounces, seldom above the latter.

The most vivid example ever seen of the great variance in the weights of canned tomatoes was brought to the "Grocery World's" notice during the week. A certain wholesale house bought about 100 cases of a certain Maryland packer's so-called standard tomatoes. When the goods were received they examined them, and discovered that no two cans seemed to weigh the same. Two cases of twenty-four cans each were drawn from the lot, and each of the forty-eight cans weighed. The result was as follows:—

No. 1—2 pounds, 5 ounces.
No. 2—2 pounds, 1 ounce.
No. 3—2 pounds, 4¾ ounces.
No. 4—2 pounds, 2¾ ounces.
No. 5—2 pounds, 5 ounces.
No. 6—2 pounds, 5 ounces.
No. 7—2 pounds, 5 ounces.
No. 8—2 pounds, 3½ ounces.
No. 9—2 pounds, 3½ ounces.
No. 10—2 pounds, 5 ounces.
No. 11—2 pounds, 4¾ ounces.
No. 12—2 pounds, 4¾ ounces.
No. 13—2 pounds, 5¾ ounces.
No. 14—2 pounds, 3 ounces.
No. 15—2 pounds, 2¾ ounces.
No. 16—2 pounds, 2 ounces.
No. 17—2 pounds, 4½ ounces.
No. 18—2 pounds, 2 ounces.
No. 19—2 pounds, 4½ ounces.
No. 20—2 pounds, 5 ounces.
No. 21—2 pounds, 2½ ounces.
No. 22—2 pounds, 2 ounces.
No. 23—2 pounds, 4 ounces.
No. 24—2 pounds, 4½ ounces.
No. 25—2 pounds, 4 ounces.
No. 26—2 pounds, 5¼ ounces.
No. 27—2 pounds, 3¼ ounces.
No. 28—2 pounds, 5½ ounces.
No. 29—2 pounds, 5 ounces.
No. 30—2 pounds, 5¼ ounces.
No. 31—1 pound, 8¾ ounces.
No. 32—2 pounds, 5 ounces.
No. 33—2 pounds, 4¾ ounces.
No. 34—2 pounds, 5¼ ounces.
No. 35—2 pounds, 5¼ ounces.
No. 36—2 pounds, 3¾ ounces.
No. 37—2 pounds, 5½ ounces.
No. 38—2 pounds, 4¾ ounces.
No. 39—1 pound, 15 ounces.
No. 40—2 pounds, 4¾ ounces.
No. 41—2 pounds, 4¾ ounces.
No. 42—2 pounds, 5¼ ounces.
No. 43—2 pounds, 3¾ ounces.
No. 44—1 pound, 13½ ounces.
No. 45—2 pounds, 4½ ounces.
No. 46—2 pounds, 4¼ ounces.
No. 47—2 pounds, 3¼ ounces.
No. 48—2 pounds, 5¾ ounces.

Remembering that every can of the above was packed by the same packer, under one brand, and that the goods were sold as 3-pound standards, the condition revealed is truly remarkable.

Another Jewelry Scheme Story.

A Pennsylvania Grocer's Story of His Experience with Another Itinerant Scheme of Placing Jewelry in Grocery Stores on Consignment. How He Blocked the Note Transfer Game.

A well-known Pennsylvania retail grocer came to the "Grocery World" office during the week and detailed an exceedingly interesting experience with one of the Western jewelry concerns which transact the sort of business that has been repeatedly exposed in the "Grocery World."

The concern in question is the Moline Jewelry Co., of Moline, Ill. The retailer in question wishes his name withheld.

Several months ago the Moline Jewelry Co. sent a salesman to the grocer in question with the following glittering proposition: The Moline Co. was to place an assortment of jewelry in the *grocer's* store upon a sort of consignment plan. There was to be no money paid; every four months the salesman was to come around, see what had been sold, and give the grocer as his share, 33⅓ per cent. of the gross price.

There was even to be more. The Moline Co. was to supply a large fine show case free. In this the jewelry was to be displayed.

But even this was not all. The Moline Co. agreed to *give* the grocer a gold-plated watch and a number of tickets. With this material he was to work whatever premium scheme he liked.

The grocer was in a hurry, as most grocers are when they are asked to sign contracts, and he signed the long, fine-typed agreement which the agent presented. Later the concern acknowledged the contract and shipped the goods, which were duly received and displayed.

In a few weeks along came a series of promissory notes. So insistent became the Moline Co. that the grocer sign them that he finally consulted an attorney. The attorney said: "You're bound absolutely under the contract to pay for those goods—the verbal arrangement cuts no figure."

Indignantly, the grocer still refused to pay for the stuff, and one day he was visited by another agent who represented himself a member of the firm. He was deeply grieved to hear of the salesman's misrepresentations—these concerns always repudiate their salesmen—but he contended that the concern itself was not in fault and must ask for payment. There was a long wrangle and the Moline agent finally agreed to draw up a new contract, the terms of which were as follows: The grocer was to sign the notes, binding himself to pay for the goods at certain intervals if sold. The Moline Co. was to give him a bond protecting him against any attempt to collect the notes unless the goods were sold. The grocer, prompted by his attorney, was shrewd enough to put a condition naming the bond on the back of the notes, so that anybody to whom the Moline Co. might fraudulently transfer the notes would be charged with knowledge. It was lucky that he did, for that is precisely what the Moline Co. did—transfer the notes to a third party in spite of the fact that the jewelry was not sold. Usually when these jewelry concerns transfer their victims' notes there is no defense; the victim must pay. In this case, however, thanks to the grocer's shrewdness, there was a defense. The jewelry concern probably realizes this perfectly, since several months have passed and no effort has yet been made to collect the notes.

Written for the "Grocery World."

How Another Grocer Made the Cash Leap

Virginia Retailer Changed from Credit to Cash. How the Plan Was Announced. Good, Clean-cut Argument. Offers to Tell How It Worked.

I am sending the "Grocery World" a copy of a booklet which I used to announce my recent change from the credit to the cash system. The "Grocery World's" other articles on the cash business, coming as they did while I was preparing for the change, afforded me encouragement.

In sending the booklet out, I inclosed it in the following letter:—

Kincaid, Va., March 10, 1908.

Dear Sir:—My object in writing you to-day is to announce that after March 16, 1908, I will change my business from a credit to a cash system.

A copy of my little booklet, "Cash Against Credit," is herewith inclosed.

I want you to take plenty of time to read it—to study it closely and to be guided by it. This will save you future mistakes in buying.

The pay-as-you-go plan is the best for us both.

If I were not so sure of it—if I did not know how much better I can serve your interests and how much cheaper I can sell you goods, I would not make the change.

For years I have tried the credit system, and you have tried it. I have found it expensive and unsatisfactory. I believe you have found it the same.

I pledge you my word that I am going to give every one a square deal, that I am going to have one cash price to every customer, and that price the lowest in the South. In no case will I sell any article on time after March 16, 1908.

I guarantee that a trial will prove to you that the cash system is best for you. You will save many dollars each year.

As I have said in the inclosed booklet, "Cash Does More Than Credit—It does it quicker—It does it better."

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Meanwhile awaiting your business and thanking you for past patronage, I am,

Yours very truly,
F. M. KINCAID.

The booklet was an eight-page affair, printed on both sides. On the cover was the following:—

CASH
AGAINST
CREDIT

Read Every Word of Why I Have Changed from the CREDIT to the CASH and PRODUCE System. : : :

It Means Much to You

FRANK M. KINCAID,
DEALER IN
GENERAL MERCHANDISE,
DRY GOODS, NOTIONS, SHOES, GROCERIES, ETC.
KINCAID, - - VIRGINIA.

The matter of the booklet was as follows:—

FROM CREDIT TO CASH.

After March 16, 1908, I will sell for cash and for cash only.

That date will see the last of the old costly and unsatisfactory credit system that I have conducted in the past.

Why do I change?

Because I know that it will pay us both to pay cash or the equivalent of cash.

It will enable me to offer you a fuller stock of goods from which to supply yourself and family.

I can keep newer and fresher merchandise, and I can sell you better goods at less price.

In short, if we both pay cash we both save money by it as easily and naturally as water runs down hill.

That is plain.

MONEY MEANS POWER.

There isn't a doubt in the minds of anyone as to the truth of that statement.

When I pay cash for the merchandise I buy, I have a hundred advantages that I do not have when I buy on time.

Discounts are allowed me, and I can purchase what I want at a lower price. If I pay less, then you pay less. That is natural.

Ready cash always makes it possible for me to buy the things my customers demand when they want them, and where I can do the best.

But to take advantage of the above mentioned things, I must have cash. To get the cash, I must sell for cash or for produce.

Yes, "Money is Power."

THE ROAD TO WEALTH.

Henry Clay, the great and wise statesman, said: "The habit of saving is the road to prosperity."

The greatest help to saving is to pay cash for what you need. Cash is a two-edged sword. It cuts both ways. It insures lower prices on the things you buy, and it makes you more careful about what you buy.

But you say it is hard to begin. It isn't. It may seem hard at first, maybe like the plunge into a cold stream. But after you get started, and warmed up by the exercise, you'll find paying cash mighty pleasant.

Use the money you meant to pay last month's bill with to pay cash for the things you need and pay me the old bill as you can.

I am ready to help you pay cash.

FIGURE IT OUT.

Figure it out yourself. See if it isn't reasonable that a retail merchant who has cash to buy to suit his trade and to buy all goods at rock bottom prices can sell at a lower price than the one who is handicapped by debt. Another big consideration:

You are paying up none of the bad debts made by unfortunates, or "deadbeats."

The merchant who loses his profit on one customer must make it out of another.

The cash merchant wants but one sure and small profit on each customer.

You will find all my goods marked in plain, unchangeable figures.

The lowest cash prices.

Every customer will be on the same footing. Every customer will pay the same price for any given article.

That price will be the lowest one in Virginia.

STOP THE WORRY.

Stop forever worrying over the debt that must be paid sooner or later. Stop running from one to three or even six months behind with the result that when you have "paid up" you have spent all you have.

It leaves you "hard up."

A man or woman who is free from worry and debt and who is confident of gaining something each month because they pay cash and therefore pay a less price for goods, will do more, be happier and even healthier.

Swing out on the cash plan—sell your produce for cash prices and gain the freedom from debt—the power, independence and self-respect that is rightfully yours.

YOU MUST DECIDE.

Think it over carefully, from all standpoints and decide for yourself.

On one hand you have credit with its attending evils of high prices, slavery, worry and sure day of reckoning.

On the other hand think of being able to buy the best, most stylish goods made at a one-price-to-all and that the lowest plan. Think of getting rid of debt and the worry that you cannot separate from it. Think of saving a nice sum of your hard-earned money each month for a rainy day or for better things at the present.

The pay-as-you-go-plan means prosperity. The credit system means carrying a heavy load.

FRANK M. KINCAID,
Kincaid, Va.

If desired, I will be pleased to give information concerning the success or failure of the cash business here.

FRANK M. KINCAID.

Kincaid, Va., March 12, 1908.

—

NOTE.—The "Grocery World" feels sure that every reader would be extremely interested to hear what results Mr. Kincaid has had. Will he let us have some data on the subject?—ED.

We Pay You to Work for Us

¶ We believe the best sales force we can get are grocers. We want them to work on Mother's Oats with their trade. We don't expect them to do it for the love of it, so we make it worth while. Figure your profits, if you get 12 cents for Mother's Oats, then figure what the coupons mean to you at ½ cent net profit on all you redeem.

¶ We devised this plan to benefit you, and we believe you will quickly see the advantage of concentrating your efforts on the sale of Mother's Oats.

The Great Western Cereal Co.

CHICAGO, ILL.

A Guarantee That Means Something

Back of every product that leaves the Heinz plant there is the *experience* of thirty-eight years and the *reputation* of the largest food establishment of its kind.

The consumer understands this. Isn't it good business to take advantage of this confidence by carrying a stock of

HEINZ
57 VARIETIES

PURE FOOD PRODUCTS

(The kind that contain no preservatives)

You are perfectly safe in selling Heinz goods. They are well advertised, absolutely guaranteed and thoroughly reliable. Should any of them fail to please—dealers have full authority to refund the purchase price.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

The New York Letter

Brilliant Food Show Opening Expected. Grocers Watching Bank Developments. Long Island Potato Combine. Glut of Eggs. Importers Expect Coffee Coloring Arguments to Have Weight. Sugar Trust Employee Acquitted of Attempted Bribery.

Special correspondence of "Grocery World."

New York, March 20, 1908.

A brilliant opening of the Food Exposition is planned for Thursday of next week and the members of the New York Retail Grocers' Union are working hard to make this event eclipse all others of the kind. There are to be speeches, music and feasting on the first night, and it is believed that the public will be awakened to the fact that the grocers are doing something to show what pure food is.

In sending out the invitations to officers of commercial organizations, the committee in charge says:—

"It is to be hoped by the members of the union that the officers of all the commercial associations in the city will accept the invitation, thus encouraging the grocers of the city and of the country to keep up the efforts which they have been making during the last few years, the result of which is plainly shown by the appearance of their stores and their methods of doing business, encouraging them to still greater efforts to place their trade in the prominent position it should occupy."

In addition to the lists of exhibitors already given in these letters, the following have reserved space in the last week: C. J. Van Houten & Zoon, the Nugget Polish Co. and L. Freed.

* * *

Quite a number of grocers in the retail and in the wholesale trade are interested, with other classes of business men, in the bank developments of the last week or so. The Retail Confectioners' Protective Association adopted resolutions disapproving the course of Attorney-General Jackson and of the receivers appointed on his motion in the case of the Oriental Bank. The management of the bank made arrangements to pay off all depositors in full with the aid of another banking institution. Mr. Jackson checked this plan at least temporarily, keeping control in the hands of the receivers.

The depositors are indignant at the interference with the plan which promised to give them their money within a few days and charge that the expenses of receivers will eat up a large part of the assets. The confectioners, in their resolutions, indorsed a proposed law which, in cases of this kind, would enable the State Banking Department to liquidate the affairs of a State bank, as Federal examiners do in the case of national banks.

Similar objections to the expenses of receiverships are made by depositors in the case of other State banks which closed their doors during the recent panic. In the battle, incidental to which there are promises of investigations of various kinds, L. J. Callanan and other grocers are taking an active part on the depositors' side.

* * *

The sugar refineries are working to capacity and shipments of raw sugar to this port are much heavier than usual. Yesterday 13 vessels, nearly all from Cuba, discharged their cargoes.

* * *

A potato combine is a new development. About 200 farmers of Suffolk County in Long Island on Saturday decided to form a growers' association, which is to handle the output, using methods practically the same as those of the Long Island Cauliflower Association. It is estimated that about 5,000,000 bushels of potatoes are shipped from this county each year. The farmers say that they have been at the mercy of speculators in Brooklyn and New York who have in effect fixed the prices and manipulated the market. It is expected that the new association, by having agents in

WE are always BUSY

WHY?

We continually offer superior quality goods at prices that attract
We sell *strictly* on a *CASH* basis
We *guarantee* all goods to be exactly as represented

Is it not time YOU were getting BUSY?

Metropolitan Ginger Snaps, bbls.	per lb.,	$0.03⅜
Metropolitan Coffee Cakes, round or square	per lb.,	.03⅝
Metropolitan Dandy Oyster Crackers, bbls.	per lb.,	.03⅝
Metropolitan Soda Biscuit, bbls.	per lb.,	.03⅝
Metropolitan Nicnacs, bbls.	per lb.,	.03⅝

The above goods in 5 or 10-bbl. lots or more (one kind or assorted), f. o. b. cars YORK, PA., and we offer for sale in all parts of the country excepting YORK COUNTY, PA.

These are the same fine quality goods we have been handling for years and the greatest bargain in low-priced crackers and cakes that you have heard of for many years. Investigate this offering carefully.

REMEMBER 5 OR 10-BBL. LOTS, F. O. B. YORK, PA.

Fancy 30-40s California Prunes, 25-lb. boxes	per lb.,	.07½
Iris Brand Fancy Cal. Pitted Prunes, 50 1-lb. packs.	per lb.,	.08
Malpaco Fancy Coast Packed Seeded Raisins, 36 1s	per lb.,	.07¾
5 or 10-box lots	per lb.,	.07⅝
Fancy California Valencia Raisins, large, bright clean fruit, particularly fine quality, 50-lb. boxes, single boxes	per lb.,	.05½
5 or 10-box lots	per lb.,	.05⅜
Forest King Fancy California Muir Peaches, 25-lb. boxes	per lb.,	.11¼
5 or 10-box lots	per lb.,	.11
Extra Quality Ring Cut Evaporated Apples, 48 1-lb. packages	per lb.,	.09½
Choice Ring Cut Evaporated Apples, 50 lbs.	per lb.,	.07½
Williams' Bros. Dragon Brand Assorted Preserves, in 14 oz. glass jars, absolutely pure, 2 doz.	per doz.,	1.42½
5 or 10-case lots	per doz.,	1.40
FANCY CAL. LIMA BEANS, bags about 80 lbs.	per lb.,	.05½
Phillips' White Rock Canned Lime, 2 doz.	per doz.,	.55
Mechling Brand Canned Lime, 2 doz.	per doz,	.50
Swansdown's Brand Thredded Codfish, 2 doz.	per doz.,	.65
Finest Quality Boneless Herring, 10-lb. boxes	per lb.,	.11
Codorus Brand Fancy Green Cut Stringless Beans, No. 2 cans, 2 doz,	per doz.,	.85
Bright Star Brand Green String Beans, No. 2 cans, 2 doz.	per doz.,	.67½

In 5 or 10-case lots 2½c. per doz. less.

These are both Pennsylvania packed goods, and are very excellent quality.

Pointer Brand Fancy Frazer River Red Salmon, 1-lb. tall cans, 4 doz.	per doz.,	1.30
5 or 10-case lots	per doz,	1.27½
Extra Choice New New Orleans Molasses, absolutely pure, good color, fine flavor, elegant baker,	per gall.	.25
Berkshire Brand Boneless Boiling Pork, 50-lb. tubs,	per tub,	4.10
Jelly Eggs, bbls. about 300 lbs.	per lb.,	.06⅝
30-lb. pails	per lb,	.07¼
Penny. Chocolate Easter Eggs, cocoanut cream centre, 20 eggs to the pound, 30-lb. pails	per lb.,	.11
Lusterine, a new Scouring and Polishing Compound, 100 1-lb. packs in case with a complete set of decorated dishes, 31 pieces, FREE with each box purchased, not exceeding 5 boxes	per box,	3.85

This deal is subject to withdrawal without notice.

These Prices for This Week Only—March 23d to March 28th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue Phila., Pa.

various cities, will be comparatively independent of speculators and will obtain a larger market for the product, sending some of it to Western cities, and thus get better prices. The shipments are to be so controlled so as not to glut the market at any point.

Some of the wholesale dealers take another view of the matter and say that the so-called speculators, by buying the potatoes and holding them for advances, had helped the farmers to market their output. Now the association will try to do this work, and thus the farmer gets the benefit of whatever speculation there is.

* * *

Eggs have been coming in in unusually large quantities in the last week, with the result that prices have fallen, and the prediction is made that the Easter supplies will be liberal and prices will continue low. The receipts have been more than 35,000 cases for each of the last two days.

The Transportation Committee of the New York Mercantile Exchange has addressed a letter to the Local Freight Agents' Association asking that a new rule in relation to examination of the eggs on their arrival at this terminal be not put in force. The objection is that the wholesale dealers would be put to expense in having a representative present during the examination, the object of which is to discover the amount of breakage en route, and that deliveries would be delayed.

* * *

Importing grocers who went from this city to Washington last Saturday to attend the hearing on the question as to the use of sulphate of copper in canned goods express the belief that the arguments presented in their behalf will have much weight. The Secretary of Agriculture and the members of the Board of Food and Drug Inspection were among those who listened to the claims made by the attorneys for the importers, that the copper, in the minute quantities in which it is used, is harmless.

* * *

The fall in borax prices is interesting grocers. Since October the quotations have fallen from 7½ to 4½ cents per pound in bags, while in barrels the fall has been from 7¾ to 4¾ cents a pound. Estimates are made that the business has fallen off 30 per cent. The reasons commonly given are that the demand from the enameling trades has declined and the meat packers, because of the rulings of the food authorities, have ceased to use borax for preserving purposes.

* * *

It is reported that the Pacific Coast Borax Co., which has controlled most of the trade, is to meet keener competition in the near future, both from domestic and from foreign companies.

* * *

The United Retail Grocers' Association of Brooklyn is sending out to grocers and business men resolutions disapproving the Parcels Post Bill. The Board of Directors is considering a plan for allowing representatives of manufacturers and wholesalers to become members of the association.

* * *

Some of the chain grocery companies are said to have a scheme for getting a little the best of the excise law. It is to take out licenses only for certain months when the demand for liquors is most lively, or at least to omit the summer months when many of the people who buy bottled liquor are away from the city. The saving is $50 on each month that the license is omitted, and in the dull months this is said to be far more than any likely profits. When a company has a large number of stores it may be that considerable money is saved by paying the license fee only for certain months and putting the liquor department out of business in the other periods.

* * *

The first of the cases against the American Sugar Refining Co's employees, accused of attempted bribery and of defrauding the Government by underweighing sugar, resulted last week in acquittal. This case was that of Oliver Spitzer, and the charge on which he was tried was that of attempted bribery.

FRED. A. MCGILL.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

To the Trade:

DO YOU KNOW WHY

CEYLON TEA

HAS

Unvarying Excellence?

IT'S BECAUSE

Ceylon's Climatic Conditions Are Equable;

Ceylon's Volcanic Soil Does Not Degenerate;

Ceylon's Tea Culture Is An Exact Science.

And, Step by Step,

Ceylon's Machine Preparation Processes

Can be relied on to

Give Uniform Results.

Grocery World

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Manager "Prices-Current."

In newspaper interviews published during the week, Pennsylvania Dairy and Food Commissioner Foust has placed himself on record as desiring an amendment to the present State food law by which the punishment will be fine or imprisonment instead of a civil penalty. Under the Act of 1895 the penalty was fine and imprisonment. Under the Act of 1907 which supersedes the Act of 1895 there is no criminal penalty at all. The case is tried in a civil court, and the penalty is recovered as any other debt.

To Make Food Adulteration a Crime.

Commissioner Foust believes the adulteration of food should be again made a misdemeanor punishable by fine and imprisonment. There is much to be said in its favor, and something to be said against it. In its favor is the fact that the adulteration of food *is* essentially a misdemeanor—sometimes even a crime—and for that reason it seems logical that it should be punished as such.

The fact remains, however, that when a food law authorizes imprisonment, it opens the way for rank injustice. Nine out of ten of the merchants arrested for food law violations are morally innocent, and this is the case even under the present food law. To give a judge in an ill temper the power to send such a defendant to jail is to do a very dangerous thing.

As a matter of fact, whether the penalty is criminal or civil, the practical result will probably be the same. In all the time that the Act of 1895 was in force not a single defendant was imprisoned. All were fined, almost always in the minimum amount of $50. It is well to remember, however, that under that law every one could have been imprisoned had the court desired.

Ancient Food Adulterations.

The "Spatula," a drug trade paper, publishes an interesting little item in its last issue to show that all the adulterated food frauds are not confined to the current generation. Here it is:—

> The Greeks and Romans had their troubles no less than we of to-day. Pliny tells us that the bakers of Rome used to mix with their dough a white earth that was soft to the touch and sweet to the taste, and so made bread that had weight and good appearance, but no food value. He also speaks of wine adulteration, and says that even the rich could not be sure that their beverages were pure. The famous wines of Falerno were adulterated in the cellars, and wines from Gaul were artificially colored by aloes and other drugs. In Athens wine adulteration was so common that special inspectors were appointed to detect and stop the practice. Throughout Europe, from the eleventh century onward, food adulteration was very generally practiced by bakers, brewers, spice-mongers and vintners.

This is without doubt extremely interesting, and restores to a certain extent our self-respect. It would be even more interesting to inquire whether in those ancient days there was also not a counterpart of Dr. H. W. Wiley.

The Private Brand.

In a recent issue the "Grocery World" commented on the announced decision of a Maryland canned goods packer to pack no more goods under buyers' label. The position taken was that while the private label was a good thing for the dealer who used it, it was not a good thing for the packer, because it destroyed all individuality of brand and literally built a fence around his goods, which the private label always prevented consumers from climbing.

Apropos of this, a writer in "Mertz' Magazine," a California advertising publication, speaks as follows:—

> The writer has seen labels and cartons for nearly three hundred different grocery concerns, in the storerooms of one raisin packing house in Fresno. These various houses had placed orders for a certain quantity of seeded raisins. As required, the raisins were ordered, the packing house processed and packed them and the raisins then went out under any one of the three hundred brands—but the packing house, the concern responsible for their quality of the raisins and integrity of the package, immediately disappeared—submerged under a wave of gold and highly colored inks, with pictures of every sort of flower and uncounted other devices.

Packers are awakening to this, and very shortly will probably come the time when no considerable number of them will consent to gratuitously assign the reputation of their goods to the dealer instead of exploiting it for themselves.

Dr. Wiley Commended.

Dr. H. W. Wiley, the Government chemist, has said a sensible thing, and the "Grocery World" wishes to bestow upon him all proper credit. In an address in Washington last week before the National Mothers' Congress, he said this:—

> If every mistress of a household in this country should demand pure foods, there would be little difficulty in the courts, and manufacturers would soon cease making things which the mothers of this country would refuse to buy for use in their families.

No truer word was ever spoken. There have been manufacturers who produced adulterated food because their tendencies were naturally crooked. But by far the great majority have produced it, if they produced it at all, because of a public demand. "Cheap! cheap! give us something cheap!" the people have cried and they have gotten their wish. Most naturally the realization has not been quite the anticipation, and in this fact is wrapped the origin of food laws.

But it has been a good thing—this campaign of adulterated food. Because it has taught the public that while it can have cheap stuff if it likes, it will be cheap in quality as well as in price.

Maine Corn.

The esteemed "Oregon Tradesman" perpetrates in its last issue what to the best of the "Grocery World's" knowledge and belief is an absurdity:—

> In connection with the Mocha and Java pure food labeling problem, it is interesting to note how the Maine corn question has been settled. No more sweet corn can be packed and labeled "Maine" save that which is grown within the confines of that State.

This journal has reason to believe that every can of corn sold in this country as Maine corn is actually packed in Maine. There doubtless was a time when it was not, but that time is past.

Can Dr. Wiley Possibly be as Small as This?

If Dr. H. W. Wiley, the Government chemist, is correctly quoted in his address before the Mothers' Congress in Washington last week he is revealing himself as an extremely small and malicious man. It will be remembered that the Corn Products Refining Co., manufacturers of

By Request of the Department of Agriculture

MARCH 16, 1908.

Will you please call attention in your paper, either by publication of this letter, by commenting on it editorially, or in any other way that seems best to you, to the fact that the Board of Food and Drug Inspection will hold a general hearing in Washington, at the Bureau of Chemistry, on Wednesday, April 15, 1908, at 10 A. M., on the labeling of Mocha coffee, particularly with respect to the restrictions which it may be desirable or necessary to place upon Arabian coffee sold under that name.

This hearing is to be held in order to give all those who are interested in the manufacture, sale, and hence of the labeling of these products, an opportunity to meet with the Board and discuss the whole subject thoroughly, the Board thus obtaining their views prior to the promulgation of a decision on this subject.

H. W. WILEY,
Chairman Federal Food and Drug Board.

glucose, defeated him in the recent controversy over the naming of glucose "corn syrup." The Mothers' Congress speech occurred shortly afterward, and in the course of it Dr. Wiley is quoted as follows:—

> I have spoken of maple syrup as an important food product. Other table syrups should also be carefully scrutinized in regard to their purity. We have in this country abundant supplies of syrup-making materials to provide for all the table syrups needed. The maple grove, the sorghum field and the cane field are ready to furnish all the table syrups that we need. There is no necessity any longer, if there ever has been, of using glucose as a basis of a table syrup.
>
> By itself it is not palatable nor is it eaten as a syrup. When used it is very highly flavored with the lowest grade products which are entitled to the name of either syrup or molasses. For instance, the final residue of a liquid character from the sugar refinery is the most common substance used to flavor glucose when offered for consumption upon the table. Not only is it used for the flavoring, but its presence is usually designated by the statement that the syrup has a cane flavor. The table syrups of this country would be vastly improved if glucose were entirely eliminated from their composition, and if there was substituted for this mixed mass the pure products of the maple grove, the sorghum field and the cane field.

However inspired, this is a mean attack upon glucose, a product which all honest and fair scientists agree is perfectly wholesome and nutritious. Whether the inspiration for the slur lay in Dr. Wiley's defeat by the chief glucose manufacturer of the country, the "Grocery World" leaves open to conjecture.

Bankers Reduce Basis of Egg Loans.

The bankers of Pittsburg, as well as dealers in eggs, were, during the week, notified by banking interests in New York and Chicago that during the coming year not more than 10 cents a dozen would be loaned by banks on egg certificates or warrants from warehouses, and it was suggested that egg dealers in buying eggs for storage should govern themselves accordingly. A decision that no matter what false price shall be placed on eggs, not more than this low maximum of borrowing shall prevail is expected to have a great influence on the egg market of the next year, and that it will keep prices down is believed. As high as 16 cents a dozen has been secured in Pittsburg in the last year. Between April 1st and June 15th there is usually stored in the big cities about 300,000,000 dozens of eggs. This move of the banks to curtail wild buying on the part of the egg men is thought to be one of the first moves in effort to control the egg industry of the country, which is now rated at double the importance of the iron and steel industry.

Bread Must Be Sold by Weight in Alleghany, Pa.

Merchants' Protective Association Will Invoke an Old Law Which Forbids Its Sale by Loaf. Campaign Also Backed by Ordinance.

Special correspondence of "Grocery World."

Alleghany, Pa., March 19, 1908.

The Alleghany County Merchants' Association is about to begin a campaign to compel all dealers in bread to sell it by weight, instead of by the loaf. An old law requires the selling of bread by the pound, and detectives will be at once put out through this district in order to secure evidence on which suits will be brought.

The law under which the actions will be brought reads as follows:

> All loaf bread made for sale within this Commonwealth shall be sold by the pound avoirdupois, and every baker or other person offering the same for sale, shall keep at his or her house, or at such other places at which he or she shall at any time offer or expose for sale any such bread, sufficient scales and weights, lawfully regulated for the purpose of weighing the same; and, if any baker or other person shall sell, or offer for sale, any loaf bread in any other manner, the contract respecting the same shall be void, and the person offending against this act, shall, on conviction, forfeit and pay the sum of $10 for every such offense, one-half to the use of the informer, and the other half to the use of this Commonwealth; and it shall be the special duty of the clerk of the market in any place where such officer is appointed, to discover and prosecute all persons offending against this act.

The law is supported by the following local ordinance, passed in 1870 by the city of Alleghany:—

> All loaf bread made for sale, and all loaf bread made within the limits of the City of Alleghany, shall be sold by weight, as follows, viz: Every leaf, twist or roll shall weigh one pound avoirdupois, and every baker or other person offering for sale any loaf, twist or roll bread of less weight than is prescribed by this ordinance shall forfeit and pay the sum of $5 for each and every offense, which sum shall be recovered on conviction before the mayor or any of the aldermen of said city—one-half of said fine or penalty shall be paid into city treasury and the other half to the prosecutor.

JOSEPH C. KANE,
Secretary Alleghany Merchants' Protective Association.

To the Hustling Grocer:--

Does your list of customers include any buttermakers? If it does, then the sooner you send for a trial order of

DANDELION BRAND BUTTER COLOR

PURELY VEGETABLE

the sooner you will open a new line of steady profit, for Dandelion is the acknowledged standard of the world.

If you sell butter made by your customers, you will have a double profit; one on the color and one on the improved butter.

This Trade Mark has appeared on our Butter Color for over 25 years.



Isn't this proposition worth looking into?

WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

"Sunny" Millbourne Flour

Demand for our new five-pound sack is very gratifying

Millbourne Mills
63d and Market St.
SHANE BROS. & WILSON CO.
308 Bourse

Oakdale Steam Crisp Pretzels Salted

¶Genuine steam proeess. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.
Oakdale Building, Philadelphia, Pa.



What Team Would Do This?

Automobiles are different from what they used to be in two respects—1. They don't break down like they used to; and 2. They have been so simplified that any average person can run them.

No man need fear an automobile will betray him into a lot of expense. The **Lindsley Car** will actually save him expense. As a delivery proposition it beats a team at least three times. What team will carry 1,500 pounds thirty miles at the cost of a gallon of gasoline?

The **Lindsley Car** will do that.

WRITE
J. V. LINDSLEY & COMPANY
Suite 1112 Monadnock Bldg., Chicago

Sell That Too

You may want to sell a higher-priced coffee than **Ariosa**; very probably you will.

But that doesn't alter the fact that there is a large sale waiting for it among those of your customers who don't want a high-priced coffee.

When moderate-priced coffees are mentioned, the minds of nine out of ten people turn to **Ariosa.** It is the most widely-advertised package coffee in existence, which naturally greases the wheels to a good trade.

The profit on **Ariosa** is all any one could ask for on such a large selling article.

Arbuckle Brothers
New York

How the Oil Trust Disturbed Retail Oil Business

Extracts from the Testimony of Two Retail Oil Drivers Who Had Relations with the Standard. The Fight Among the Binghamton (N. Y.) Grocers.

The extent to which the Standard Oil Co. has been a disturber of the retail oil business is vividly shown by an extract from the testimony taken in a ease which the United States Government is now waging against the Oil Trust in Cleveland, Ohio. The basis of the charge is that the Trust's methods violate the Sherman Anti-Trust Law.

During the progress of the case last week, one of the witnesses was one Chas. E. Farrell, who said he worked for the Standard Oil Co. several years up to thirteen months ago, said he was taken from his regular duties at Binghamton, N. Y., and sent to Oneonta, N. Y., to operate a tank wagon, selling to the consumers direct. There, he said, he entered into competition with the Tyonda Oil Co., an independent coneern. First, he said, he bought his oil of the Tyonda Oil Co. paying the regular wholesale price, 8 cents a gallon, and sold it to the citizens at the same rate.

The following is taken from the transcript of Mr. Farrell's evidence:

"Were there no profits for you?" asked the Government counsel.

"My wages and expenses were paid by William Mason, the Standard Oil agent at Binghamton," Mr. Farrell answered.

"What was the result?"

"The merchants began cutting prices and fighting among themselves for the trade. My wagon bore the sign of the Tyonda Company. The merchants became angry at that company for allowing me to do that and they stopped selling me oil."

"Then what did you do?"

"Mr. Mason sent me oil and I continued to sell at the same price."

"Then what?"

"The competition became so keen that some merchants gave oil away."

"Did you finally gain a trade?"

"Yes, but the wagon was stopped and I was called in to Binghamton."

Another witness who had worked in the same line was named John J. Shea. This witness had operated a wagon oil business in Syracuse, N. Y., selling consumers direct. He bought his oil from the Standard Oil Co. until he found he eould buy it cheaper from an independent company. He tells what followed:

"Then rival retail wagons appeared in Syracuse, under the name of the Home Safety Oil Company," he said.

"How long did this continue?" asked the Government counsel.

"Until a Standard Oil agent contracted to sell me oil for 3 cents under the wholesale price, providing I bought all of my oil from the Standard Oil Company. They also agreed to have the rival wagons withdrawn. I entered into the contract and the wagons left. The contract ran a year. During the year they allowed me only 2 cents under the wholesale price, and I would not enter into another contract. They said they would allow me 3 cents. I said I wanted to buy where it was the cheapest. They said they wanted the whole hog. I replied that I would fight and be content with the tail if necessary. The fight began. New rival tank wagons appeared and still are there."

In thousands of towns all over the United States this same thing has been done.

AMONG THE TRADE.

The manufacturers who constitute the principals of the members of the Philadelphia Association of Manufacturers' Representatives held a meeting at the Bourse on Wednesday last. There were about fifty present, all representing manufacturers of proprietary goods. The object of the meeting was the discussion of various trade abuses, notably the question of inducing jobbers to give proper treatment to specialty retail orders. Another subject considered was the conflict between the local jobbers and the organized retailers.

Potato Stock Less Than Last Year.

In past years the Bureau of Statistics has made no attempt to investigate the supplies of potatoes carried over the winter season. There has been some inquiry for this information, and the bureau therefore mailed, in the latter part of February, schedules of inquiry regarding stocks of potatoes on hand to about 800 eorrespondents in the principal potato growing counties in the United States. According to reports received from eorrespondents of the Bureau of Statistics during the latter part of February about 30 per cent. of last year's potato crop raised for market remained in the hands of growers. Percentages of principal States are as follows: New England States, 43; New York, 31; Pennsylvania, 28;

New Jersey, 13; Ohio, 25; Michigan, 29; Wisconsin, 31; Minnesota and Iowa, 28. The quantity of-potatoes held in growers' hands is estimated at about 15 per cent. less than a year ago. The proportion of the potato crop raised for market held by dealers at interior points is estimated at about 7 per cent. The quantity of potatoes so held was about 15 per cent. less than the quantity so held at corresponding time last year.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a serles of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that It is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed]

BUTTER AGAIN.

A new creamery tub butter comes along Monday morning that we're going to cut to 33 cents a pound. The price may suggest lower quality—don't let it. The goods you'll find right up to our standard. A fancy, rich, rosy butter, and we want every one of you to sample it just as soon as it is placed on sale. A tub will be placed on the grocery counter along with some oyster crackers, and its up to you men to make a butter record.

OUT WITH THE PEAS.

We're going to have another week's pea selling. The Minuet brand Sifted Early June Peas that have been selling at 15 cents will go on sale all week at 12 cents. We have 300 cases of this brand—far too many for this time of the year. Open a couple of cans and turn them out in a glass dish. Ask every eligible buyer to taste them. Talk about their smallness, about their sweetness. Say to your customer, "Notice the perfectly natural flavor, the uniformity of size and the beauty of color of these goods." Sell a dozen for $1.38; sell a case for $2.70. But *sell* them. In this way we ought to clean up fifty cases this coming week.

Y. M. C. A.

We are asked by the secretary of the Y. M. C. A. to call your attention to the Sunday afternoon meetings held in Association Hall. Unusually fine speakers are engaged for the coming five Sundays. These men, we are sure, have a message of truth to convey. Such meetings are inspiring. The writer has attended many of them and came away with higher resolves. Brighter hopes. Purer motives.

THINGS TO AVOID.

Seeming to hurry a customer after the doors are closed at 6 o'clock.

Talking to a fellow clerk about anything that doesn't concern the business.

Showing indifference about getting business.

Wearing a dirty frock or having dirty hands.

Carrying a face of gloom.

Leaning on the counter while taking an order.

Showing a sample of goods in your hand.

Going too far in pushing our own brands.

Not speaking a word to the one impatiently waiting to be served.

Not having prices at your tongue's end.

Being ignorant of our newspaper advertisements.

Showing the tendency of familiarity with the cashiers or girl clerks.

SELL CANNED SPINACH.

There isn't a canned vegetable back of your counter that is of a more pronounced success than the Garland brand canned spinach. The fresh article that we are selling now isn't to be compared to it. Clean, full flavor, full leaf, packed in solid No. 3 cans which is equal to almost a peck. Sell it with a full guarantee. If not better than the fresh, money back—14 cents. It's a regular spring medicine. Watch for the advertisement man's splendid talk on it this Wednesday morning.

TIN CANS



METAL SHIPPING PAILS

No Boxing or Crating Necessary

FOR Coffee and Spices we believe you will find this new metal shipping pail the best transportation package on the market to-day. It has been perfected only through practical and exacting experiment. We believe it to be practically theft-proof. The cover fits into the pail and is fastened by clinching the cover-lugs over the wired top of the pail. In addition we furnish small steel fasteners (not shown), which are clinched over the cover-lugs and effectively prevent theft in transit.

This galvanized shipping pail is made in four sizes: Small, Medium, Large, Extra Large.

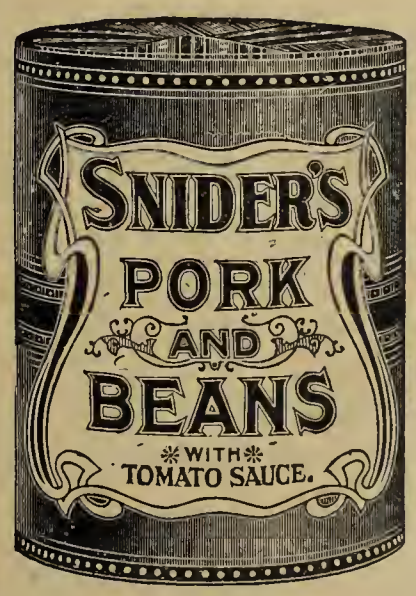
Submit Your Requirements to Our Nearest Office.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES

The Difference Between Bank Notes



If some one said to you I'll give you a bank note if you will do something for me—you wouldn't be much interested, would you? It would be too indefinite.

If some one said I'll give you a ***hundred-dollar*** bank note that would be different, wouldn't it? The same difference exists if one of your customers tells her family "I am going to give you Pork and Beans for dinner"—they are not much interested; but if she says "I'm going to give you

Snider's Pork and Beans"

that means something. We have advertised them so widely that they have been widely used, and because they have been widely used their unusually fine quality is widely known.

Try a can yourself, and you'll be a booster—you can't help it.

The T. A. Snider Preserve Co.

Makers of Snider's Catsup CINCINNATI, OHIO

NEW YORK OFFICE 105 Hudson St. | BOSTON OFFICE 46 Clinton St. | CHICAGO OFFICE 12 & 14 State St.

This week we ask your attention to

Shovels, Hoes, Rakes, Forks

AND OTHER

Agricultural Implements

The season is on top of us, and if you need any goods we are ready to make prompt shipments.

A postal order will command immediate attention.

JAMES M. VANCE & CO.

Jobbers in Hardware

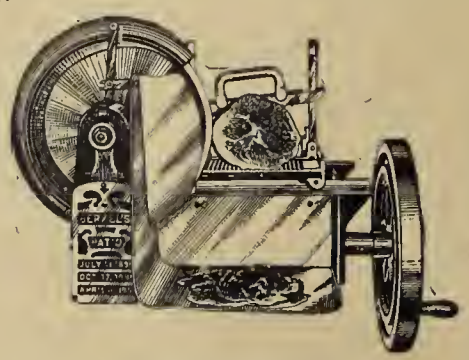
211 and 213 Market St., Philadelphia

SALESMEN!

Suppose a good salesman came to you and offered to work for you for a salary of twenty-five per cent. of the net profits on the ***new trade*** he brought you.

You'd think the offer a good one, wouldn't you? Because for every dollar he earned for himself he'd be earning for you three dollars' worth of profit that you otherwise wouldn't have had.

Well, then.



The American Slicing Machine

will earn for you—in any size store—four times its cost the first year in profit on new trade and additional profit on old trade. It will work for you fourteen additional years for nothing at all.

This isn't alone what we say. It's what thousands of progressive merchants tell us.

Drop us a card and let us send you the evidence—no obligation on your part.

American Slicing Machine Co.

54 Fifth Avenue, Chicago

The Grocer Should Get This Profit Instead of the Druggist

Do you know friend grocer that a druggist's sales of Chewing Gum amount to a lot of profit in a year! If you will put a box of Pulver's famous Kola Gum on your counter where your lady customers can see it, they will buy it from **you** instead of the druggist—**"Get the money."** Universal Coupons in each case.

Pulver Chocolate and Chicle Mfg. Co.

ROCHESTER, N. Y.

THE GROCERY MARKETS

Tea.

The tea market is about unchanged from a week ago. The demand is fair for the season, which means moderate. There have been no changes in price. Low grades are still firm; other grades about steady. There is no indication of any immediate change in the prices of any grade.

Coffee.

The market for Rio and Santos coffee continues dull and listless. There is practically no speculation at all. The actual consuming trade and the roasters are buying from hand-to-mouth, recognizing the fact that only a few months will elapse before the receipts will be heavier and the new crop begins to come in. The trade are keeping closely in mind the fact that the holdings of the Brazilian syndicate are costing more every day, storage, interest, etc., for nearly two years running into money. The new attempt now pending in Brazil to organize a company to increase the consumption of coffee is not looked upon very seriously by the trade of this country. Milds are steady and unchanged. Java and Mocha are unchanged and in moderate demand.

Sugar.

Due to the high and advancing raw sugar market, refined sugar advanced 30 points during the week, all refiners concurring. Raws are very firm. There is an expected deficiency of about 33⅓ per cent. in the Cuban crop, and the total shortage in all cane sugar producing sections is expected to reach 600,000 tons. Europe is also high, and Cuban raw sugar is ruling at the highest price for years. Refined is strong at the advance and is likely to go still higher very shortly. The demand is fair.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup rules steady at unchanged prices; demand fair. Sugar syrup is in good demand for export, not so good for home trade. Prices are unchanged. Molasses rules steady at the advance noted last week; demand fair.

Fish.

No change in fish has occurred during the week. There is a good demand for Irish mackerel and also for Norway 2s and 3s, all of which, but particularly Irish, are scarce. Prices are firm but unchanged. Shore mackerel are about, but are not wanted to any extent. Cod, hake and haddock are quiet at unchanged prices. Salmon is dull at ruling prices. Domestic sardines show no change for the week, market rather weak. Imported sardines are wanted and rule high and firm by reason of scarcity.

Canned Goods.

Tomatoes are dull and unchanged in price, both spot and future. Corn is moving only in a small way, and prices show no change. Spot peas are a little easier, packers feeling inclined to move stock. Futures are still steady to firm. Peaches are unchanged and quiet. Apples show no change from the last quotation and rule fairly active. The Baltimore line of small canned goods is unchanged and quiet. California canned goods in first hands are dull; prices unchanged.

Dried Fruits.

Prunes are even further demoralized. Sales have been made during the week on a 2¾-cent basis, which is equivalent to a decline of ¼ cent for the week. Some sales are even reported as low as 2½-cent basis. The demand is good. Peaches are in fair demand at unchanged prices. Apricots are scarce and cleaning up. Currants are cheaper on this side, but slightly higher abroad. Raisins are still soft and weak, but no further decline can be reported. Citron is dull and unchanged. Dates are in fair demand at ruling prices. Figs are selling well in other markets, but very little in Philadelphia.

Beans and Peas.

Pea beans, both imported and domestic, are unchanged in price and in very light demand. Marrows are somewhat off, the present quotation being $2.10 to $2.15 in a large way. California limas are about 5¼ to come forward and about ⅛ more than that on spot. Dried peas, yellow and green splits, and green and Scotch are all unchanged and in fair demand.

Butter.

The butter market has remained stationary during the week. The receipts of fresh butter are about normal and are selling on arrival on the present

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

basis. The future of the market depends on the consumptive demand. The present outlook indicates that there may be no change during the coming week, and what is said here applies also to held goods and under grades.

Eggs.

The receipts of fresh eggs are very liberal, and in consequence the market has declined about 2 cents during the week. All of the present receipts are absorbed readily at full prices, and present values are about the same as a year ago. Future prices, however, are quite uncertain and depend on the speculative demand. The market seems to have about reached bottom. The quality of eggs arriving is very fancy and good enough for storage purposes.

Cheese.

The cheese market is unchanged. Considering the price there is a fair demand. Present prices are about 1 cent above a year ago, and stocks are lighter than for many years at this season. The future depends on the consumptive demand. No radical change is expected for the present.

Provisions.

The market for smoked meats is about ¼ cent above the price ruling about a week ago. There has been a reduction in the supply of hogs, and the price of hog products is about ¼ cent higher. Both pure and compound lard have also advanced ¼ cent. Barrel pork, dried beef and canned meats are in better demand at unchanged prices.

Nuts.

Almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed nuts, 11 cents per pound, demand poor; peanuts, choice, green, 4 cents per pound; fancy, 5 cents per pound; jumbo, 6¼ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair.

INDIVIDUAL MARKET REPORTS.

Imported Fish Products.

The herring market has shown some slight improvement as to demand, but no improvement whatsoever in regard to prices, which are as low as ever and are not likely to advance any more this season.

Irish fat herring are the only article that is really in good demand and for which good prices are being paid.

Norway herring are in good hand-to-mouth demand and prices tending in buyers' favor.

Mackerel.—There has been a very fair hand-to-mouth business. There has been little doing in Irish mackerel, but several parcels of Norway mackerel have changed hands, so that now the total stock is virtually concentrated in two or three hands. There is just one parcel in the way yet, and if this small lot of Norways is taken up by one of the three parties the market will be sure to advance quite abruptly, as there is positively not enough mackerel in the market to cover the demand. Besides, Norway 4s, for instance, are certainly very much cheaper in comparison to Irish, and they are certainly very much finer in quality.

Imported Oil Sardines.—There is absolutely no change, as no stocks can be expected until the new catch starts in again. The few cases of Portuguese sardines that are coming are taken up readily by eager buyers.

Sprats.—The fishing has been a big failure. Stocks are extremely small here and abroad, and prices are very firm and are sure to advance when the very least improvement in demand shows.

Norway smoked sardines continue in very good demand, and, thanks to the scarcity of French sardines this season, Norway smoked sardines have really taken the lead of the market.

STROHMEYER & ARPE CO.
New York, N. Y.

Spices.

The market continues active, with good spot demand. Prices we note are somewhat firmer. There is also a gradual increase in supplies.

Pepper.—Supplies of Singapore small. The price is firmer for spot goods. Other grades are all in good demand.

Cayennes are extremely scarce. Prices of Zanzibars and Mombassas are likely to go much higher.

Cloves.—The demand has been exceedingly steady. Spot stocks are rapidly disappearing. Futures from Europe and the East are much firmer, and the tendency appears upward. In fact, an advance of about 1 cent per pound has occurred during the week. It is a fact that the present crop is smaller than first reported.

Pimento (Allspice) is fairly active; prices are unchanged, which are low and safe at present.

Mace.—Good grades are scarce and high in price. Demand fair.

Nutmegs.—Demand is quite satisfactory; prices are fairly steady.

Cassias.—Demand continues exceedingly good; prices are unchanged. There is still a great scarcity of China rolls in cases.

Gingers.—Prices are firm and the demand quite satisfactory.

Seeds.—Caraway is slightly easier; poppy somewhat firmer; celery and coriander are unchanged.

McCORMICK & CO., INC.
Baltimore, Md.

Coffee.

Our last report was dated the 15th ultimo. The expected sharp falling off in the receipts at Brazilian shipping ports has not materialized as yet; nevertheless, we believe that the total receipts at Rio and Santos during the current crop year will not exceed 10,500,000 bags, a figure which we maintained without wavering since September 14th.

The receipts are in line with those of the crop years 1904-5 and 1905-6, when the total amounted to 10,000,000 and 10,250,000 bags respectively.

The figures indicate that the consumption of Brazil coffees keeps up to the high level reached last year. With speculation practically eliminated, it is reasonable to expect that the law of supply and demand will have its influence on values more especially from now on, since we are entering a period of small receipts at Rio and Santos. With average receipts running in the neighborhood of 15,000 bags a day at both ports, and a consumption going on of 35,000 bags a day, the deficiency of the supply is bound to make an impression on existing stocks, and therefore affect prices.

The consumption of mild coffees has not fluctuated much during the last four years, in fact it shows a tendency to decrease. The production likewise has not varied much in recent years. This year there will, however, be a shortage of about 600,000 bags in mild coffee crops, which shortage will be felt in the receipts from now on, but will be more severely reflected in the receipts during the six months immediately following the close of the fiscal year.

The receipts of mild coffees in consuming markets during the months of March to June, inclusive, amounted to in 1905, 1,900,000 bags; 1906, 2,650,000 bags; 1907, 2,200,000 bags; whilst this year we do not believe that more than 1,600,000 bags will come forward of these coffees during that period.

HENRY NORDLINGER & CO.
New York, N. Y.

Baltimore Canned Goods.

Continued favorable weather for shipping canned goods without any danger of freezing on the road has brought to this market many orders for small lots of assorted goods which probably would not have been purchased before April under ordinary conditions, and they further emphasize the fact that a majority perhaps of the jobbers are not carrying their usual stock of canned goods, having added very little, if any, to their stock since October last. The aggregate of those orders makes a respectable total, and barring unfavorable weather later on the usual spring demand may be looked for with confidence. The transportation lines are anticipating an earlier than usual opening of the lake and rail routes with their lower freights which always helps the canned goods business very materially in the markets reached by those lines in the West, Northwest and Southwest.

Orders for tomatoes for prompt shipment were more numerous during this week and some of them were for good-sized lots. No one expects any boom in them, but there are good reasons to believe that the demand during April, May and June will be

of a very satisfactory character. The buying orders recently have covered almost every State in the country, which recalls the remarkable activity in that article almost up to the most serious days of the panic in October. It looks like the present prices may prove to be the lowest of the year. The jobbers are beginning to show more interest in future tomatoes, and the developments during the week rather favor the idea that the buying of them has not quite gone out of fashion. From now on the activity in that line may be expected to show improvement each week.

Next to tomatoes the largest demand was for cove oysters, which yielded a little bit in prices unexpectedly because of the unusually warm spell of weather here. In the general lines of fruits and vegetables no one article seemed to be the leader, the demand covering about equal quantities of nearly all of the staple articles as well as some of those articles which have not been at all active since last fall. Those small jobbing orders frequently repeated aggregate a goodly quantity when counted up at the end of the month.

THOS. J. MEEHAN & CO.
Baltimore, Md.

MARKET NOTES.

Florida oranges are still dull and about unchanged in price. Values range from $2 to $3.50 per box, and the demand is very small.

—

Florida tomatoes range from $2.50 to $3.25 and the demand is excellent. The quality shows considerable improvement.

—

Asparagus is now coming forward from North Carolina and sells at 85 cents per bunch. The demand is light.

—

Rhubarb from Long Island commands $7 per 100 bunches, and is selling only slowly.

—

New Bermuda potatoes range from $1 to $1.25 per basket. The demand is fair.

—

Florida grapefruit ranges from $2 to $5 per box, and is selling in a very limited way. The quality is good.

—

Florida strawberries range from 40 to 50 cents per quart, and the demand is good.

—

Hothouse radishes range from 3 to 3½ cents per bunch, and the demand is fair.

Is This a Miracle?

Southern Concern Claims to Have a Machine, Price $2.00, Which Will Make a Pound of Butter from a Pint of Milk.

A concern calling itself the Star Manufacturing Co., of Covington, Ky., seems to have performed a miracle. In a recent issue of the Philadelphia Sunday papers it inserted the following advertisement:—

> BUTTER THREE CENTS A pound; one pint of milk makes one pound of butter; new discovery; machine sold on payments $1 a month; every family will buy one; thousands of dollars to agents. Write for circulars, Star Manufacturing Company, Covington, Ky.

A "Grocery World" representative sent on for details of the plan and received some persuasive literature which contends that the firm have a machine which will change a pint of milk into a full pound of good butter. Naturally none of the machines used by the creamery industry can produce any such results, and if this machine honestly produces them, the industry is revolutionized. The price to agents is only $2, which is cheap for a miracle-worker.

The following is the Star Manufacturing Co's own explanation of its machine:—

A FORTUNE OFFERED THE INVENTOR

Before this Company was organized to manufacture this machine, the inventor was offered $100,000.00 for all his American and Foreign rights by one of the largest Trust Companies in the United States, but he preferrd to associate himself with good old Kentucky people, whom he has known all his life. In this way he could control this grand invention, and give to every family, either rich or poor, an equal opportunity to have one at a reasonable price.

GREASE IS UNHEALTHY.

Butter as you buy it from the store to-day, is nothing more or less than salted grease. Nearly everyone eats too much fat or grease. Grease cannot be digested by the stomach, so it is forced into the intestines, where it is taken up by the blood and formed into fatty tissues of the body. When too much fat is eaten, the blood becomes impure or poisoned. Nature throws it off—through the pores of the skin—causing skin diseases and a bad complexion.

GOOD BREAD AND BUTTER

Are healthy when too much butter is not used. In order to please the taste, nearly every one spreads too much butter on their bread, which interferes with the digestion. Now, these are true facts. Our machine makes you a butter, having all the delicious flavor and taste of the best creamery production, and still it contains only one-half of the injurious butter fat.

ANY MAN, WOMAN OR CHILD

Can operate the machine. Simply turn the crank two minutes' time, and the machine will make you the sweetest, purest butter you have ever tasted, out of one pint of milk or cream.

THE RESULT OF APPLIED SCIENCE.

Our Electrical Butter Maker is not the result of a dream or any other foolishness. On the other hand, it is the production of years of hard study and chemical research. Only a few years ago electricity was hardly known as a useful element in applied science. Now the scientific world uses it as the basis of all experiments. The butter we make and the results obtained with our machine is produced entirely by static electricity. Pages could be written on this scientific devlopment, but we will be as brief as possible.

HOW THE BUTTER IS MADE.

First, static electricity is derived from the air we breathe, and its greatest affinity is hydrogen, which composes two parts of any moisture. Our machine is so constructed that when it is in motion it carries a certain amount of air down a central tube and into the vacuum caused by the speed of the centrifical mixers. This air carries with it static electricity. That mixes with the hydrogen in the butter and milk, causing the globules to separate and unite with each other, thus forming together as one unit, the milk and butter, the result of which is butter in its purest state.

SAVES $26.00 A YEAR.

The average family uses three pounds of butter a week, which costs $50.00—on an average—for the year. Our machine saves one-half of this expense, or, in other words, it saves 50 cents each week, which amounts to $26.00 each year. Just think of this great saving.

MONEY TO AGENTS.

Anyone can sell this machine. You can sell one to every family. Don't say you don't know about it, for we know you can just take our machine and let anyone try it, and as soon as they see what it will do, your sale is made. If they cannot spare all the money, you can sell it to them on payments; $2.00 down, and $1.00 each week, for three weeks, or $4.00 cash.

CORRESPONDENCE

To Get Cotton Oil.

Allentown, Pa., March 16, 1908.
Editor "Grocery World."

Dear Sir:—Will you please let me know where I can get at wholesale the best refined cotton-seed oil and at good price.

Yours truly,
JAMES CASSONE.

J. M. Harley & Co., 231 North Front street, Philadelphia.

* * *

Manufacturers of Display Cases.

Island Heights, N. J.,
March 12, 1908.
Editor "Grocery World."

Dear Sir:—Please send the name of a Philadelphia manufacturer of display cases to stand on floor, or glass front counters perhaps better describes them.

Thanking you for the favor, we remain,

Yours truly,
STANWOOD BROS.

Messrs. Miller & England. 7012 Woodland avenue; Walker Patent Pivoted Bin Co., 24 South Seventh street, both of Philadelphia, Pa.

—

Hothouse cucumbers range from $1.50 to $1.75 per dozen. Florida cues are especially high—$6 per crate. The demand is slow.

—

Florida peppers range from $1.75 to $2 per crate, and the demand is slow.



A Revolving Display Stand

Filled with green vegetables at this time of the year would be simply irresistible, and your sales would be increased, goods saved from waste and profits doubled

Let Us Tell You About It

Galesburg Cornice Works
142 E. Ferris Street Galesburg, Illinois



"If I go into the class-room to demonstrate the action of a stimulant and tonic food-beverage, I use Blooker's Cocoa; I cannot afford to employ any other."
W. H. MORSE, M. D.,
Consulting Chemist.
American Depot, 46 Hudson St., New York

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

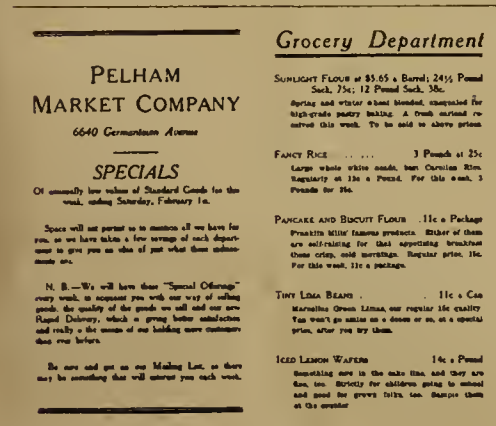
One of the neatest little grocery advertising folders which has come to this department for a long time was issued by the Pelham Market Co., 6640 Germantown avenue. It is printed in the four fold style, and is here reproduced in reduced form.

* * *

This is very well prepared and very well printed. It will attract attention, and the attention it attracts will almost surely be favorable. The only criticism I would make of it is that being printed only on one side it is a little unwieldy in form. I believe in making a piece of advertising as easy to read as it is possible to do so. Making it easy to read means printing it on convenient-sized paper as well as using proper type. This folder would have probably been just as effective printed on both sides, and it would have been a good deal more compact and incidentally would have cost a little less.

* * *

If grocers who are a little careless about their printed matter, and who leave the whole thing to the printer because "he knows better," could realize the impression of high gradeness which is created by a piece of printing like this, they would turn over a new leaf. You think the average consumer doesn't understand; I admit that he doesn't. Nevertheless he is impressed even without understanding. There is something about a piece of good, tasty printing that impresses, exactly like a suit of good clothes. By the same token there is something about ordinary printing which creates an impression also, but it is of another sort. Any man who has studied advertising will tell you instantly that the form of an advertisement—the external features; paper and type and arrangement—are even more important than the matter of it.



PELHAM MARKET COMPANY

6640 Germantown Avenue

SPECIALS

Of unusually low values of Standard Goods for the week, ending Saturday, February 1st.

Space will not permit us to mention all we have for you, so we have taken a few wrongs of each department to give you an idea of just what these economies are.

N. B.—We will have these "Special Offerings" every week, in accordance with our way of selling goods, the quality of the goods we sell and our new Rapid Delivery, which is giving better satisfaction and really is the means of our building more customers than ever before.

Be sure and get on our Mailing List, as there may be something that will interest you each week.

Grocery Department

SUNLIGHT FLOUR at $5.65 a Barrel; 24½ Pound Sack, 75c; 12 Pound Sack, 38c.
Spring and winter wheat blended, guaranteed for high-grade pastry baking. A fresh carload received this week. To be sold at above prices.

FANCY RICE . . . . . 3 Pounds at 25c
Large whole white grains, best Carolina Rice. Regularly at 12c a Pound. For this week, 3 Pounds for 25c.

PANCAKE AND BISCUIT FLOUR . 11c a Package
Franklin Mills' famous products. Either of them are self-raising for that appetizing breakfast these crisp, cold mornings. Regular price, 15c. For this week, 11c a package.

TINY LIMA BEANS . . . . 11c a Can
Marvellus Green Limas, our regular 15c quality. You won't go amiss on a dozen or so, at a special price, after you try them.

ICED LEMON WAFERS . . . . 14c a Pound
Something new in the cake line, and they are fine, too. Strictly for children going to school and good for grown folks, too. Sample them at the counter.

Fresh Vegetable Dept.

All our Fresh Fruits and Vegetables are carefully selected each morning by a special buyer for this department.

All Phone or Mail Orders will be filled with the same exactness as if you came in person.

A Few Specials for This Week

CRISP PENNSYLVANIA CELERY, 10c and 15c a Bunch.

FRESH RIPE FLORIDA TOMATOES . . 18c a Quart

LARGE FLORIDA ORANGES . . . . . 35c a Dozen

FANCY INDIA RIVER FRUIT, of very large size and smooth, thin skin, juicy and sweet. 12c Oranges at a box, at $3.50; half box, $1.85.

CHOICE BALDWIN APPLES . . . 50c a Basket
Fair size Baldwin Apples, good for sauce and baking, all sound. At this price for this week only.

FRESH GARDEN SPINACH . . . 15c a Half Peck
Good color, crisp and not full of grit and sand.

FINEST PENNSYLVANIA POTATOES, 55c a Basket
Best smooth Pennsylvania Potatoes, good cooking, very dry and mealy. We have 631 bushels to offer at this price. Lay in a supply.

Meat Department

The greatest offering in the department we have to. We sell Charles Roesch's Finest City Dressed Steer Beef, Lambs and Veal, killed and dressed to our order. Inspected by both State and National Pure Food Departments. We offer

FINEST SHORT TOPPED, BEST CUTS, RIB ROASTS, 18c a Pound
Ornamed standing or boss and roll, and every cut guaranteed to give satisfaction

LEGS REAL LAMB . . . . . 18c a Pound
In all sizes and the finest lot we've ever had to our stores

SUGAR-CURED REGULAR HAMS . . . 12c a Pound
In sizes from 7 to 12 Pounds, and very fancy stock. All sugar-cured and smoked just right.

The above are the offerings for this week. Some one of which must attract your attention, and remember, with each sale our guarantee. Money back for anything that does not give perfect satisfaction.

Cost of Necessaries Lowest in Thirty-three Months.

Bradstreet's Shows that Fluctuation in Most Foods and Other Necessities Has Been Downward. Total Decline Twelve and One-half Per Cent.

Speaking further of the cost of living, the reduction in which was briefly referred to last week, the expenses of the necessaries of life are lower now than they have been in thirty-three months, according to Bradstreet.

It was in March, 1907, that the highest general level of prices for foodstuffs, textiles, coal and other commodities was reached. Since then they have dropped 12.5 per cent., the decrease being fairly evenly distributed from month to month.

There have been some thirty increases in price during the year, but Bradstreet's records show that sixty-three products, including provisions and textiles, cost less than last March. Of the thirty products that are higher, some are sugar, tea, potatoes, apples, wheat, corn, oats, barley, soft coal and petroleum.

Prices are still 40 per cent. higher than the low level recorded on July 1, 1896.

In averaging fluctuations of prices, Bradstreet's uses an index figure, representing a compilation of costs of more than 100 commodities. The record goes back sixteen years.

Index numbers for thirteen staples, estimated on totals of prices per pound, show that the price of ten out of the group decreased during February. One remained unchanged and two went higher.

The following table illustrates the movement in prices of these thirteen staples in the last twelve years:—

	1906. July 1,	1907 Mar. 1,	1908. Jan. 1,	1908. Feb. 1,	1908. Mar. 1,
Breadstuffs..	$0.0524	$0.0817	$0.1079	$0.1049	$0.1048
Live stock...	.1855	.3315	.2810	.2805	.2840
Provisions...	1.3619	2.1049	1.9676	1.0522	1.9117
Fruits.....	.1210	.2003	.1614	.1619	.1619
Hides & lthr	.8250	1.1975	1.1200	1.0800	1.0700
Textiles	1.5799	2.7369	2.6711	2.5525	2.4850
Metals.....	.3757	.8466	.5478	.5547	.5609
Coal & coke	.0048	.0080	.0064	.0063	.0062
Oils.....	.2082	.3428	.3401	.3368	.3260
Naval stores	.0402	.1170	.0649	.0829	.0800
Bldg. mtrls..	.0716	.0906	.0899	.0892	.0894
Chem &drgs	.6607	.7083	.6710	.6656	.6600
Miscellan's..	.2150	.3632	.2587	.2600	.2500
Total.....	$5.7019	$9.1203	$8.2949	$8.1275	$7.0862

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

IT SAVES TROUBLE
and annoyance many times to have



ABSORBINE

handy in case of a Bruise or Strain. This remedy is rapid to cure, pleasant to use, and you can work the horse. No blister, no hair gone.

ABSORBINE cures Lameness, allays pain, removes any soft bunch quickly. $2.00 per bottle delivered or of regular dealers. Book 6-B free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Badly Strained Joints or Ligaments. Kills Pain.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

AGENTS WANTED

To Solicit Subscriptions to
"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

PIANOS FOR PREMIUMS

AND MAKE YOUR COMPETITORS PAY THE BILL!!

Send for our novel and highly practical plan for doubling your business at the expense of your competitors.....

Set the Whole Town Talking

Bring a Crowd to your Place of Business—Add Thousands of Dollars to your sales; make new customers and fast friends and

Make Your Competitors Pay the Bills

The finest legitimate premium scheme ever devised. Is doing wonders to-day for several thousand wide-awake business men and will do the same for you.

WANTED—A FEW RELIABLE SALESMEN TO CANVASS THE RETAIL TRADE. ADDRESS DESK 67

BOSTON PIANO & MUSIC CO.
WILLARD F. MAIN, Proprietor
IOWA CITY, IOWA

Your Customers Have Dyspepsia

GOFF'S HERB BITTERS

Will Positively Cure Them.

Write for our special proposition.

S. B. GOFF & SONS CO.
Established 1872. Camden, N. J.

Anker's Bouillon Capsules



It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK



The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia



Santa Monica, Cal.

Grocers and dealers in fresh meats at Santa Monica, Cal., have united in demanding prompt settlement of all accounts. Every grocer in the city has signed an agreement absolutely limiting the credit given to their trade. There is no deviation from the set rule and the new plan is working admirably. An advertisement bearing the signature of every grocer is appearing in the daily papers outlining the plan. Here is the advertisement:—

To Whom it May Concern:—

Owing to the present financial condition, and realizing that business conditions have changed, whereby we are selling on closer margins than ever before, and to enable us to even sell on still closer margins, we are compelled to adjust our business on as near a cash basis as possible, safeguarding our own welfare as well as reducing the living expenses of our customers.

We have mutually agreed to adopt the following rules:—

All weekly bills to be paid each Monday morning.

All monthly bills to be paid on or before the 10th of each month, cash to accompany orders after that date until bill is paid.

In no case is credit to be extended longer than thirty days. All accounts to be paid in full, and no balances to be carried over to following month.

We believe this is only fair, for we are now compelled to pay for our goods on the same terms, and unless we can enforce these rules our business life is threatened.

We believe this will work a hardship on no one, but will benefit merchant and customer alike. We promise to supply you with meat and groceries as cheap as spot cash will buy them.

We ask your co-operation.

(Signed)

((Then follow the signatures of all merchants.)

Indianapolis, Ind.

At the last meeting of the Board of Directors of the Indianapolis (Ind.) Retail Grocers' Association it was decided to renew the efforts made two years ago to stop the retailing of coal oil and gasoline at wholesale prices by the oil companies. There are now four wholesale oil companies operating in Indianapolis. Of these there is but one which sells at retail—the Standard Oil Co.

At the meeting the Committee on Wholesalers and Manufacturers was instructed to formulate a protest against the practice of wholesalers entering into competition with the retailer and to forward the protest to all the oil companies doing business in the city. This committee drew up a protest, instructing the secretary to mail a copy to each of the four oil companies. The protest is as follows:—

Gentlemen:—Whereas, it has been known for some time by the Retail Grocers' Association of Indianapolis, that certain oil companies operating in this city have been selling coal oil and gasoline to consumers by a house-to-house delivery and in many cases at practically the same prices as that charged to the dealer, now, therefore, we, the Retail Grocers' Association of Indianapolis, protest against such practices, believing that it is not just and equitable for a wholesale concern to enter into competition with the retail dealer.

We further desire to state that it is the unanimous decision of our Association to bestow our patronage upon such concerns as do not indulge in such practices as above described.

This action was taken by the Board of Directors of the Retail Grocers' Association of Indianapolis, at a meeting held February 25, 1908, and the Committee on Wholesalers and Manufacturers was instructed to formulate a protest against such practices and forward same to the several oil companies operating in Indianapolis.

A reply to this communication is respectfully requested.

Respectfully,
RETAIL GROCERS' ASSOCIATION.
E. F. Bloemker,
E. X. Erath,
Chas. Koehler,
Wm. Schwegman,
L. P. Cornet,
Committee on Wholesalers and Manufacturers.

Up to the present the Standard Oil Co. is the only wholesale company retailing oil in Indianapolis and it is claimed that fully 60 per cent. of the oil and gasoline sold in the city is sold by the Standard's retail department.

St. Louis, Mo.

The St. Louis Retail Grocers' Association has put itself on record as being in favor of the principle of fixed retail prices through the passage of a resolution asking certain manufacturers to make a minimum selling price on the staple goods they put out. The resolution reads as follows:—

Resolved, That the Secretary be instructed to write the Great Western Cereal Company and the Quaker Oats Company and ask them to arrange for a minimum retail selling price of 12 cents a package on Mothers' Oats and Quaker Oats under present conditions relating to the wholesale price.

Chicago, Ill.

Considering that many of the Chicago jobbing houses in all lines have been working with the mail-order concerns of the Windy City, the members of the Retailers' Commercial Union, an organization composed of some 175 leading retailers in Iowa, Minne-



On Top

"Malta-Vita" has always been the "top notcher" Wheat Flake.

"Malta-Vita" Corn Flakes have just been pronounced by experts the "top notcher" Corn Flake—and they ought to know.

An Easy Seller!

It's the biggest 10c p'k'ge on the market—36 p'k'g's to a case—you can sell it on the reputation that "Malta-Vita" has always had.

Free Deal

Until April 15th order all corn—all wheat—or assorted as desired and get

1 case free with 7

With 7	cases	1	case	free,	equivalent	to	$2.36	net	per	case	
" 5¼	"	¾	"	"	"	"	2.36	"	"	"	
" 3½	"	½	"	"	"	"	2.45	"	"	"	
" 1¾	"	¼	"	"	"	"	2.45	"	"	"	
" ⅞	"	⅛	"	"	"	"	2.45	"	"	"	

Regular prices $2.85 per case — $2.75 in 5 case lots.

Order thro' your Jobber.

Malta-Vita Pure Food Co.,

Battle Creek, Mich,

sota, South Dakota, Kansas and Missouri met this week in St. Louis to express disapproval of some Chicago methods and to buy of St. Louis wholesalers.

Cincinnati, Ohio.

The Sunday-closing campaign started by the Butchers' Association of Cincinnati, Ohio, has resulted in something like sixty arrests. About fifty of these cases resulted in fines of $50 and costs, the balance being thrown out of court on account of lack of evidence. These latter cases were mostly against grocers who have saloons attached. The Grocers' Association has practically placed itself on record in favor of Sunday closing.

SHOW CARDS AND POSTERS

When properly used make the sale of goods easy. *We have nearly anything you can use already printed* at prices *so low* that you cannot afford to be without them.

GROCERS' PRINTING COMPANY
108 N. Front Street, Philadelphia

SAY! Have you tried one of those wonderful **String-cutting** Rings? They are great. Save time, string and fingers. Price, 25 cts. each.
AGENTS WANTED
THE ROBERT YOUNG MFG. CO, Coatesville, Pa.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. Breckenridge.

Port Wine.

It takes its name from Oporto, in Portugal, the chief port from which this wine is shipped. It is the fine dark red or purplish wine of the Upper and Lower Douro, near Lisbon.

When new and genuine—which is rare—it is rough, strong and rather sweet to the taste; but with age, in bottle, it becomes tawny, losing its astringency and becoming a rich and strength-giving stimulant.

It usually contains about 25 per cent. of proof spirit, and its effect is rather stupefying than exhilarating.

Port should never be very sweet. A dry wine is full in flavor, but not abounding in sweetness, while a full-bodied wine is generally newly made.

The sediment usually seen in old bottles of port consists of bitartrate of potash (cream of tartar), which being slightly soluble in wine, gradually settles and forms what is known as "crust." This crust must not, on any account be allowed to pass into the decanter. It is also desirable for the decanter to be quite as warm as the wine that enters it.

The finest white ports are Lacryma Christi, Dedo de Dama, Muscatel de Jesus, Ferral Branco, Malvazi (or Malmsey), Abelhal, Agudeho, Alvaraca, Donzellin Folgozao, Gonveio, White Mourisca, Rabo da Ovelho and Promissao.

The best black port is Touriga, and the sweetest Bastardo. Other dark kinds are Souzao, Aragonez, Pegua, etc.

Preserved Ginger.

Preserved ginger, both Chinese and that from the West Indies, are supposed to be prepared from the same kind of plant, Zingiber officinale, but Chinese is much more tender and succulent than the West Indian product—so much so that it is impossible to dry the rhizomes sufficiently to render them fit for export in the usual commercial form; if it had, dried ginger would have been exported from China long ago.

In China the young green tubers, or roots of the plant, are first scalded, then washed in cold water and peeled. They are next covered with a weak

Isn't It Foolish To Advertise Light?

It seems ridiculous to advertise light, so obvious is it that that which is lightest is cheerfulest and draws the most people.

Particularly a store. Every *successful* grocer in business uses an amount of light that you might consider extravagant; but it isn't—it is business. These grocers make their stores cheerful because they know that cheeriness brings people, and people buy.

You'll find that the most successful stores are always the ones that are the brightest at night.

Talk this over with us.

The Philadelphia Electric Co.
10th and Chestnut Sts., Phila., Pa.



YOU BE THE JUDGE

If you were buying corn, and two samples were before you, one shading from yellow to light brown at the edges of the corn, showing that it has been cooked too much near the tin, and the other pure white, every kernel sweet and perfect, which would *you* buy? The one you would buy is the one your customers will *keep* buying—"Onarga Country Gentleman," cooked by the new automatic process—perfect, unmatchable.

Iroquois Canning Company, = = Onarga, Ill.

Your April Trade

¶ Why not "force" it all you can by using leaders that will pull biggest IN April.

¶ Then around every such leader have grouped many profit-payers that will sell particularly well IN April.

¶ Both the relatively few leaders and the relatively many profit-payers for thus "forcing" your April trade are to be found—as nowhere else—in our April catalogue.

¶ A **special** sale of glassware, crockery and china is THE feature of the book—over and above the **regular** monthly lot of timely leaders in every department.

¶ And all through the book are such goods at such prices as will enable YOU to do a big business THIS April.

¶ Besides—on the Green Pages you will find resultful plans for using the goods to the best advantage in YOUR grocery store.

¶ The full extent to which what we say here is **a fact for you** will be apparent if you but leaf our April catalogue through.

¶ Consider conditions as they are for you right now. Then say can you **afford** not to send for our April catalogue—right now?

¶ Its number is D660. Shall we send it—to YOU?

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE DALLAS

syrup (say, one pound lump sugar in six pints of water for twelve pounds of ginger), and left for two days. The syrup is then poured off and replaced by stronger syrup, and this is repeated two or three times until the syrup is made very thick (say, twelve pounds of sugar in twelve pints water, boiled and stirred till of the consistency of virgin honey), and the ginger swollen, bright and nearly transparent. The pieces of ginger thus charged with syrup are then packed in jars or glass bottles as close as possible, and these are next filled up to the very top with more thick syrup, so as to leave no room for air. The bottles are finally corked and the jars are made airtight by pasting lids and parchment over them. The Chinese preserved ginger is nearly all prepared at Canton and Hong Kong.

A kind known as Ng Mai Keuing is preserved in Swatow, from an Alpine plant (Alpina galanga), but it is not like the Canton and Hong Kong ginger, and is only made up for native consumption, to be used medicinally or for cooking. Some of it goes to the Straits Settlements, but none to Hong Kong.

That preserved in Jamaica is mostly put up in glass bottles, but the prices are usually exorbitant.

Fighting Hard for Color in French Canned Goods.

Rumors of a Forthcoming Decision Against It Drives Importers to Washington. Hearing Before Federal Food Authorities on Question of Harmfulness.

The leading importers of French canned vegetables, notably peas, Brussels sprouts, string beans and Flageolet (lima beans), are bringing great pressure to bear upon the Department of Agriculture to induce a favorable decision upon the proposition to definitely legalize the use of sulphate of copper as a coloring agent. No official decision has yet been made barring French goods containing color, but it was announced recently that such a decision might be expected at any time.

As soon as this rumor began to circulate, the importers made an appointment with the Department of Agriculture and have had a hearing before the Federal food authorities during the past week. The arguments hinged on the one question of the harmfulness of the color, and the importers all contended that there was no case on record where any one had been harmed. Dr. Wiley answered this by the statement that English investigators had found the copper unwholesome and prosecutions were now pending in that country against concerns who used it. No decision was made.

The elimination of sulphate of copper as an artificial color is another of Dr. Wiley's pet ideas. Importers of French vegetables say that a ruling against it would almost completely end all American business in the products named. The French process of packing destroys much more of the natural color than the American process, and the goods would come here colored about like straw. They are chiefly used for garnishing anyway, and the lack of color would destroy all usefulness in that direction.

Oleo Output Increases.

The output of oleomargarine for the country at large for the month of November, 1907, was 455,711 pounds colored and 5,906,784 pounds uncolored, or a total of 6,362,495 pounds, against 418,558 pounds colored and 5,691,116 pounds uncolored, or a total of 6,115,674 pounds for the same month a year ago, and 572,612 pounds colored and 9,013,048 pounds uncolored, or a total of 9,585,664 pounds for the preceding month of October. The output for the month of December was 434,489 pounds of colored and 6,687,124 pounds of uncolored, or a total of 7,121,613 pounds, against 457,859 pounds of colored and 7,115,428 pounds of uncolored, or a total of 7,573,278 pounds for the same month a year ago. The output for the month of January was 464,433 pounds of colored and 6,937,000 pounds of uncolored, or a total of 7,401,493 pounds, against 571,795 pounds colored and 6,519,656 pounds uncolored, or a total of 7,091,451 pounds for the corresponding month a year ago.

With bookkeeping almost eliminated; annoying customers easily handled; no disputing accounts; accounts in the safe in case of fire are some of the reasons why Forbes Indexed Coupon books are popular.

An Extra Salesman Free of Cost

DO you know that the tremendous advertising we are doing in consumers' publications really amounts to an extra outside salesman for you? The chance is there isn't a single one of your customers who doesn't take *some* publication. If it's a good one we're likely in it, persuading that customer that **Van Camp's Pork and Beans** are the best of all, even better than home-baked; inspiring them to buy; placing our case before them in the strongest possible way.

And our case is your case, for you can get these sales. More, we've seen to it that you can get them at a profit which averages as well as the profit you make on everything.

The finest baked beans and the finest baked bean proposition.

Van Camp Packing Co. Indianapolis Indiana



"GET SOME"

How Easy to Sell are the Things that are Different

Every Experienced Grocer knows how much easier to sell are things that are different from the common run.

What can you say of a brand of pickles cured and packed in the same old way?



Hoffman House Little Pickles are cured differently from all others, and packed differently from all others. This is a talking point of great value, good enough to have window displays and demonstrations on.

THE J. WELLER COMPANY
CINCINNATI, OHIO



Special Combination Offer

ON

Egg-O-See and E-C Corn Flakes Toasted

To Retail Grocers

From March 16th to March 31st, 1908

Only Fourteen (14) Days

POSITIVELY NO EXTENSION ON THIS DEAL

From March 16th to March 31st, inclusive, we will allow

THE RETAIL GROCER with

10 cases of EGG-O-SEE or E-C CORN FLAKES TOASTED—1 case FREE
5½ cases of EGG-O-SEE or E-C CORN FLAKES TOASTED—½ case FREE

On all such purchases we will allow FREIGHT, when shipped from Jobbers' stock, or prepay FREIGHT on drop shipments from factory.

Purchases made under this OFFER will net the RETAIL GROCER 10 per cent. extra profit. This is your opportunity to buy right.

EGG-O-SEE COMPANY'S PRODUCTS ARE GUARANTEED UNDER THE NATIONAL PURE FOOD LAW, SERIAL No. 5968

REMEMBER—This enables you to make Combination Orders of EGG-O-SEE and E-C CORN FLAKES TOASTED to suit your requirements, and get the benefit of the SPECIAL PRICE on each.

OUR GREAT ADVERTISING CAMPAIGN for 1908 has just started, and comprises the use of the most prominent magazines of the country; the leading newspapers of practically the entire United States; street-car cards in all the street cars of the country; together with the liberal use of bill boards, sampling and detail work.

We Will Move The Goods

This is the season during which Flaked Cereals have their largest sale—consequently we are making you this SPECIAL OFFER at a time most profitable to you.



SEND ORDER TO US OR TO YOUR JOBBER

Egg-O-See Cereal Company

CHICAGO



This Local Option Business.

This local option business interests me a lot.

It ought to interest you fellows, too. Because people are looking at it now as a business proposition. It's really always been that, but we didn't realize it.

Any business proposition affects the retail grocer.

I believe the liquor business is down on the list for settlement one way or the other pretty darned soon. I saw something the other day that showed how much it's come to be recognized as a business proposition.

I was in a store in Baltimore. A small neighborhood store on the outskirts. A fellow who looked like a workman came in. The grocer seemed to know him and they chinned together for a while.

Finally the workman pulled a paper out of his pocket and showed it to the grocer with a laugh.

The grocer read it and handed it back.

"That's what they're doing, is it?" he said in surprise.

"That's what," said the workman, "it means cuttin' it out for me all right."

"Well, it never did you any good," said the grocer.

"Sure it didn't," said the workman, and then he went out.

"That fellow works for the B. & O. Railroad Co.," said the grocer to me afterward, "and they've sent notices to all their men that no man who drank liquor could hold his job with 'em."

I was surprised. I had no idea the thing had gone that far.

"What effect will that have?" I asked.

"It'll be the greatest thing that ever happened to me," he said. "I sell a lot of goods to B. & O. men, and I have to carry a lot of 'em all the time. They're good fellows, but they spend a lot for rum, and the more they spend the less they have to buy groceries with. Yes, that'll do me a whole lot of good."

You see how close the connection is? You take a man who drinks hard—food is always the last thing he thinks of. Rum takes the place of it, or he thinks it does. He don't eat as much, and if he could he wouldn't be able to buy it.

I was talking the other day with a man who thought local option was the worst thing he ever heard of. "An outrage!" and all that sort of thing.

One thing he said was that a prohibition town was always a dull town. "Killed business."

I'll be darned if I can see how. Ain't it clear that the less money that goes for rum the more'll go for decent things or be saved for a rainy day? Which is it that makes towns prosperous—money spent for rum or money spent for groceries and dry goods? The argument don't seem sound.

I've never been a water-tight Puritan on this drink business. I've always hit one when I wanted it. To be sure I never wanted it very often.

I do think, though, that we'd all be better off without it. I can't see how it really helps anybody except the saloonkeeper. And it hurts an awful lot of people. By George, if I could tell you some of the things I've seen.

The other day my wife asked me if I wouldn't go down to a Magistrate's office and look after a matter. She used to have a washerwoman—a decent honest soul—who married a driver for a wholesale grocery house. The poor woman had just been to the house with a tale of woe that her husband had been arrested for something, and would I go down and see if I could do anything.

Well, I went down. The poor devil was there—it seemed he had taken out a drayload of stuff to deliver and had gotten a thirst on he couldn't resist. He sold a lot of the goods and drank up the money and then left the team in the lurch somewhere and lit out. They got him afterwards though.

There was nothing to do. He admitted doing it, and blubbered about his wife and child—too late.

His wife said to me as we came out, after seeing the poor thief sent to jail for not getting bail:—

"Jim didn't mean to do that. He can't let rum alone. He tries all the time something fierce! How can any man let it alone when they let 'em sell it on every corner!"

There *are* men who can't let it alone, you know. I've seen 'em try and I tell you I'd rather have cancer than the thirst-disease!

It's a crime to give saloons the chance to stick drink under the nose of such a man as that! It's a worse crime, after he's been knocked out by the temptation that the law puts on every corner, to soak him for what he does when he's yielded to it!

It's such a rotten mean thing to do—tempt a man to drink who can't help but do it, and then come down on him like a ton of bricks for doing it!

During the week that ended on Saturday, two weeks ago, I called on fifty-two retail grocers. Every one of 'em I asked this question:

"Would knocking out the saloons here be a good or a bad thing for you?"

Forty-one said "good" right away. Two thought it would be a bad thing, because the saloons brought people in from the country on Saturday nights and they bought a lot of stuff.

Nine didn't think it made any difference, and I guess they were right. They all sold a class of trade that the saloon didn't affect much, and they all watched their credits close.

Forty-one out of fifty-two seems like a pretty good majority, don't it?

THE STROLLER.

NEW BRUNSWICK, N. J., *February 29, 1908.*

THE MODEL CASH GROCERY STORE.

GENTLEMEN:—In reply to your inquiry of recent date, we enclose a few sample slices of sandwich dried beef, sliced in the highest style of the art, sliced on Johnson's patented "EVERSHARP." These slices, thin as paper, smooth as glass, soft, moist and delicious, were cut the full size of a six-pound knuckle. The whole knuckle was sliced to perfection in six minutes.

I also enclose, in separate wrapper, some very small, very thin slices cut from the meat that covers the knuckle bone. Please notice that the little nub end of gristle and skin remaining unsliced weighs less than a quarter ounce, every particle of edible meat sliced up in thin, bright, salable slices. Of course we never sell any one a quarter pound of these little slices; but every half or quarter pound we weigh up gets alike its equal share of little and broad slices.

Please note the saving in time—as much work done in six minutes as the best circular-knife machines can do in twenty minutes, and then the quality of our work—slices thinner, smoother and more perfect than any other machine can possibly produce. So moist, so soft, so juicy, so broad, so transparently thin they cause enthusiastic comment wherever introduced, resulting in a large increase of very profitable trade.

We sell our machines for forty-six dollars on small monthly instalments, and every machine can be depended on to more than earn its own cost. If you prefer to pay cash we allow you a liberal discount. Hoping to receive your order.

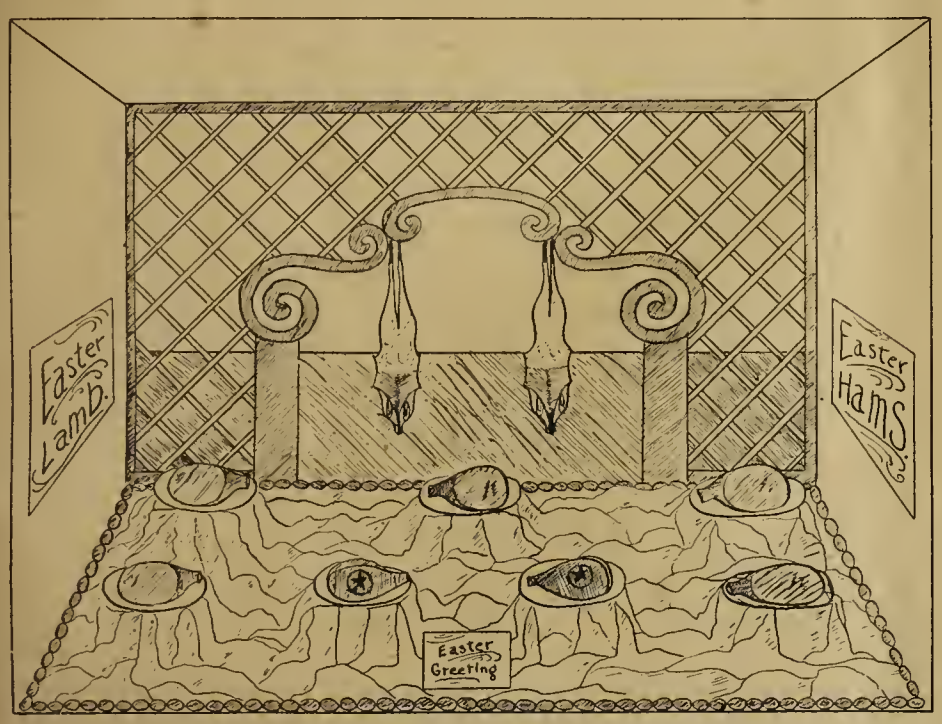
Respectfully yours, A. W. JOHNSON.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

An Easter Meat Window.

The background for this window is made of white and purple crepe tissue paper. The scrolls are sawed out of box lids, are about 2½ inches wide and have pieces nailed on the back, where the wood is cross-grained or pieced, to hold them together. The part representing a column is a board about 6 inches wide.



Strips of wood are nailed across the ceiling, down the sides and across the floor to the columns. These are to nail the strips of paper to that form the lattice work. Next make your lattice work. This is made of strips of white crepe paper about 1½ inches wide, and are tacked on the outside of the strips of wood and the scroll work. After making your lattice, cover your scrolls with purple paper about 3 inches wide. This is tacked or glued on. The columns are covered with purple about 7 inches wide. There is also a 3-inch strip of purple all around the edge of the lattice.

On the floor of the window place a number of small boxes. Over these is loosely puffed white cheesecloth, or better still, a soft linen table cover. On top of these boxes place your hams on plates.

All around the edge of the floor is a row of eggs. If these eggs are colored it will look better, but of course will be more expensive.

On either side wall is a sign, "Easter Hams" and "Easter Lamb." Two lambs are hung by ropes from the ceiling so as to give the appearance of hanging from the scroll. Back of all this is a strip of paper tacked across the window. This can be either white or purple.

A couple of Easter lilies will add to the looks of this window.

This background and floor arrangement can be used as well for groceries and a great many other lines of goods.

—

Easter Hams and Eggs Window.

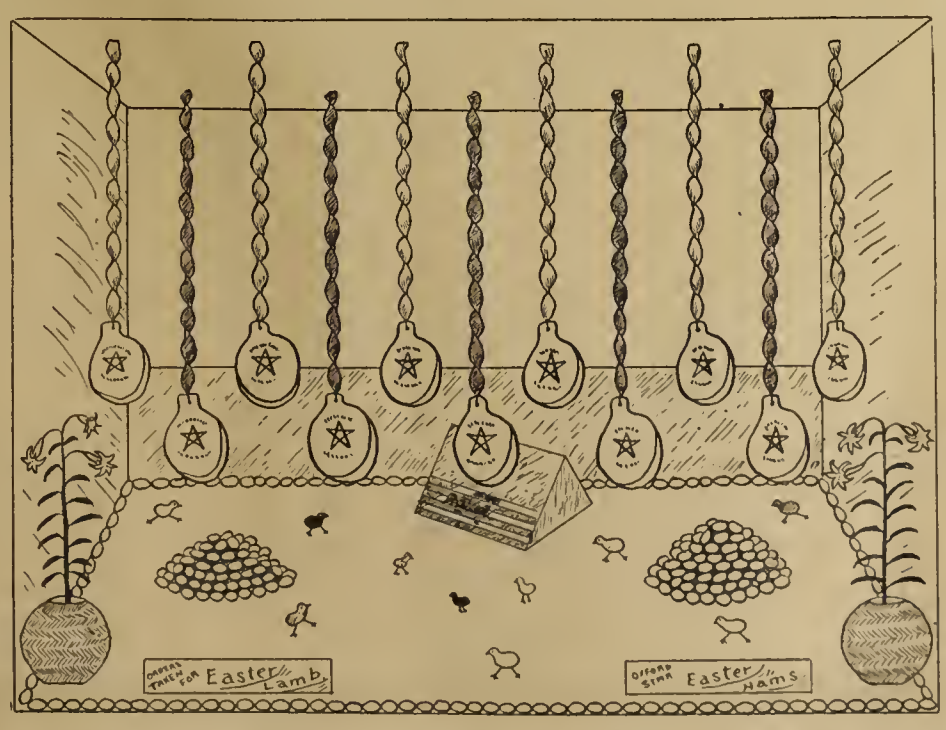
This is a display of Easter hams and eggs. The hams are hung from the ceiling by wire (stove-pipe wire). They are arranged in two rows, the back row hang about 12 or 15 inches lower than the front row. Strips of white crepe tissue paper are twisted about the front row of wires and purple paper about the rear rows. These strips are 1½ inches wide.

The floor is covered with sawdust. All around the edge is a row of eggs. There is a pile of eggs in each end of the window. These are piled inside of a narrow barrel hoop, the sawdust covering the hoop. Color a few eggs and scatter them over top of these piles.

In either end of the window is an Easter lily. In the back is a chicken coop with an artificial hen inside. Scattered all about the floor are little artificial chickens. The background is a strip of white paper, 20 inches or more wide.

E. W. ALEXANDER.

Oxford, Pa.



Why Ceylon Tea is Popular.

This journal recently called attention to the amazing progress made by Ceylon tea, entirely on its merits, in North America.

To the island's volcanic origin is due its independence of artificial soil fertilization, and to it also are ascribed certain agreeable and beneficent peculiarities of the tea, notably its lemony flavor, which other countries have long, and utterly in vain, attempted to produce.

Ceylon is a British possession and has the advantage of European scientific cultivation, and the use of machine processes, all of which tend not only for sanitation and economy, but also for uniformity of grade, etc., while other tea-growing countries, China for example, still uses the primitive method of curing and preparing the tea by hand.

Ceylon tea does not make as heavy a body as India and is greatly used in England to tone down the astringency and headiness of India's product. Possibly because Ceylon tea seems to be a happy blending of the delicacy and fragrance of the China tea, with more or less of the full body and stimulating power of the Indian product that makes it so popular with tea drinkers of this country.

She Always Went Back

"I occasionally try some of these much-advertised soaps," said a lady to one of our customers the other day, "but I always came back to **Babbitt's Best.** In many years I've never found anything that suited me so well."

Think of the grocer who filled all that lady's orders for **Babbitt's Best.** No talk—no persuasion—no explaining—no work. Simply filling orders that the soap itself gets.

And at a profit, too—don't forget that.

MADE BY
B. T. BABBITT
NEW YORK

Warning Against Vinegar Frauds

Anonymous Correspondent Writes Dairy and Food Department that Much Bad Vinegar is About. General Soft Drink Frauds Revealed by Chemists' Examinations. Summary and Analysis.

The latest number of the Pennsylvania Dairy and Food Bulletin, reporting the work of the department up to February 15th, contains a copy of an interesting letter sent the department anonymously, evidently by a vinegar manufacturer. The letter contains considerable information of value to the trade, and is here reproduced:—

Dear Sir:—In the spirit of fairness to manufacturer, jobber and retailer we believe that your attention should be called to the unfair methods of certain firms * * * engaged in the manufacturer of vinegar * * * * * Firms are doing a very large vinegar business and at prices much below what legitimate vinegar can be manufactured for. It is a question for your chemists to decide whether this vinegar is in compliance with the laws, or not.

We desire to especially call your attention to their scheme of overgauging each barrel from 2 to 5 gallons, and we venture to say that no car load shipment made by them is not over-gauged less than 300 gallons or more, which at the prevailing market prices would realize them not less than $35.00 to $45.00 to each 100 barrels.

This we consider an injustice to competitive manufacturers who are gauging correctly, and we believe that this matter should have your attention, also be called to the attention of the buyers.

A considerable portion of this vinegar is sold under buyer's name, and delivered to many jobbers in Michigan, Indiana, Ohio and Western Pennsylvania.

There may be other manufacturers who are doing this and should be called to account for what we believe to be an unfair deal, a scheme for robbing, you might call it, and having in view a spirit of fairness to all we trust that you will give this illegitimate practice proper attention.

Respectfully,
A COMPETITOR.

* * *

The bulletin also contains a full report by H. C. Stiefel, Ph.D, of a number of analyses which he made of soft drinks now on sale in Pennsylvania. The report says: "The analyses reveal a deplorable state of affairs, so far as these syrups are concerned." From the report the "Grocery World" makes the following extracts:—

Some of the syrups contain appreciable quantities of fruit juice, a larger number contain just enough fruit juice to entitle them to the name "fruit syrup." The greater number, however, contain no fruit at all, the odor of the designated fruit being imparted to the syrup by an artificial ether.

In a very few samples the color is that imparted by a boiled fruit juice; in a larger number of samples the color is brightened up a little with an aniline dye; in the most of the samples, however, a brilliant, attractive color is produced by the liberal use of aniline dyes, or the syrup is converted into a veritable "bug juice" by the lavish use of cochineal.

The brilliant coloring and the strong, almost rank, odors would not deceive an adult, but, unfortunately, these beverages are consumed principally by children, to whose eyes and palate these pronounced colors and odors are certain proof of great strength in the designated fruit.

But we find a third deception, a hidden one, one not perceptible to eye or palate, hence of greater danger, and that is the use of preservatives.

Some of the samples tested contained no preservatives whatever, a few contained slight quantities of benzoate of soda, while others are liberally fortified against fermentation—and also against digestion—by the use of large quantities of benzoate of soda and salicylic acid.

The chocolate and sarsaparilla syrups tested were all pure, the sarcastic observer would say that this is so simply because no cheap substitute has been found, as yet, for cocoa or sarsaparilla.

Of the four "Pop" samples tested three were found to consist of carbonated water, sweetened with saccharine and colored a pleasing pink or red with an aniline dye.

The summary of the month's work is as follows:—

REPORTS OF ANALYSIS.

Butter Samples, 45.

Colored oleomargarine	2
Oleomargarine, no license	1
Pure	42
Total	45

Cheese Samples, 19.

Complying with law	19

Pure Food Samples, 100.

Adulterated	2
Complying with law	40
Misbranded	3
Preserved	2
Preserved and colored	3
Pop, sarsaparilla, etc.	50
Total	100

Vinegar Samples, 4.

Not adulterated	4

SUITS AND PROSECUTIONS.

Oleomargarine Cases, 5.

Terminated	5

Pure Food Cases, 12.

Terminated	12

From the adverse reports of chemists, published in the bulletin, the "Grocery World" makes the following extracts:—

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

Sample bought of Martha Russell, 207 Orchard ave., Canonsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of S. N. Woomer, 449 Schoonmaker ave., Monessen. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of T. B. Budinger, Snow Shoe. Sold for oleomargarine. Chemist's report—Uncolored oleomargarine, no license.

Sample bought of John H. Geltz, 8601 Germantown ave., Philadelphia. Sold for shredded codfish. Chemist's report—Preserved with boric acid.

Sample bought of Antonio Di Napoli, 747 S. Seventh st., Philadelphia. Sold for olive oil. Chemist's report—Contains cottonseed oil.

Sample bought of Frank Salitore, 930 S Eleventh st., Philadelphia. Sold for olive oil. Chemist's report—Contains cottonseed oil.

Sample bought of Warren Grocery Co., Warren, Pa. Sold for tomato catsup. Marks on package—Waldorf Tomato Catsup. Chemist's report——Misbranded.

Sample bought of C. Peters, Clarion. Sold for ketchup. Marks on package—Brand: Sunnyside. Chemist's report—Preserved and colored.

Sample bought of J. C. Miller, Hawthorn. Sold for catsup. Marks on package—Brand: Diamond. Chemist's report—Preserved and colored.

Sample bought of Northy & Tyson, DuBois. Sold for tomato catsup. Marks on package—Tomato Catsup. Chemist's report—Contains excessive amount of benzoic acid.

Sample bought of John Call, Meadville. Sold for catsup Marks on package—Imperial Catsup. Chemist's report—Misbranded.

Sample bought of D. Veith & Sons, Meadville. Sold for catsup. Marks on package—Beefsteak Tomato Catsup. Chemist's report—Misbranded.

Sample bought of McCrorey's, Altoona. Sold for mixed candy. Chemist's report—Contains sulphurous acid and coal tar dye.

Florida eggplants range from $2.50 to $2.75 per crate, and the demand is slow.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued November 12, 1907:—

870,626. Bread cutter. F. J. Hassell, Dallas, Tex., and R. S. Cunningham, St. Louis, Mo.

870,855. Process to facilitate the shelling of peas. Frank Staines, Melbourne, Victoria.

870,919. Machine for shelling corn. J. A. Wilkinson, Hiawatha, Kan.

870,977. Baking oven. C. E. Lyst, Elwood, Ind., assignor of one-half to J. G. Field, same place.

870,996. Ice cream scraper. William Ross, Troy, N. Y.

871,045. Rethresher and polisher for coffee. E. C. Prieto, Cipaquira, Colombia.

Patents issued November 19, 1907:—

871,247. Egg beater. W. H. Tomlinson, Chicago, Ill.

871,312. Coffee urn. W. J. Williams, New York, N. Y.

871,445. Heating device for bakers' ovens. Arthur Robe, Corona, Cal.

871,491 and 871,492. Coffee pots. J. S. Dunlap, Chicago, Ill.

871,644. Loaf forming machine. E. W. Smith, Joliet, Ill., assignor to Champion Machinery Co., same place.

871,647. Sieve. G. W. Stenz, Ashland, Wis.

871,648. Dough divider. Frank Streich, Joliet, Ill., assignor to Champion Machinery Co., same place.

871,649. Long loaf molding machine. Frank Streich, Joliet, Ill., assignor to Champion Machinery Co., same place.

871,650. Dough divider. Frank Streich, Joliet, Ill., assignor to Champion Machinery Co., same place.

871,653. Fruit press. S. E. Warren, Eureka, Cal.

871,734. Machine for trimming string beans. W. B. Phinney, Westfield, N. Y., assignor of one-half of R. A. Quale, Silver Creek, N. Y., and H. W. Allen, Buffalo, N. Y.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For flour. Siegel, Cooper & Co., Chicago, Ill. The word "Hazel" and a representation of hazel nuts and leaves.

For a mixture containing a vegetable oil and an animal fat. The Southern Cotton Oil Co., Jersey City, N. J.; New York, N. Y.; Savannah, Ga., and Gretna, La. The word "Snowdrift" in white on a black background.

For olive oil, peas, mushrooms, carrots, lima beans, macedoine of vegetables, spinach, peppers, string beans, cepas, artichokes, Brussels sprouts, beets, sorrel, asparagus, cherries in Maraschino, capers and olives. Moos & Co., New York, N. Y. The word "Laroze."

For canned Bartlett pears. R. S. Beston, New York, N. Y. A representation of a pear and a tag bearing the words "R. S. Beston & Co's New York Bartlett Pears."

For mincemeat. Atmore & Son, Philadelphia, Pa. The words "Keystone Mincemeat" and a representation of a keystone. The words "Atmore's Celebrated Seedless Raisins Mincemeat" and a representation of a cow.

For raisins. Paddock & Fowler Co., New York, N. Y. The words "Victor Brand" and a representation of a mounted knight.

For tomato sauce. Vincenzo Del Gaizo, Naples, Italy. A representation of a large tomato and a young woman in peasant costume holding a filled basket.

For marmalades, jellies, jams, fruit sauces, fruit preserves, mincemeat, gherkins, pickled chow-chow, catsup, chutney, Worcestershire sauce, prepared mustard, apple butter, olives, piccalilli relish and pickled onions. Libby, McNeill & Libby, Chicago, Ill. The word "Lilly's" upon a representation of a pennant.

For flour. Wm. Kelly Milling Co., Hutchinson, Kan. A representation of a yellow shield, surmounted by a blue disk containing a red seal.

For candy. A. B. Schopf, Philadelphia, Pa. The word "Barry."

For flavoring extracts. Domestic Science Mfg. Co., Boston, Mass. The name "I. P. Hyde.",

For flour. Texas Star Flour Mills, Galveston, Tex. The words "Tidal Wave."

For flour. Thornton & Chester Milling Co., Buffalo, N. Y. A monogram "T. & C."

For egg-noodles and macaroni. Anger Baking Co., New York, N. Y. The words "Anger Baking Co."

For macaroni, peppers, artichokes and dry mushrooms. P. Pastene & Co., Boston, Mass. The word "Purity" on a scroll extending across a representation of a bunch of lillies.

For coffees. Norton & Curd Coffee Co., Louisville, Ky. The word "Sincerity" and a representation of a dog and a small girl.

For baking powder. The Bennett Co., Omaha, Neb. The words "Bennett's Capitol" and a representation of a large store building.

For a mixture containing a vegetable oil and animal fat. The Southern Cotton Oil Co., Jersey City, N. J.; New York, N. Y.; Savannah, Ga., and Gretna, La. The word "Neutralina."

For canned vegetables. Illinois Canning Co., Camden, N. J., and Hoopeston, Ill. The words "Sweetheart," "Bismark,' "Cream of the Prarie," "Pride of Illinois," "Sweet Magnolia," "Cape Jasmine," "Western Beauty," "Joan of Arc," "Faithful," "Mosaic." A representation of a little girl holding ears of corn. The same picture with the word "Sweetheart" over it. A representation of a woman on horseback and holding a large flag. The same picture with the words "Joan of Arc" over it.

For table syrup. Halpen, Green & Co., Philadelphia, Pa. A representation of a child with cornstalks.

For canned fruits and vegetables, vinegar and pickles. A. F. Beckmann & Co., New York, N. Y. The words "Gold Rock."

For canned fruits and vegetables, pork and beans, jams, preserves and marmalades. A. F. Beckmann & Co., New York, N. Y. The words "Crown Aster."

For olive oil. Strohmeyer & Arpe Co., New York, N. Y. The words "San Rocco" and a representation of St. Rocco.

For salad oil. Strohmeyer & Arpe Co., New York, N. Y. The words "Re Umberto 1" and a representation of King Humbert.

For olive oil. Hannah & Hogg, Chicago, Ill. The words "Silver Thistle."

For butter and cream. G. W. Simpson & Co., Boston, Mass. The words "Topaz Creamery."

For coffee. The W. W. Harper Co., Zanesville, Ohio. The word "Governor."

For canned oysters. G. W. Lowden, Savannah, Ga. The words "Forest City."

For cocoa with milk and chocolate with milk. Nestle & Anglo-Swiss Condensed Milk Co., Cham, Switzerland. The words "Milkmaid Brand" and a representation of a milkmaid.

For soap. C. E. McKenna, Providence, R. I. The words "Mack's Soap" and a representation of an automobile.

For plum pudding. Atmore & Son, Philadelphia, Pa. A representation of the head of a lion.

For mustard. The R. T. French Co., Rochester, N. Y. The words "Cream Salad Brand" and a representation of a pennant with the word "French's" thereon.

For coffee with milk. Nestle & Anglo-Swiss Condensed Milk Co., Cham, Switzerland. The word "Milkmaid

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILA'A.)

A Short Story

Calling your attention to a line of goods that are selling best at this season of the year.

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILA'A.)

Syrups.—There is a good demand for syrups, and it is one of the few items that has an upward tendency in price. Have you seen our **Royal Table Syrup**, at 30c.? Our line includes **Gilt Edge Table Syrup**, at 29c.; **Extra Amber Drips**, at 29c.; **White Clover Drips**, at 27c.; **Quaker City Syrup**, at 30c. (freight paid); **Cruiser Syrup**, at 27c.; **No. 222 Syrup**, at 26c. In fancy sugar goods—**New Century Syrup**, at 32c.; **Grainy Sugar Syrup**, at 30c.; **No. 575 Fancy Sugar**, at 25c.; **AAA Sugar Syrup**, at 24c.; **Sunlight Syrup**, at 19c. We carry all the above lines in stock; also a full line of strictly pure **New Orleans Molasses.**

Canned Asparagus.—The early Spring is the best selling season for asparagus. The 1907 pack was short; but we still have in stock some of California's best product. **Mt. Hamilton**, 2½-lb. square cans; **Long Grass**, 2 doz. in a case, per doz., $3.80; **San Jose Tips, No. 1**, white, 2 doz. in a case, per doz., $3.85; **Signature Tips, No. 1**, green, 2 doz. in a case, per doz, $3.70.

Lenten Goods.—We import our **Norway Mackerel**, and buy the best—nice, white, fat fish. **Medium, No. 2.** count 300 per barrel, $25.50; **No. 2**, count 325 per barrel, $25.00; **No. 4**, count 400 per barrel, $21.00. **Codfish**, bulk, 40 lbs., 8c.; **Challenge Brand Dressed Fish.** 40 lbs., 5c.; **Beardsley's Shredded Cod**, per doz., 90c.; **Thistle Shredded Fish**, per doz., 35c.; **Smoked Salmon**, whole fish, per lb., at 27c.; also a strictly pure **Codfish**, in 1-lb. glass jars, per doz., $1.45; **Boneless Herring**, 10-lb. boxes, per lb., 13c.; and full line **Sardines** and **Canned Fish.**

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

Brand" and a representation of a milkmaid.

For preserved fish. Rosenstein Bros., New York, N. Y. The word "Lighthouse" and a representation of a lighthouse.

For a lard substitute. High Grade Lard Co., Baltimore, Md. The word "Shortine."

For matzos or unleavened bread. B. Manischewitz, Cincinnati, Ohio. A representation of two triangles forming a six-pointed star and Hebrew characters within and above the star.

For lye, sodium, chlorid, gloss starch, honey, syrup, molasses, sorghum, maple sugar, sugar, clams, clam nectar, clam chowder, minced clams, canned crabs, canned fish, canned lobsters, canned oysters, fishballs, dried fish, salt fish, smoked fish and canned shrimps. Fischer Bros., Seattle, Wash. The word "Max-I-Mum."

For coffee and tea. J. H. Allen & Co., St. Paul, Minn. The word "Dainty."

For cheese. W. J. Eldridge, Aurora, Ohio. The words "Jersey Factory Brand." The letters and word "XXXX Cheese."

For canned clams. Jasper Wyman & Son, Millbridge, Me. The words "Hunter Brand" and a representation of a man in the act of firing a gun.

For chili, dried prunes, dried figs, dried apricots, dried peaches, dried nectarines, dried pears, dried plums, dried apples, and dried currants. Simon Levi Co., Los Angeles, Cal. The words "Santa Ysabel Brand."

For canned fruits and vegetables. John Hoffman & Sons Co., Milwaukee, Wis. The words "Echo Farm."

For coffee. The German-American Coffee Co., New York, N. Y. The words "Bird Brand" and a representation of a bird perched on a limb.

For pickles, catsup and vinegar. The Donaldson-Shultz Co., Baltimore, Md. The word "Colonial."

For butter and maple syrup. The Bennett Co., Omaha, Neb. The words "Bennett's Capitol" and a representation of a large store building.

This Bill Would Kill Special Rebate Schemes

New York Congressman Introduces Measure Which Would Penalize Plans to Grant Extra Rebate to Concerns Who Buy No Independent Goods.

The "Grocery World" has obtained a copy of a bill which Representative Stanley, of New York State, has just introduced in Congress. It seems to be plain that if it becomes a law it will, if constitutional, make illegal all such schemes as that by which various manufacturing concerns seek to monopolize trade through giving an extra rebate to concerns that purchase no outside goods.

The text of the bill is as follows:

That no person, firm or corporation, or associations of individuals or associations of corporations, engaged in interstate commercial transactions shall either make it a condition of the sale of goods, wares and merchandise that the purchaser shall not sell or deliver any goods, wares or merchandise of any other person, firm or corporation, or association of natural or artificial persons, or shall give any rebate, bonus, or other thing of value upon such condition.

Sec. 2. That no such person, firm, or corporation, or association of individuals or corporations, engaged in interstate commerce shall pay to any commission merchant, broker, or other person or persons, or to any corporation or corporations acting as commission merchants, brokers, jobbers, or retailers, a greater commission or an additional reward, or give anything of value, upon condition that such purchaser, broker, or agent shall sell or handle only the goods, wares and merchandise of the said person or persons, corporation, or corporations producing or manufacturing the same. Nor shall such person, or firm, or corporation, or association of corporations reduce or curtail or pay a less commission or other award to or discriminate in any way against any commission merchant, broker, or other person or persons or any corporation or corporations, acting as such commission merchants, brokers, jobbers, or retailers, on account of their handling, selling, or offering for sale the goods, wares, or merchandise of any other person, firm or corporation, or association of natural or artificial persons;

Provided, that this act shall not be construed to prohibit the appointing of agents or sole agents for the sale of goods, wares or merchandise. Any violation of the provisions of this act shall be held to be a contract in restraint of trade among the several States, under the provisions of Section 1 of the act entitled "An act to protect trade and commerce against unlawful restraints and monopolies," approved July 2, 1890; and every person who shall be a party to said contract in violation of this act shall on conviction thereof be adjudged guilty of a misdemeanor and shall be punished by a fine not exceeding $5,000, or by imprisonment for a term not exceeding one year, or by both said punishments, in the discretion of the court, and shall be subject to such other penalties, forfeitures, and suits in equity and actions at law as are prescribed in Sections 4, 5, 6 and 7 of an act entitled "An act to protect trade and commerce against unlawful restraints and monopolies," approved July 2, 1890.

The special rebate scheme comes under the second section. The methods used are generally familiar to the trade. Several manufacturing concerns pursue the principle of granting an extra rebate to firms who will buy no other goods but theirs. In most States there is nothing in existent laws to make the plan illegal, but if the above bill becomes a law such plans cannot be legally used by any concern engaged in interstate commerce. Very likely the firms who have found the plan profitable would defend on the ground that the law was unconstitutional.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—A second-hand wagon scale. E. F. Rhodes, Moreland Station, N. Y. 13

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—One of the most up-to-date grocery stores in a live New Jersey manufacturing town of about 18,000 inhabitants. Best location in town, doing over $20,000 business per annum, 90 per cent. sales cash. Stock and fixtures will inventory about $3,000. This will stand the very closest investigation. Full particulars to anyone meaning business; no time for triflers. Address R. M. C., "Grocery World," Philadelphia. 14

FOR SALE—13 room house and grocery store. Brings $60 per month rent. Price, including stock, $6,000. Terms cash or $2,000, balance on mortgage. Excellent opportunity. A. Sommerville, 43 Orchard Street, Elizabeth, N. J. 13

FOR SALE.—First-class large Coffee Mill and Cigar Case with combination money drawer. Write for particulars. Chas. H. Beck, Lancaster, Pa. 12

FOR SALE.—A grocery store between Harrisburg and Williamsport on main line Pennsylvania Railroad, doing a good business. Lack of capital cause of selling. Address D. A. V., "Grocery World," Philadelphia. 12

FOR SALE.—In whole or in part, the largest and best equipped plant for doing a grocery, meat and baked goods business, located in the second largest city in New York State. Have several grocery stores, meat markets and a manufacturing baking business, each doing both a wholesale and retail business. The stock, including horses, wagons, sleighs and all other equipments, will inventory at from $40,000 to $50,000. Best of reasons can be given for selling. Business will stand the most rigid investigation. Absolutely no use for making inquiries unless party has money to do business and means business. Address C. P., "Grocery World," Philadelphia. 13

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 279.—In Bucks Co., Pa. Store 30 x 30 feet. Does $400 to $500 weekly, all cash. Stock $1,000; one team. Business nets 15 per cent., as expenses are very low. Will sell at inventory, as desire to leave town. This advertiser will exchange for Philadelphia store, and will buy the real estate connected, if necessary.

No. 281.—In Bucks County, Pa. Store 30 x 100 feet. Does $40,000 yearly, half cash. Stock $2,500. Uses two teams. Net profits 15 per cent. Real estate for sale or rent. Partner interested in other business and cannot give this one necessary attention. Price, inventory.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334.—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 340.—In West Philadelphia. Groceries, meats and provisions. Size 24x60 feet. Does $45,000 yearly. Three-fourths cash. Stock carried, $2,500. Uses two teams. Actual net profit, 12 per cent. Reason for selling, ill-health. Established 21 years. Price inventory. Fixtures will run about $1,500. Amount required, around $3,800. No dwelling.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 344.—In West Philadelphia. Groceries, meats and provisions. Size 15x27 feet. Does $500 to $600 per week. All cash. Stock only $500, as business handles large amount of meats. Clean net profit 10 per cent. Best reasons for selling. Price inventory. Will need about $1,400, but can be reduced by not taking cash register. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22 x 60. Does $500 weekly, all cash. Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 348.—In booming New Jersey resort Cash Grocery, doing a yearly business of $20,000, can be greatly increased. Well established. Will sell at inventory. Stock about $1200. Will stand fullest investigation. Owner has another store in another town and cannot attend to both.

No. 351.—In southern Philadelphia. Tea, coffee and groceries. Size, 17 x 40 feet. Does $16,000 yearly, all cash. Splendid transient trade—3,000 people pass the store every two days. Stock only about $100 Net profits, 12½ per cent. Owner has trouble with help and wants to retire. Fine place for man and wife. Price asked, complete, about $700, including fine National cash register.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, **Philadelphia, Pa.**

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

LIVE AT THE SEASHORE.

A cash payment of $1,000, with security for about $500 more, will get a live grocery store at Wildwood, N. J., the cleanest, most progressive seashore resort on the Jersey coast. Size, 18 x 60. Does $20,000 a year, all spot cash. Stock about $1,200. Uses one team. Clears 10 per cent. actual net profits. Owner has other business at a distance. Price, inventory, will run from $1,500 to $1,700.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONLY STORE IN THE PLACE.

We offer the only grocery store in a high-grade Philadelphia Suburb. Under restrictions no other store can be built there. The owner has another business to which he wishes to devote his entire time, and will sell the place at inventory, asking nothing for good will, though the business is unusually valuable. Store 16x50 feet, with two storerooms, does $33,000 yearly, all gilt-edged. Stock about $2,000; uses three teams. Dwelling connected. Actual net profits 8 per cent. The business is open to the very deepest investigation. Teams and fixtures will inventory around $1000 to $1200, and the stock around $2000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24 x 60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

AN UNUSUAL BUSINESS

We offer now a wonderfully profitable business in meats, poultry, butter and eggs. Located near Philadelphia. Does $1800 weekly, 65 per cent. cash. Average stock is only $1000 as it is turned very rapidly. Uses two teams. Nets clean profits of 12½ per cent. Real estate if wanted. Owner started this business thirty-three years ago and wants to retire. Does some small manufacturing, such as sausage and has fully equipped plant. Price complete, which is simply inventory, is about $7000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

PHILADELPHIA GROCERY STORES WANTED?

We have immediate buyers for live Philadelphia Grocery Stores, running from $1,000 to $2,000. Must be healthy, established, profitable. No sale no charge. Waiting list of buyers all the time.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED—Traveling salesman for large spring wheat flour mill. Previous experience selling flour not strictly necessary. Must, however, be a man with a good record for successful salesmanship in some specialty line. No other than high-grade man need apply, as the work requires a high order of salesmanship. Good opportunity for advancement to highly competent man. Address 8580, "Grocery World," Philadelphia. 14

WANTED—Salesmen for specialties applicable to general store trade. Samples carried in pocket as a side line. Liberal commission on approved orders to hustlers. Goods shipped through jobber or direct. Transportation prepaid. Address H. B. M., "Grocery World," Philadelphia. 12

WANTED—First-class salesman wanted for Drug and Grocery trades. Staple article. 20 per cent. commission. Address C., "Grocery World," Philadelphia. 12

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL



Getting Back Codfish Trade

Hundreds of codfish cake lovers have given them up because the fish they got didn't please their palates.

Offer these people **Talisman Codfish Cake** and their trade is yours again, this time to stay. Absolutely boneless Georges codfish, medium size and tender, of the same fancy grade that we pack in glass jars.

One-pound cartons, wrapped in waxed paper, then sealed in heavy wrapper, nicely lithographed. All packed in a special hinge-cover display box for counter use.

SWIFT & COMPANY

Would You Like to Own a Profitable MEAT STORE?

The Pure Food Beef Company has in Operation Five Successful Stores.

749 N. 24th STREET
2022 MONTGOMERY AVE.
726 N. 44th STREET
12 N. 52d STREET
4205 HAVERFORD AVE.

And have just added another store to the combination, at

2112 RIDGE AVE.

The company desires to establish in other good locations, and for this purpose offers a limited amount of its capital stock at

$1 a Share

There is positively nothing speculative in this plan, but the whole thing is a simple business proposition. The managers of the Company are practical meat men and thoroughly understand every detail of the business. Money is needed simply to fit up new stores in promising locations. Each store opened will pay the shareholders $1000 to $2000 a year profit and as stores are added—so profits, too, are increased.

This Stock will eventually earn 35 per cent.

Other chain-store concerns of the city are doing as much if not more.

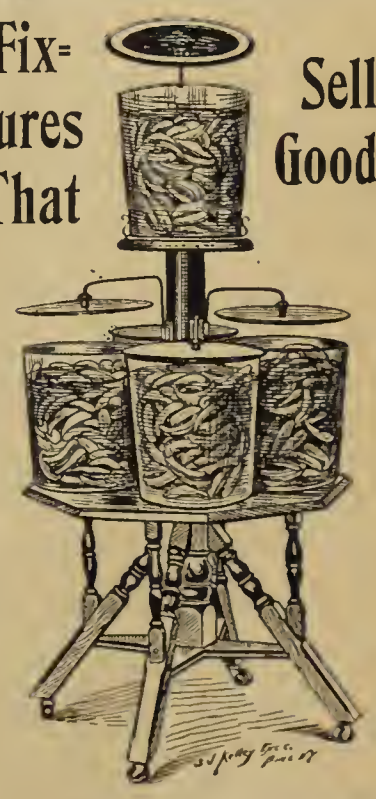
There are a thousand and one reasons why this stock is a most desirable investment. Write or call for full particulars.

Pure Food Beef Co.

Office: 2112 Ridge Ave.

A. L. HANWAY, Pres.

Fix-tures That Sell Goods



Store Fixtures are not inaminate things, that is, they ought not to be—they have a real selling ability. Take this 5-jar fixture for pickles, olives or anything that will go in a jar. Comes either in oak or cherry, nickel trimmings. Finely made and handsome.

Convenient, sightly and a real help in the sale of goods. Surprisingly moderate in price.

THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. March 23, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.65 per bunch
Selected, 9 hands, packed 2 in crate	1.50 per bunch
Selected, 8 hands, packed 1 in crate	1.20 per bunch
Selected, 8 hands, packed 2 in crate	1.15 per bunch
Selected, 8 hands, packed 3 in crate	1.10 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.40 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.60
Fancy Brights, 150-176 size, per box	2.75
Fancy Brights, 200-216 size, per box	2.65
Fancy Brights, 250 size, per box	2.50

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$3.00
Fancy quality, 126 to box	2.90
Fancy quality, 150-176 to box	2.90
Fancy quality, 200-216 to box	2.80
Fancy quality, 250-288 to box	2.75
Extra choice, 96-112 to box	2.80
Extra choice, 126 to box	2.75
Extra choice, 150-176 to box	2.75
Extra choice, 200-216 to box	2.65
Extra choice, 250 to box	2.50

CALIFORNIA LEMONS.

Fancy quality, 300 to box	2.75
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.65
Choice quality, 240 and 270 to box	2.50
Choice quality, 300 to box	2.50
Choice quality, 360 to box	2.60

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$2.75
Choice Messina, 300 size, per box	2.60
Choice Messina, 360 size, per box	2.75

ALMERIA GRAPES.

Fine quality, kegs, 61 lbs.	4.50 to 5.00
Choice, kegs, 61 lbs.	4.00
Good quality, kegs, 62 lbs.	3.50
Good quality, kegs, 60 lbs.	3.00

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



The Greatest Fly Catcher Ever Invented

FLY RIBBON has gone through several successful seasons. Sells at sight.

FLY RIBBON has all the advantages, and none of the disadvantages of the ordinary fly paper. Catches mosquitoes as well, and frees the house of the disease-carrying insects.

FLY RIBBON does not drip. Is neat, clean and economical. Retails at 5 cents.

CATERPILLAR GLUE for the protection of ornamental and fruit trees, keeps moist for several months.

MANURENE—The Magic Plant Fertilizer.

Address Dept. D. for samples, circulars, testimonials and prices. On account of the big demand, place your order at once.

THE FLY RIBBON MFG. CO.

202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.13
No. 1 Rio	.12
No. 2 Rio	.10
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Ooleng	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.85
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination— 2 lb., 2 doz	.90
Kidney Beans— 2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins— 3 lb., 2 doz	.95
Gallons	
String Beans— 2 lb., 2 doz	.75
Pin Money Vegetables— 2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash— 2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.90
Gallon, ½ doz	2.95
Fair Quality, 3s	.85
2s, 2 doz	.70

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.30
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
¼ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 dez	
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1.65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	10
Evaporated, 1 lb. packages, 4 doz	.11
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.12½
Best, 25 lbs	.14
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.08
60- 70, 25 lbs	.07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.05½
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	.07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb. packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¼
No. 2 Head, bbls. or 100 lb. sacks	.05⅝
No. 3 broken, bbls. or 100 lb. sacks	.04½
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 8s, 35 to bbl	2.23
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4.00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.50
Lady Washington Beans, about 200 lbs. to bag	2.60
Green Peas, dried, about 165 lbs. to sack	2 35
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O.	.30
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz.	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.45
Cut loaf	5.85
Powdered	5.30
XXXX, powdered	5.40
Cubes	5.50
Fine Granulated, American	4.85
Fine Granulated, 100 lb. sacks	4.85
Confectioners' A	4.80
No. 1, A	4.80
Light Yellow	4.35
Fine Granulated, 2 lb. bags	5.15
Fine Granulated, 5 lb. bags	5.05

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.00
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.45
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	3.75
Lion, 4 doz	4.60
Premium, 4 doz	4.25
Hires' Silver, 4 doz	4.45
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.10
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.00
Peerless, small size, 4 doz	2.20
Peerless large size, 4 doz	3.50
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 200 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3.90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.03
Army and Navy Componnd	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World" by FRANCIS H. LEGGETT & CO., West Broadway and Franklin St., New York

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen, per case,	2.90
Quarts, 2 dozen, per case,	2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.30
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	32.00
Georges, count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 300@400	23.00
Norway, count 400@450	24.00
Norway, count 300@350	27.50
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
	Per lb.
Codfish—	
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Souchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	**Per doz.**
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

	Per doz.
Asparagus—	
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.35@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5¼-in. cans, fancy New Jersey	1.60
5¼-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 2s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Kraut 2s	.95@1.10
Spinach—	
Standard Maryland 2s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb
Seeded Raisins—	
Fancy, 1-lb. cartons	.10
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.08
California, 4 cr., 50 lbs	.08½
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	11½
2½-in., 12 lbs	.10½
2¼-in., 12 lbs	.09½
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.07⅞
Citron—	
According to quality	.17½@.20
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05½
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14½
30x40, choice	.09½
40x50, choice	.08½
50x60, choice	.08
60x70, choice	.07½
70x80, choice	.6¾
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in cartons—	
Fancy 40x 50	.10½
50x 60	.09¾
60x 70	.08½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10¼
Choice, 1-lb. cartons	.12½
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.25
Royal, choice, 25 lbs	.23

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40 @.46
Valencia, 28 lbs	.33 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 180 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10 @.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ½s, accord'g to qual.	19.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.06@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Sugar	1
Dressed Sheep and Lambs	44
Pure Lard	44
Butter Dishes	62

DECLINES.

	Column.
Eggs	27
Cottolene	27
Flour	29
Prunes	36
Dried Apples	35

ADDITIONS.

Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	56 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	38
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	16
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	10
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	26
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Pudding	31
Putty	48
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	50
Rosin	48
Sago	30
Salad Dressing	52
Sal Soda	52
Salt	51
Sapolio	55
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	48
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	49
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	67
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	50
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	41
Wringers, Clothes	
Woodenware	61
Witch Hazel	48
Yeast Cakes	63

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SUGAR.

Confectioners' Lozenge, XXXX	5.45
" Powdered	5.45
" Crown A	5.65
" Crystal A	5.30
" Coarse Granulated	5.55
Eagle Tablets	6.60
Crystal Dominoes	7.65
Cut Loaf	6.10
Patent Cubes	5.55
Powdered	5.40
Extra Fine Granulated	5.40
Coarse Granulated	5.40
Granulated	5.30
Fine Granulated	5.30
" in 50-lb. bags packed 2 in 100-lb. bag	5.35
" in 25-lb. bags packed 4 in 100-lb. bag	5.35
" in 10-lb. bags packed 10 in 100-lb. bag	5.45
" in 5-lb. bags packed in bbls	5.50
" in 5-lb. bags packed in 100-lb. bags	5.50
" in 2-lb. bags packed in bbls	5.60
" in 2-lb. bags packed in 100-lb. bags	5.60
" in 2-lb. cartons in cases	5.50
" in 2-lb. paper packages in cases	5.50
Confectioners' A	5.10
1—Keystone A	5.05
2—American A	5.00
3—Centennial A	4.95
4—California A	4.90
5—Franklin B	4.85
6—Keystone B	4.80
7—American B	4.75
8—Centennial B	4.70
9—California B	4.65
10—Franklin Extra C	4.60
11—Keystone Extra C	4.55
12—American Extra C	4.50
13—Centennial Extra C	4.45
14—California Extra C	4.45
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and Indla, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, Englisli Breakfast, Gunpowder, Mixed Tea — .50

Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, Englisli Breakfast, Gunpowder, Mixed Teas — .40

Tetley's Tea—	Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades — per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25
Spring Garden Tea—	
100 lb. barrels — per lb. net	.18
5 lb. silver bags — " "	.19
1 lb. silver bags — " "	.19½
½ lb. silver bags — " "	.20
¼ lb. silver bags — " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz — per doz.	.75
Colburn's, quarts, 1 doz — per doz.	.90
Colburn's, quarts, 3 doz — per doz.	.90
Colburn's, ½ gals., 1 doz — per bbl.	1.80
Violet, pints, 2 doz — per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross — per gross	9.25
Mica, ¼ gross — per gross	8.40
Peerless, ¼ gross — per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz — per doz.	.45
Davis' O. K., ½-lb., 3 doz — per doz.	.90
Davis' O. K., 1-lb., 2 doz — per doz.	1.65
Davis' O. K., 5-lb., ½ doz — per doz.	7.20
Cleveland's, 10-c. size, 4 doz — per doz.	.84
Cleveland's, ¼-lb., 4 doz — per doz.	1.23
Cleveland's, ½-lb., 2 doz — per doz.	2.28
Cleveland's, 1-lb., 1 doz — per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case — per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder :—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl — per gross,	12.25
Rumford Baking Powder :—	
5c.-tins, 4 doz — per doz.	.45
10c.-can, 4 doz. in box — per doz.	.90
½-lb. cans, 2 doz in case — per doz.	1.25
1-lb. cans, 1 doz. in case — per doz.	2.50

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Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case — per doz.	12.00
" 1 " 1 " .... "	2.50
" ½ " 2 " ... "	.55
" ¼ " 3 " .... "	.75
Purity Brand 5 " ½ " .... "	6.00
" 1 " 1 " .... "	1.50
" ½ " 3 " .... "	.80
" ¼ " 3 " .... "	.45

BLACKING—Shoe. Per Gross.

Shinola — per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free — per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz — per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M — per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French — per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	.12½
" Fancy	.09½@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.12 @.12½
" Choice	@.11½
Washed Caracas, Fancy	.14 @.14½
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ⅓ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10½
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Lovering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¾	15 25/32
Lion	13⅜	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins	.26
Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14⅞
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

Tub Butter:—	Per lb.
Creamery, Extra, 60-lb. tubs	.31
" First, "	.30
" Second, "	.29
" Third, "	.28- 30
" Imitation, 30-60 lbs	.25-.27
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.32
Ladies, 30-60 lbs., bakers' use	.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20-30-lb. bxs.	.34
B. B., E. D. brands, 20-30-lb. boxes	.33
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.32
Sheaf ("400") Elgin, 20-30-lb. boxes	.31
Sheaf	28-.30
Milhen Farm, lbs. and ⅓ lbs	.35
Gurnse, pounds or half pounds	.33
Belle Spring	.31

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10¾
" 16's, "	.11¾
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " "	.10¼
Bright Light, " " per box	2.40
Werk's, 8's, 30 lbs	.12
" 16's, 30 lbs	.13
Carriage Candles, size 6x1¼	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.50
Mason's, quarts, per gross	4.75
Mason's, half-gallons, per gross	6.75

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Jelly Tumblers—	
Barrels, 22 doz., per doz.	.16½
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	.45
" medium, 1 doz. cartons, "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage, "	.25
" Thyme, "	.25
" Savory, "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz., per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz., per doz.	.90
¼-lb. square cans, 2 doz. "	.85

CANNED GOODS.

Tomatoes—	Per Doz
Mrs. Hancock's Frying	1 22½
Frying, Good Luck Brand	
DuBois' Frying	1.12½
Jersey King, No. 3, Standard Jersey	1.00
Blue Hen Chickens, No. 3	.92½
Silver Lake, fancy, Jersey	1.07½
Plantation, No. 10, 1 doz	2.75
Silver Lake, No. 10, 1 doz	3.00
Alta, No. 2	.65
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.10
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.65
Mikado, Penna., fancy	1.00
Codorus, fancy, cut, No. 2	.90

When in the Market

For COFFEE either call on us or have one of our representatives call on you as we can make your money go farther than any one else can.

The house of "Wilde" has been in business nearly a hundred years, and still stands in the foreground of Coffee firms.

Our long experience has taught us which Coffee is best suited to different localities, and this knowledge is worth many dollars to you in making your selections. You get exactly what you buy, not only once, but all the time, and the values given are better than you can obtain elsewhere.

Let us prove our statements

SAMUEL WILDE'S SONS CO.

Importers Coffee, Tea and Spices

11 DUTCH STREET, NEW YORK



Please Your Trade *and* You *Hold* It

Every customer you have knows that to a very great extent the success she has with her laundry is dependent on the starch she uses. If you want to please her tell her to use Celluloid Starch, for it is the only starch made which she doesn't have to cook, and no starch on the market will enable her to turn out such perfect laundry work. We are making it worth your while to do a little talking for Celluloid Starch by spending a good part of our advertising appropriation for Universal Coupons. You can buy anything you want with them.

The Celluloid Starch Company

Philadelphia Office, Twelfth and Callowhill Streets

NEW HAVEN, CONN.

—9—

Boyer's, 2s	.82½
Acorn, 3s	2 00
Acorn, No. 2	.72½
Safe, No. 2	.60
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sance	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	1.05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sance	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	2.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.75
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.90
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.82½
Shoe Peg, Osborn's	.72½
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.67½
Vanity, No. 2, Whole Grain	.65
Royal Exchange, Whole Grain	.62½

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10.75
Boyer's, Mldgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.20
Parrot Junes	1.10
Jumbo June	1.15
B. F. F. Junes	
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.57½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	2.00
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.17½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.20
Farren's, No. 10	3.90
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.10
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10, 1 doz	2 35
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.85
Swan, medium, No. 2½	3.75
Del Monte Tips, No. 1½	3.65
Extra Tips, No. 1½	3.60
El Dorado Tips, No. 1½	3 50
El Rio, medium, No. 2½, 2 doz	3.65

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Qnallty	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2 75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quallty, 2½s	3.40
Extra standard, 2½s	3.30
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.60
Wild Rose, No. 2½, ex. stand'd lemon cling	2.47½
Valley, No. 2½, standard lemon cling	2 30

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Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.75
Extra standard green gage	2.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.90
Keystone, No. 3, 2 doz	.95
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.20
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Jersey Duke, 2s	1.10
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.97½
Maryland Leader, white	1.92½
P. & B. yellow, No. 3	1.87½
Gypsum, No. 3, pie	1.50
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.30
Ayres Good, No. 3	1.10
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.50
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Ayres, No. 10, 1 doz	3.00
Strawberries—	
Anchor, No. 2	2.30
Jumbo, No. 1, 4 doz	1.40
Silver Lake, No. 2	1.85
Defence, No. 2	2.10
Pineapple—	
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.85
Indian River, E. & C., No. 2	1.70
Terrapin, E. & C., sliced, No. 2	1.65
Orange Grove, E. & C., No. 2	1.50
Singapore Chunks, No. 1½, 4 doz	1.10
Wallace, E. & C., sliced, No. 2	1.35
Singapore, cubes, No. 1½, 4 doz	1.10
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	1.00
James, No. 3, pie, grated	.95
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Chop Tan Hin, ⅞ lb., cubes	.75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.20
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 10
Star, No. 1, 4 doz	1.05
Lobster—	
B. & M., No. 1, flat, 4 doz	4.30
B. & M., No. ½, flat, 4 doz	2.35
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ½, flat, 4 doz	2.90
Star brand, No. ½, flat, 4 doz	1.35
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4 35
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Pickert's, soused, No. 2, 2 doz	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.52
Underwood, soused, No. 2, 2 doz	2.45
Underwood, soused, No. 3, 2 doz	3.10
Oysters—	
Boyer's, No. 1, 2 doz	.95
Boyer's, No. 2, 2 doz	1.82½
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.87½
Victory, No. 1, 2 doz	.90
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.85
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.35



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

Chancerelle, ⅛s, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
⅛s, Martels	13.25
Morel, ⅛s, boneless	17.50
⅛s, Aurora, smoked	
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.25
¼s, Fox, 100 cans	3.40
⅛s, Underwood's, 50 cans	3.95
⅛s, Irma, 50 cans	3.45
⅛s, Harbor, 48 cans, wrapped	3.40
⅛s, Continental, key, 48 cans	2.50
⅛s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¼s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per dos.
Armour's Veribest, with key, No. 1, 2 dos	1.35
" " with key, No. 2, 1 dos	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 dos	2.25
" with key, No. 6, 1 dos	6.90
" with key, No. 14, ⅛ dos., per case	8.15
Libby's, with key, No. 1, 2 dos	1.35
" with key, No. 2, 1 dos	2.35

Chipped Beef.

No. 1, 2 dos	2.00
No. ⅛, 2 doz	1.15
Glass, No. ⅛, 2 dos	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per dos.	1.70

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Acme Sliced Smoked Beef.

	Per dos.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.35
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Klagan's, No. 1, 2 doz	1.20
Klagan's, No. 2, 1 dos	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 dos	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.

Armsur's Veribest, No. ¼, 4 dos	.45
Armour's Veribest, No. ½, 2 dos	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 dos	1.45
Libby's—	
No. ¼, 4 dos	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Dos.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Deviled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 100 s. Per Dos.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Dos.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per dos.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 dos	1.35
1 lb. cans, 4 dos	.90
Gallons, cans, ¼ dos	5.00
Schimmel's, assorted, 1 lb., 4 dos	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 dos	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Dos.	½-Pints. Per Dos.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Crecy	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

—16—

CANDIES AND CONFECTIONERY.

Croft & Allen Co.—	Per lb.
Extra Mixtures, 30-lb. pails	.08
Cream Jelly Mixtures, "	.09½
Elcroften Mixtures, "	.08½
Nobby Mixtures, "	.09½
Cadella Mixtures, "	.12
Fine French Mixtures, "	.13½
French Creams, "	.09½
American Mixtures, "	.08½
Variety Cut Drops, "	.08½
Darling Mints, "	.08½
Golden Drip Bar, 15-lb. boxes	.10
Sour Balls, 30-lb. pails	.08½
Pancella Cream Chocolate, "	.11½
I X L Assorted Chocolate, "	.12
King B Assorted Chocolate, "	.13½
No. 1 Fine Assorted Chocolate, "	.16½
Nonpariel Drops, "	.13
Chocolate Covered Caramels, "	.12
Dairy Chocolate Chips, 25-lb. pails	.16½
Chocolate Mints, 30-lb. pails	.12½
Honey B Comb, 21-lb. pails	.17½
Cream Cocoanut Balls, 28-lb. pails	.10½
Cream Peppermint, 30-lb. pails	.09½
" Wintergreen, "	.09½
Wellington Caramels, 25-lb. pails	.08
Frozen Milk " 30-lb. pails	.10
Soft Jelly Gum Drops, "	.07½
Superfine " "	.10
Jelly Beans, "	.08
Wintergreen Lozengers, "	.09½
Mint " "	.09½
Assorted " "	.09½
Conversation " 28-lb. pails	.09½
C. & A. Crown Stick, 30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases	.12½
Rock Candy, assorted, 10-lb. boxes	.09½
Penny goods, 10 boxes in case	4.50

CATSUP.

	Per Dos.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.90
Snider's Catsup:—	
Pints, 2 dos	2.10
½-pints, 2 doz	1.30
Quarts, 1 dos	3.25
Gallons, 6 jugs in crate, per jug	.85

Bought Simply. Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

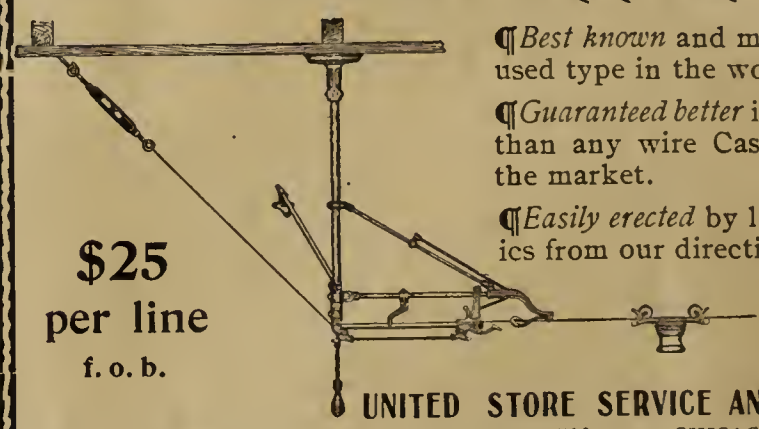
Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA Pennsylvania . .

The METEOR CASH CARRIER



¶*Best known* and most generally used type in the world.

¶*Guaranteed better* in every detail than any wire Cash Carrier on the market.

¶*Easily erected* by local mechanics from our direction chart.

$25 per line f. o. b.

30 Days' Free Trial

UNITED STORE SERVICE AND TUBE CO.

NEW YORK, Times Bldg. BOSTON, Tremont Bldg CHICAGO, Medinah Bldg.



Give Me Some Fresh Roasted Peanuts

You know that most everybody eats peanuts, and they all want them freshly roasted, but you may not know that they pay you 300 per cent. profit when they are roasted in an

Acme Peanut Roaster

the simplest and most inexpensive automatic roaster made. There is practically no labor and no expense in operating one, any boy can do it, as there is nothing to get out of order and nothing to break. It will pay for itself in a month's time. Send for full particulars and price to

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.

—17—

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case.
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

Walter Baker & Co's:—	Per lb.
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.32
" ¼-lb. " "	.33
Premium Chocolate, ½s, 12 lbs	.33
" ¼s, 12 lbs	.34
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hersbey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¾-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36

Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35½
" ½-lb. tins, 6-lb. boxes, per lb.	.33½
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.33
Sweet Clover, ½s, 6-lb, per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ½s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ½s, 12 lb. "	.31
" " ½s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.20
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Rose, 4 doz	4.60
Dime, 4 doz	3.90
Winner, 4 doz	4.45
Baby, 1 doz., glass	1.90
Red Cross	4.50
Peninsular	4.50
Leader	4.30
Banner, 4 doz	4.50
Star, 4 doz	4.60

EVAPORATED MILK.

Peerless, family size, 4 doz	3 60
Peerless, 5c. size, 4 doz	2.10
Yacht, family	3.50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.90
Pet, 10-c. size, 4 doz, per case	3.45
Pet, 5-c. size, 6 doz, per case	
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.45
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

Per case.



Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

Only One In Fifteen's A "Star"



By no means are all the hams we produce good enough to be branded **Star.**

We turn out 40,000 hams a day. There isn't a bad ham in the lot—rigid selection of hogs assures that; but only one out of about fifteen is fine and tender enough to bear the **Star** brand. The rest are good hams; but they are not **Star** hams.

The **Star** ham is from a young, but mature, corn-fed hog—not too fat. The meat is solid, sweet, tender and juicy—the ham to burn into the memory the name of the grocer who sold it.

ARMOUR AND COMPANY

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅓s	.26
" ¼s	.28
" ⅕s and ⅛s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Sardines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1.00
Milk Lunch	1.00
Our Ginger Snaps	50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

—22—

Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars.....por jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
.....loaf,	.26½
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 12.50, single, in tin.....per lb.	.90 .26
" 1-lb. tins.....per case	3.25
Camembert, in wood boxes.....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese.....per lb.	.18
Brick Cheese, No. 1..... "	.16
English Dairy Cheese..... "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box..... "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 doz. in case..... "	2.40
Picnic size, 2 doz. in case..... "	1.35
Trial size..... "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box..... "	1.25
Neufchatel (Cow brand), 25 in box.....per box	1.05
Star Cream, or Phila.. 12 " .... "	2.20
Miniature Cream, or Phila. 12 " .... "	1.10
Hand Cheese, 8 doz..... "	1.35
" 4 " ..... "	.70
" 4 " Thuringer..... "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box..... "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages.....per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " ..... "	2.75
Carlsbad Speck (Imported Bacon)..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short.....per lb.	.24
" " long..... "	
" Mortadella, Dry.....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75..... .....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .18¼; less	.20
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .17½; less	.19
" Cervelat, Crescent, 50 and 100-lb. boxes, .15; less	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .21½; less	.23
" Salami (E), 50 and 100-lb. boxes, .19; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17½; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less	.17
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham..... "	.28
" Petit Delicatess Frankfurters, plain, per doz.	.90
" Petit Delicatess Frankfurters, with Sauer Kraut.....per doz.	.90
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck..... "	.18
Mettwurst, half-round..... "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Blutwurst..... "	.28
" Pfefferwurst..... "	.28

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass..... "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

WHY AND BECAUSE

Why has the Exton Cracker kept growing in popularity from 1847 to 1908? Because you can induce people to buy some other oyster cracker only *once,* and because you can induce them to stop using the Exton only *once.* Why does the Exton cracker *lead* and the others *follow*? Because there *is* no other oyster cracker for the *Exton* to follow, so it *must lead.*

"The Best Known and Known as the Best"

A. EXTON & COMPANY

Trenton, New Jersey

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co., Distributing Agents, 116 S. Delaware Ave., Philadelphia

Do You Buy Pasteboard or Apples when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY

A card brings delivered quotations.

E.V. Peirson & Co., Newark, Wayne Co., N.Y.



MAKE MONEY SELLING FINE FISH

¶ Winter-caught goods are taken at a temperature of 40° below zero. They freeze hard as rocks instantly. This insures the delicious flavor that has made them so famous.

¶ Our lower lake fish are ***unexcelled. Maximum quality at minimum cost.***

NIAGARA FISH CO.

LAKE ST., BUFFALO

has for years made a special study of these varieties and the conditions that place them, perfect, into your hands.

¶ ***Right now*** is the best time to send for our exquisite fast-day art calendar and our price-list. Remember who

SUPPLIES THEM

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	2.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ½bbl. 5.50	60–75
" milkers, " ½ bbl. 6.50	75–85
" mixed, Standard, bbl. ½ bbl	5.50–6.50
Holland Herring, milkers, Standard, bbl. ½ bbl	
Scotland Herring, mixed, large fulls, bbl. ½ bbl. 8.00	
" milkers, large fulls, bbl. ½ bbl. 8.00	
Marinirte Herring, Imported, about 40 in pail	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail	1.00
Norway Stockfish, dry, per lb.	15
Matjes Herring, per pail	

BISMARCK HERRING.

Pint size, round tins, with key, per tin		.20
Quart " " " "		.35
2 Qt. " " " "		.55
4 Qt. " " " "		1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand) per keg		.75
" 5-lb. pails, per pail		.55
" 10-lb. pails "		1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. kog, per keg		2.75
Russian Sardines, in glass jars, per doz.		2.25

NORWAY ANCHOVIES.

Original Package, per ½ bbl.		5.50
Repacked in 5-lb. pail, per pail		.60
" in 10-lb. pail "		1.10
" in 5-gal. kegs, per keg		2.75
" in ½-lb. flat tins, per doz.		.95
" in ½-lb. tall tins "		1.50
" in 1-lb. tall tins "		2.00
Fancy Kegs—1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902, per anker		16.00
Repacked—kegs, about 8 lbs., per keg		3.25
" pint jars, per doz.		6.00
" large tumblers "		2.25
" small tumblers "		1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz		19.50	½ kilo Cans, per dz.		19.50
½ " "		10.50	¼ " "		10.50
¼ " "		5.50	⅛ " "		5.50
⅛ " "		2.75	1/16 " "		2.75

GERMAN DILL PICKLES. Regular Size.

60 gal. cask—about 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT. Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " kog	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusso (Pfeffernusso)	per lb.	.18
Spitzkugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

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COTTOLENE.

30 2-lb. tins	per case	6.25
15 4-lb. "	"	6.25
6 10-lb. "	"	6.25

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.19
Western	.18

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.16
New York, Full Cream, new, 12's, 40-lb. bxs.	.14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.		.28
Anchovies, in oil, ½ bottles		4.50
" " ¼ "		3.25
Anchovy Paste, fancy, per doz.		4.75
" plain, per doz.		3.75
Bouillon, Burnham, pints, 2 doz. in case		3.75
" " ½ pints, 2 doz. in case		2.00
Capers, Nonpariel, ½ gallon kogs		1.50
" " Quart, glass, per doz.		7.00
" " bottled, ½ size, per doz.		2.35
" " " ⅛ " "		1.90
" " " ¼ " "		1.15
Canton Ginger, large pots, cases 6 jars, per case		4.65
" med. " 12 " "		5.00
" small " 24 " "		4.75
Cherries in Maraschino, in glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.		.90
" 3 lb., 2 dz. case "		2.20
Currie Powder, pints, per doz.		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ¼'s		2.65
" ½'s		5.00
" ½'s		9.85
" 1's		18.50

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French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.50
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	27.00
Choice, 100 tins per case	25.00
Extra, " "	
Hotel, " "	23.00
Truffles, ⅛ per tin,	.30
" ¼ "	.55
" ½ "	1.15
" ½ "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs in Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallized Ginger, 1-lb. tins, per doz.	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	1.25

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50

A new product from an old house

DIXON'S
POWDERED
STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

WASHBURN-CROSBY CO'S
Gold Medal Flour



Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

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FLOUR.

	Per Bbl
King Midas	6.70
Gold Medal	6.25
Millbourne	6.20
On Top	6.60
Ceresota	6.35
Pillsbury's Best	6.25
Taylor's Fancy	5.50
Semper Idem	4.75
Pride of the West	5.25
Sunbeam	5.15
Quaker City	5.80

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	2.50
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.90
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	3.15

FARINACEOUS GOODS.

	Per Bal.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2.00
" " table, 100 lbs	1.95
Western yellow, granulated, 100 lbs	1.70
Western white, granulated, 100 lbs	1.65
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05¾
Marrows, Fancy N. Y. State, grain bags bush	2.25
Medium, Fancy N. Y. State, grain bags, bu.	2.35
Pea, fancy, N. Y. State, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags, bushel	2.35
Red Kidneys "	2.10
Peas—	
Green, per bushel	2 50
Scotch "	2.50
Split, yellow "	2.05
" green "	

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Lentils—	
000000, 110-lb. bags, per lb.	.07
Less quantity "	.07½
Shaker Corn—	
Fancy, barrels, per lb.	.06
Less quantity "	.06½
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.55
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.15
Western Pearl, 100 lb. bags	1.70
Western Grits, 100 lb. bags	1.60
Barley—	
OO	.06½
No. 3, 100-lb. bags	3.65
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, D, per bbl	7.25
" " kegs 100 lbs., per keg	3.65
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.47½
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	
H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.55
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	6.20
Avena, per keg, 90 lbs	3.25
Standard, 180-lb. bbls	6.10
" 90-lb. bags	3 00
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04⅝
" " less quantity "	.05
" Pearl, 150 lbs "	.04½
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00

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Purina Whole Wheat Flour, 80 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3 65
Maple Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.35
Elijah's Manna, 24 packages	2.70
Shredded Whole Wheat, 30 packages	5.00
" " " 85 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 36 packages	3.35
Quaker Puffed Rice, 36 packages	2.70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Addulated "	1.07½
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 8 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 28	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	18.00
Standard Cash Register	80.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

They Wouldn't Imitate It If It Wasn't So Good

The Ramly Cigarette is the finest 10c. Turkish cigarette ever made. It is so good other manufacturers try to make their goods **look like** the Ramly, but there the similarity ends.

If you want to get a run on cigarettes, get people to go out of their way to come to to you, put in the Ramly. Remember how it is spelled—R–A–M–L–Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

The STEEL FRUIT JAR CAP from the Chemist's Viewpoint



Prof. Chas. T. P. Fennel, the famous Cincinnati chemist, says that a steel fruit jar cap submitted to the influence of organic acids, such as are contained in fruits, do not corrode as much as zinc caps. He further says that resulting salts from this corrosion in the case of the steel cap are absolutely harmless, and that those from the zinc caps are poisonous to the human system.

If you tell this to your customers you can sell a lot of our steel caps.

THE WM. GLENNY GLASS CO., Cincinnati, Ohio

When the Jobber's Salesman Comes

When your jobber's salesman comes to you with future canned goods for 1908, ask him, in your own protection, if he will guarantee you 100 per cent. delivery. If he won't, then order **Blue Bell** or **Clover Farm** canned goods, for you *can* get 100 per cent. delivery on those.

No finer goods packed in all Maryland. Splendid quality, and a business-like contract giving you not what the packer wants to give you, but all you bought.

Strasbaugh, Silver & Co.

ABERDEEN, MD.

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Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1¼ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Openor...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Grocers', without weights, Brass Scoop and Brass Plate, No. 1**
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Butchers', without weights, No. 0**
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyod (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.72½
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.40

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6.50	1.45	1.21
Ex. Bloaters, xxx.....	40.00	20.60	10.45	2.25	1.05
Ex. Bloaters, xx.....	36 00	18.60	0.50	2.05	1.63
Fancy Shore, No. 1...	33.00	17.10	8.75	1.90	1 57
Med. Shore, No. 1 ...	26.00	13.50	6.90	1.55	1.29
Large Irish, No. 2.....					
Extra Irish, No. 2.....					
Medium Irish, No. 2..					
Small Irish, No. 2.....	22.00	11.60	6.00	1.35	1.13
Irish, No. 3.....					
Large, No. 3	20.00	10.60	5.50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish.....	5.00	3.10	2.00	.50	
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 80 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georgos Cod	.09
Large Bank	.06
Medium Bank	.05⅝
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.11½
Smokod Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.70
" " 100s ... "	1 25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.08¾
Fancy N. Y. State, 48 1 lb	.09¾
Choice N. Y. State, 50-lb. boxes	.08½
Apricots—	
Extra Choice Royals, 25 lbs	.22
Choice Royals, 25 lbs	.20
Standard Royals, 25 lbs	.16½
Cherries—	
California, unpitted, Black, 25 lbs	
California, pitted, Black, 25 lbs	.25
Currants—	
Gold Medal, recleaned, 36 1s	.08¼
Gold Medal, loose, 25 lbs	.08
Private Growth, extra, cleaned, 36 lbs	.08
" cleaned, 30 lbs. bulk	.07¾
Peaches—	
Extra Fancy Muirs, 25 lbs	.14½
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12½
Choice Muirs, 50 lbs	.12
Pears—	
Fancy California, Bartlett, 25 lb	.12½

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20– 30, 25 lbs.....				
30– 40, 25 "	.08¾	.08¼	.07½	.07¼
40– 50, 25 "	.07¾	.07⅛	.07¼	.06¾
40– 50, 50 "				
50– 60, 25 "	.07½	.07	.06¾	.06¼
50– 60, 50 "	.07¼	.06¾		.06
60– 70, 25 "	.07	.06¾	.06½	
60– 70, 50 "	.06¾			
70– 80, 25 "				
70– 80, 50 "				
80– 90, 50 "	.05½		.05¼	
90–100, 25 "				
90–100, 50 "	.05¼	.05	.04¾	
100–120, 50 "				

25–30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 1s	.08½
Raisins—	
Muscatels, 4 crown, 50 lb	.06½
" 3 " 50 lb	.06
" 2 " 50 lb	.05½
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.07¼
Cal. Sultanas, 50 lbs	.06½
Cal. Seedless Muscatels, 50 lbs	.06
Roger's, Layer, Valencias, 28 lbs	.07
Llano, Layer, Valencias, 28 lbs	.06½
Gilabert's, Layer, Valencias, 28 lbs	.07
Raisins, Seeded—	
G. & S. fancy, 36 1s	.08
Butterfly, fancy, 36 1s	.08⅝
Tiger, fancy, 36 1s	.08¼
Admiral, fancy, 40 1s	.07¾
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ⅓ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb..... per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

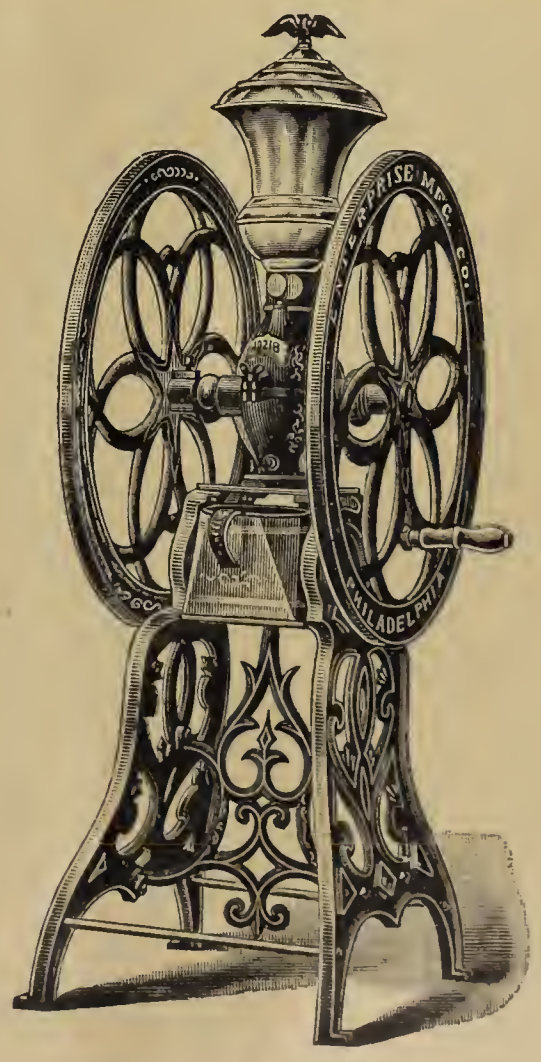
HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.



The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

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INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain, per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz'	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.15
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

	Per gro	
Ohio Blue Tips—		
200's, 1 gross	per case	1.70
500's, 100 packages	"	3.25
500's, 1 gross	"	4.50
Ohio Noiseless—		
500's, 1 gross	per case	3.75
King Bird—		
100's, 3 gross	per case	2.85
500's, 1 gross	"	4.00

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Swift & Courtney's, 200's, 1-gross case		1.75-1.90
" 400's, 1 "		3.50-3.70
" 500's, 1 "		3.75-4.00
Blue Hen, 200's, 1 "		1.50-1.60
" 500's, 1 "		4.00-4.25
	Per Gross.	
Vulcan Parlor, 65's		.41
" 100's, 5-gross in case		.90
" 500's		3.95
Vulcan Safety, 65s, No. 37		.55
" 65s, No. 2		.45
Columbia Safety, No. 2, 5-gross cases		.55
" No. 37, 5-gross cases		.50
" 100's, 5-gross cases		.90
" No. 15, gross cases		1.20
" No. 32, 5-gross cases		.55
Safety		.45
Mazeppa, Parlors, 500's		3.50-3.75
Searchlight, 500's		4.25-4.50
Press, 200's		1.80-1.90
" 500's		4.50-4.75
America, 800's		1.30-1.35
American Paraffine, 500's, ex. qual		4.15
Telegraph, blue bead, 5-gross cases		.60
Our Darling, 1 gross, No. 3, 1,000		5.50
Our Darling, ½ gross, No. 4, 1,000		2.75
Superba, 1000s, 1 gross to case		5 00
Red Skin, 500s, 1 gross to case		4.00
Pok-O-Dot, noiseless, 500s, 1 gross to case		4.50
Lenox, 400s, 1 gross to case		3.00
Red Cross, 200s, 1 gross to case		1.30
Blue Ribbon, 165s, 5 gross to case		1 00
Blue Ribbon, 165s, 1 gross to case		1.05
Astral, 150s, 5 gross to case		.85
Astral, 150s, 1 gross to case		.90
Planet, 100s, 3 gross to case		.80

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckers, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. palls	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits,	per lb.	.06
New Year, bbls and kegs and 30-lb. kits.	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " " "		5.30
" 5-lb. Glass Jars, 6 to case	"	6.25
National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 palls	3.75
No. 10, wooden pails	per box 6 palls	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs.	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs.	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.	
Theodore Marquet, Mammoth, 64 oz		12.50
" Extra, 64 oz		11.50
" Mammoth, quarts,		6.50
" Extra, quarts		6.00
" Extra, pints		4.00
" Mammoth, ½ pints		2.75
" Extra, ½ pints		2.60
Fourees, 19 oz., fluted bottle		4.00
De Lucques, 10 oz		2.40
Farcles		3.00
Queen, 6 oz		1.30
Pim Olas, 18 oz		6.00
Pim Olas, 10 oz		3.50
California, quart tins		3.50
California, pint tins		2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz		4.90
" " pts., 2 doz		2.90
" " ½-pts., 2 doz.		1.90
Rae's, Lucca, litre bottles, 1 doz		11.50
" 25-oz. bottles, 1 doz.		8.75
" Finest Sublime, qts., 1 doz		6.50
" " pts., 2 doz		7.50
" " ½-pts., 2 doz		4.75
" " 8-oz. flasks, 2½ doz.		7.50
" " 12-oz. flasks, 2½ doz.		9.00
" Sublime, 8-oz. flasks, 2½ doz		6.50
" " 12-oz. " 2½ doz		8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.		2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.		2.30
" " 1 qt., 40 to case, "		2.65
" Sublime, 1-qt. tins, 40 to case		2.35
" " ½-gal. tins, 20 to case		2.20
" " 1-gal. tins, 10 to case		2.10
" " 5-gal. tins, 1 or 2 to case		2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints, " 2 " "	"	4.75
Oliver's Olive Oil—		
1 dozen large		6.00
2 dozen medium		6.75
2 dozen small		4.25
6 1-gallon tins	per gal.	2.10
10 ½-gallon tins	per gal.	2.20
20 ¼-gallon tins	per gal.	2.25

AMERICAN OIL.

Stobrer's, No. 8, 2 doz	per doz.	.55
Stohrer's, No. 16, 2 doz	per doz.	.90
Stohrer's, No. 32, 1 doz	per doz.	1.80
Keystone, bottles, 2 doz	per doz.	.90

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

PAYING THE DUTY



¶ If your customer demands an imported ginger ale, it is simply from ignorance that a brand just as good is made here—**Clicquot Club.** The man who pays the price of an imported ale is paying not for extra quality, but for the duty. Compared with **Clicquot Club** there is no extra quality to pay for.

¶ **Clicquot Club** is made in Massachusetts by experts. The factory is spotless and the materials the best money can buy. **Clicquot Club** is the most widely sold brand of ginger ale in the world. You can sell it steadily all the year round.



CLICQUOT CLUB COMPANY

MILLIS, MASS.

Philadelphia Agent, R. S. WILLIAMS, 123 S. Front St.

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.21
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25

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Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10
Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

45 gal., 1200s	per bbl.	9.95
45 gal., 1000s	per bbl.	10.15
William Bros., 16 gal., 800s		6.10
" " 16 " 600s		5.25
10-gallon kegs, 700s		3.25
Sweet Pickles, 500s to 600s, 5 gal.	per keg,	3.30
Sweet Pickles, 700s, 5 gal.	"	3.60
Sweet Pickles, 1,000s, 5 gal.	"	4.15
Sweet Pickles, 2,000s, 5 gal.	"	5.00
Chow-Chow, No. 1, 5 gal. kegs		1.95
Chow Chow, No. 2, 5 gallons		1.75
Chow and Mixed Pickles, 2 gal., per pail		1.00
Williams Bros.—		Per Doz.
Wilco Onions, 5 gals		3.50
No. 8, Sour Gherkins, 2 doz		.95
No. 8, Sweet Gherkins, 2 doz		.95
No. 8, Sour Mixed, 2 doz		.95
No. 8, Sour, assorted, 2 doz		.95
No. 8, Chow-Chow, 2 doz		.95
No. 8, Onions, 2 doz		.97½
Crosse & Blackwell's:—		
Whole bbls., 5 doz		3.25
Chow, pints, less quantity		3.30
Mixed, less quantity		3.30
Onions, pints, less quantity		3.30
Plain, pints, less quantity		3.30
Pin-Money Pickles—		
Gherkin, Bur-Gherkin, Caulliflower, Onion, Mixed, Martynia, Peaches—		
Glass, per case of—		

2 doz. ¼ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—			
1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—			
1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs		.09¾
" 14–16 lbs		.09¼
" 10–12 lbs		.10
Picnics, 6–8 lbs		.07¾
N. Y. Shoulders, 10–12 lbs		.10
Dried Beef, sets (city smoked)		.17
" Tenders and Knucks		.19
" Flats		.15
" Air Dried, sets		.21
" " Tenders and Knucks		.21
Jersey Pork, Butt	per bbl.	16.50
" Family	"	17.50
Breakfast Bacon, rib in		.10
" boneless		.11½
S. P. Bellies, 14-15 lbs		.08½
Bologna, 25-lb. boxes		.08
Boiled Boneless Ham		.17
Beef Tongues, smoked, 5–6 lbs	per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes		.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—		
Honey-cure Brand Hams, skinback		.12
" " large		.12
" " medium		.12
" " small		.12
" Breakfast Bacon		.12
" " boneless		.14
Beef, air-dried, regular sets		.20
" " insides and knuckles		.22
Ham Bologna		.10
Beef "		.10
Boiled Hams		.20
Beef Tongues	per doz.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb	.12
Premium brand Hams, 12 lb	.11¾
Premium brand Hams, 14 lb	.11½
Premium brand Hams, 16 lb	.11½
Premium brand Hams, 18 lb	.11⅜
Premium brand skinned Hams, 18–20 lb	.12
Premium brand boiled Hams, skinned, fatless	.21
Premium brand Bacon	.18
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut	.16
Winchester brand skinned Hams, all aver	.10¼
Winchester brand Picnics	.08

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	08½	7¾
Plain Tubs, 50 and 60 lb. cans	08½	7½
10-lb. Tin Pails, 60 lbs	09¼	8¼
5 " "	09⅜	8¼
3 " "	09¾	8⅜

John Bower & Co.—	
Pure Kettle Rendered, tierces	.09¾
" " tubs	.09¾
" " 3, 5 and 10-lb. cans	.10½
Swift & Co.—	
Premium brand, tierces	.10
Silver Leaf brand, tierces	.09
Jewel, compound, tierces	.07⅝
Cotosuet tierces	.07⅞

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	08½–.09½
Common to fair, native	08 –.08¾
Western Dressed Beef—	
Choice, native cattle	08½ –.09½
Common to fair "	08 –.08½
City Dressed Veal—	
Prime	–.13
Good to choice	–.08
Dressed Hogs—	
Pigs	–.07½
Hogs, heavy	–.07½
" 180 lbs	–.07½
" 160 lbs	–.07½
" 140 lbs	–.07½
Dressed Sheep and Lambs—	
Lamb, Western, good	.13
Lamb, Western, culls	.10
Sheep, choice	.12
" medium	.10

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00



Ham Confidence

There is a vast difference between merely "ham" and Swift's PREMIUM Ham.

The grocer who just keeps "ham," who buys no special brand, and buys from no particular packer, is just as certain to have a small and irregular ham trade as night is certain to follow day.

But the grocer who sells only Swift's PREMIUM ham, which is always the same and always fine, will have a ham trade that amounts to something. His trade won't care to experiment with other grocers; they're getting what they want and they're getting it all the time.

PREMIUM Hams are tender, delicious and—this is important—well advertised.

Swift & Company, U. S. A.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Be Proud of Your Olive Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.

103-107 HUDSON STREET, NEW YORK

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.08
" " western		.08

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.	
Turkeys—		
Western, Y. H., 8 to 10 lbs	.18	–.20
" Y. T., 15 to 17 lbs	.18	–.20
Old hens and toms	.16	–.18
Common to Good	.14	–.15
Broilers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.30	–.40
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.30	–.40
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.30	–.40
Western, 4 to 4½ lbs. to pair, fancy	.20	–.22
" 3 to 3½ lbs. to pair, fancy	.22	–.24
" fair to good	.17	–.20
Fowls—		
Western, fancy	.14	–.15
Heavy Roasters, 4 to 5 lbs	.16	–.18
Fair to good	.15	–.16
Old cocks	.10	–.11
Western capons, fancy	.20	–.22
" " small	.18	–.20
Squabs—	Per doz.	
Prime, large, ancy	4.00–4.50	
Mixed	3.00–3.50	
Dark	1.50–2.00	

LIVE POULTRY.

	Per lb.	
Spring chickens, nearby, 1½ to 2 lbs	.30	– 35
Large Springers	.15	–.17
Fowls	.14	–.16
Roosters	.10	–.11
Ducks	.15	–.16

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case, per doz.	85
" 1 " "	.85
Large or No. 2, 1 " "	1.40
1-lb. cans, 1 doz. in case, per case	4.00
2-lb. " ½ " "	3.75
3-lb. " ½ " "	5.40
5-lb. " ½ " "	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	5.15
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz., doz.	.90
Spring Garden, fancy, No. 3, 2 doz., doz.	.80
Compass, No. 3, cans, 2 doz.	.75

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb., per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.80
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ¼ doz.	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails, per pail	1.15
Apple, 20-lb. crocks, per lb.	.07¾
Apple, Schimmel's, 30-lb. pails, per lb.	.06
Prune, 30-lb. pails, per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per dos.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0.85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		.85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size, per doz.,	1.20
Laudanum, 25c.-size, per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum, per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk, per lb.	.08
" Lump, bulk "	.08
Butter Color, W. & R., per doz.	2.00
Bluestone, bulk, per lb.	.09
Copperas, per lb	.01¾

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Camphor, gum, 1-oz. blocks		.95
" Flakes, 250 bbls		.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.		.02¼
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.01½
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Gino	"	.11
Goff's Cough Syrup, 25c. size	per dos.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100–125-lb. kegs	per lb.	29½
" ¼-lb. packages	"	.34
" ½-lb. "	"	.33
" 1-lb. "	"	.32
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.07
" granulated, kegs, 100	"	.07
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Venetian Red	per lb.	.02
Whiting	"	.02
	1 oz.	2 oz.
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz.	per doz.	.80

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
31 South Front Street

Why We Do It



You've noticed that in nearly all our advertising to grocers we reproduce one of the advertisements we use to consumers.

We can't let you forget that we are working night and day to get you orders for ***Ralston Health Food*** and ***Purina Whole Wheat Flour.***

These foods are unexcelled and cannot possibly be excelled, either for their purity and nutritive value or as cold-blooded business propositions for you. Both brands sell easier and oftener and pay better than any other cereal brands we know of.

RALSTON PURINA MILLS
ST. LOUIS, MO.
T. A. James & Co., General Distributers, 12-16 Chestnut St., Philadelphia

Read the Point In Large Type

Here's the proposition of James T. Shinn's **Liquid Rennet** in a nutshell:—

1. It is the cleanest rennet made.
2. It coagulates milk in 2 to 5 minutes.
3. It will not spoil.
4. Every bottle is guaranteed.
5. Jobbers everywhere indorse it.

And last, but not least—this is in large type because it's a large point—it pays 100 per cent. profit. Costs $1.50, sells for $3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

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W. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

	Per doz.
McCormick & Co., Bee Brand—	
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose "	.90
No. 3, Lemon and assorted "	.85
No. 4, " " "	2.00
No. 4, Vanilla "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25, per dos.		2.00
" " " " No. 2X, "		.80
" " " " No. X, "		.45
" Lemon, " " No. 25, "		1.75
" " " " No. 2X, "		.80
" " " " No. X, "		.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla per doz.		1.75
" Lemon "		1.75
Select Vanilla "		.85
" Lemon "		.85
" assorted "		.85
" small size "		.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet per doz.	1.10
Hansen's Junket Tablets, 8 dos., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06¾
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05½
Imperial, fancy Japan, 1-lb. pockets	.05¾
" " 3-lb. "	.05¼
Pearl Head, 5-lb. cotton sacks	.04½
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.05¾
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03¾
Japan—	
Fancy, 100-lb. bags	.05¼
Choice, 100-lb. bags	.25½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs	2.50
" " 60 bags, 5 lbs., lim	4.00
" " 28 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 280 lbs	2.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.	dox.	.87½
Durkee's, large, 1 dos.	per dos.	4.00
" small, 2 dos.	"	2.40
Schimmel's, small, 2 doz.	per doz.	.87½
My Wife's, large, 1 doz.		2.30
My Wife's, small, 2 doz.		1.45
Snider's Salad Dressing:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Luncheon, 3 doz.	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs. per 100	.65
Kegs, 150 lbs. per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz		.77½
North of England Sauce, No. 8, doz		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sauce:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Old Fashioned Gelatine

The cleanest gelatine in the world now comes to you, Mr. Grocer, packed with Universal Coupons.

For purity of stock and scrupulous cleanliness of manipulation **Chalmers' Gelatine** has no equal anywhere.

Nothing but the finest calves' stock and the clearest spring water. The result is real rich old-fashioned gelatine, as far removed from the nauseous imitations of it as wheat is removed from chaff.

The average consumer has been fed on imitation gelatine so long that he will turn with immense relief to **Chalmers'**—if you'll let him.

Two styles—granulated and shredded.

JAMES CHALMERS' SONS, Williamsville, N. Y.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

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SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.12	Mustard, Yellow..	.07
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes, "	.04½
Arm & Hammer bd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ¼, ½, 36 lbs., "	.05½
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 2 doz.	1.50
Hires' Root Beer, Carbonated, 6 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50

5 per cent. discount on 5 case lots.

Cliequot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 6 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz., per doz.	.72
Putz Liquid, large, 3 doz., per gross,	16.50
Putz Liquid, large, 3 doz., per doz.	2.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans, "	18.00
No 2, pint cans, "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans, "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs., per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3 50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Lavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Lavenson's	60	2.50
" Hamilton's	60	2.50
" Kirk's	60	2.25
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.60
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo, gross	6.25
Buttermilk Cosmo, doz.	.60
Buttermilk, Swift's, gross	4.05
Castile, Imported, Conti, lb.	.13½
Castile, Conti, original boxes, lb.	.11¼
Cntaneous, Dr. Ranb's, doz.	.70
Elderflower, large cake, gross	4.40
Fleur-de-lis, gross	4.50
Fleur-de-lis, doz.	.45
Hearts and Flowers, gross	10.25
Maxine Elliot, gross	8.10
Oatmeal, 3 cakes in box, gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box, lb.	.09
Turkish Bath, doz.	.40
Sweetheart, 5c cakes, box	1.75
Witch Hazel, 3 cakes, ½ gross, gross	3.25
Witch Hazel, Swift's, gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.30
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 10-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz., per doz.	.43
Swift's Washing Pawder, 100 1s	3.85
Swift's Washing Pawder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand— Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ⅛ lb. .40
¼ lb. .75

Banquet Brand—
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ⅛ lb. .40
¼ lb. .75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St
PHILADELPHIA, PA.

Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per dos.	.45
Dime size, 2 and 4 dos.	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per dos.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per dos.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.	Per lb.
Pepper, Black	.09½
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, large	.18
" Medium.	.15
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	11

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CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		06⅝
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¾
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅜
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅜
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs.	04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish. 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¾
Velvet Gloss, about 200 lbs.	.c7¾
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs.	3.85

STOVE POLISH.

	Per gro
Enamelline Paste, small, ¼ gross	4.00
Enamelline Paste, large, ¼ gross	7.00
Enamelline, Liquid, large, ½ gross	6.65
Enamelline, Liquid, small, ½ gross	4.90
Electic Paste, ⅛ gross boxes	4.80
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ½ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ½ gross		4.50
Per gross		9.00
F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05¾
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per dos.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 brieks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per dor.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8, 10's	per case	.90
Carpet Tacks, Silver Steel, 4 os.	per dos.	.06⅜
6 oz.	"	.07
8 os.	"	.07⅜
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per dos.	.09
No. 11, steel	per doz.	.09¾
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5¾ inches high		1.48
5 inches high		1.42
4¾ inches high		1.25
4 inches high		1.18
3¾ inches high		1.05
3 inches high		.90
The Fly Ribbon Manufacturing Co.—		Gross
Single gross		4.80
Two or five gross		4 32
Five to twelve and one-half gross		4.08
Twelve and one-half to fifty gross		3.84
Fifty gross up		3.60
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10¾
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80

—60—

Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 104	.32
Fancy, No. 105	.28
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, cholee, No. 634, compound	.29
West India, cholce, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

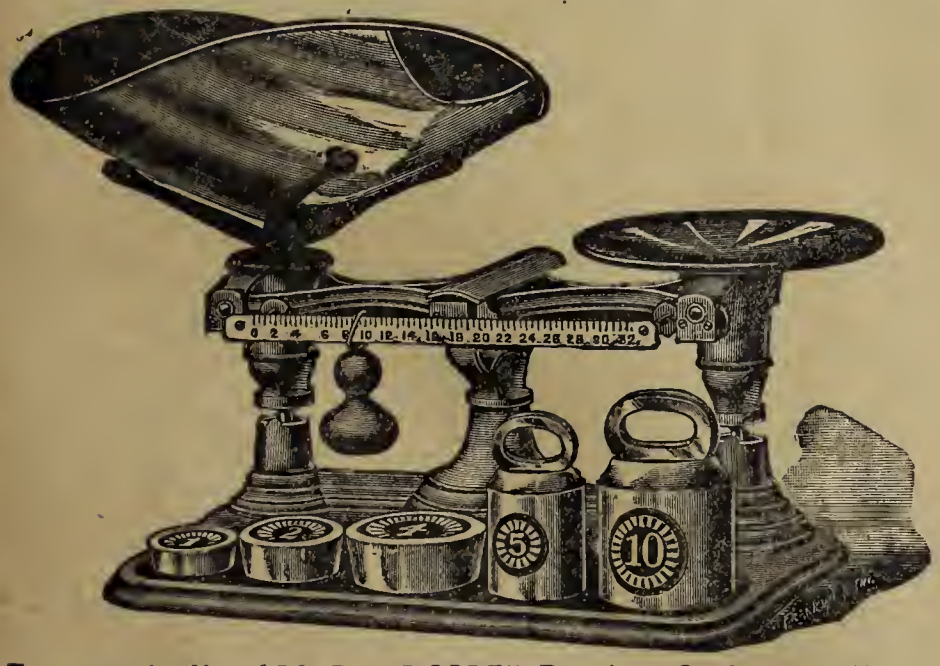
Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

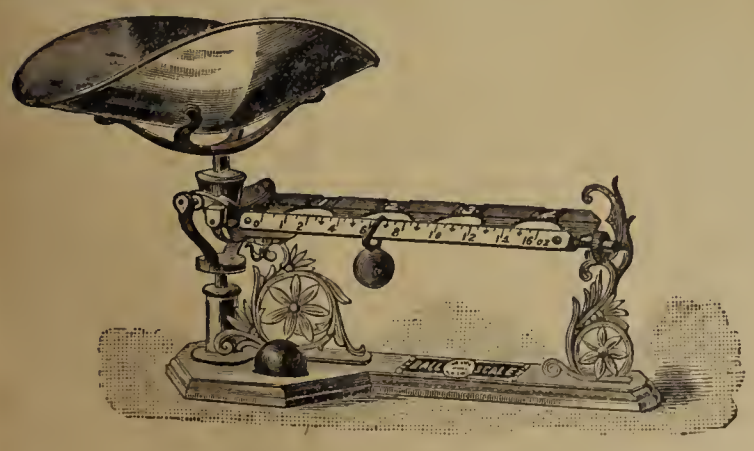
Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 10- oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.95
Karo, 10 cent sire, 2 doz.	per case	1.90
Karo, 25 cent sire, 1 dor.	per case	2 30
Karo, 50 cent size, ½ dor.	per case	2.30

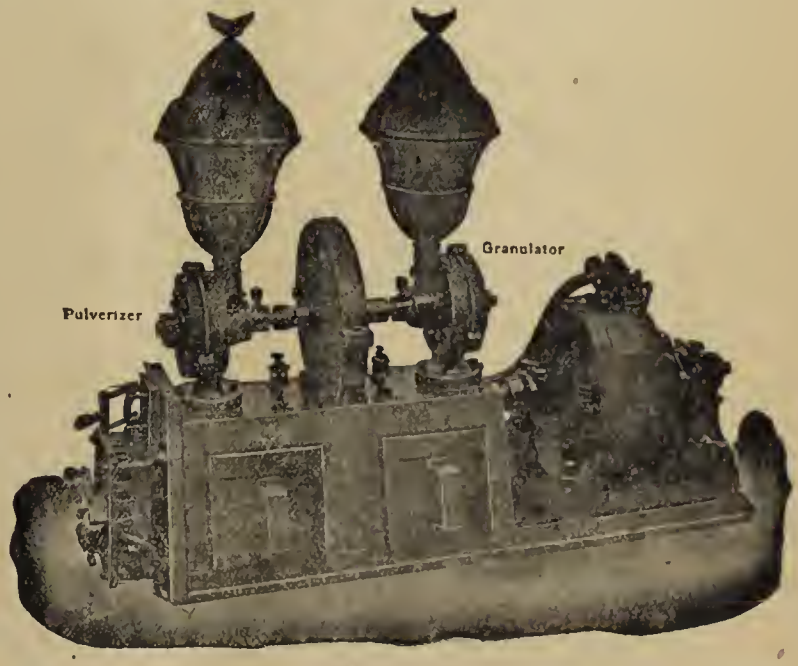


Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 1-32 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE
USED BY ALL LEADING GROCERS



TROEMNER'S

New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET & PHILADELPHIA, PA.

J. A. FLESCH & SON 112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Tewlo's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.65
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protecter	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

No. BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.05
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.80
5, Solid oval	2.15
1, Wire ends	1.20
2, Wire ends	1.40
3, Wire ends	1.60
5, Wire ends	2.00
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

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BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

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TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Homesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.29
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed, per doz.	.18
Magic, 1¾ doz. packages, per box,	.58
Yeast Foam, 1½ doz., per box	.58

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.
1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases, 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-½ gallons, per gallon	2.25

JOS. M. OLIVER & SONS
IMPORTERS 5 South Front St., Philadelphia

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

DOLLARS IN RETAILERS' POCKETS

Hundreds of Manufacturers and Jobbers of High-grade Standard Selling Goods are offering

UNIVERSAL COUPON CERTIFICATES TO RETAIL DEALERS

as an inducement to push the sales of their goods to consumers. These certificates are given at no increase in the selling prices, or cheapening of quality in their products, but are intended solely as a compensation for your assistance, and are exchangeable through us for valuable and useful merchandise, of which the following list represents a few of the

1000 ARTICLES TO CHOOSE FROM

Pianos	Harness	Buggies	Silverware	Typewriters	Scales	Lamps
Coffee Mills	Safes	Leather Goods	Strong Boxes	Wagons	Trucks	
Desks	Tools	Chinaware	Jewelry	Furniture	Sporting Goods	
Rubber Goods	Watches	Cut Glass	Toilet Articles	Trunks	Rugs	Clocks

Any retailer taking advantage of this liberal offer is simply putting extra dollars into his pocket, as the cost to him is absolutely nothing but represents a saving of 15 to 60 per cent. over the cost if he were to buy them in the regular retail way.

Write To-day for List of Goods and Manufacturers

Manufacturers' Trade-Mark Association, Dept. W, 253 Broadway, New York

A Wonderful Increase

In this time of uncertain business conditions, when many manufacturers are having difficulty in marketing their goods, we point with pride to the magnificent record of sales of

DAYTON MONEYWEIGHT SCALES

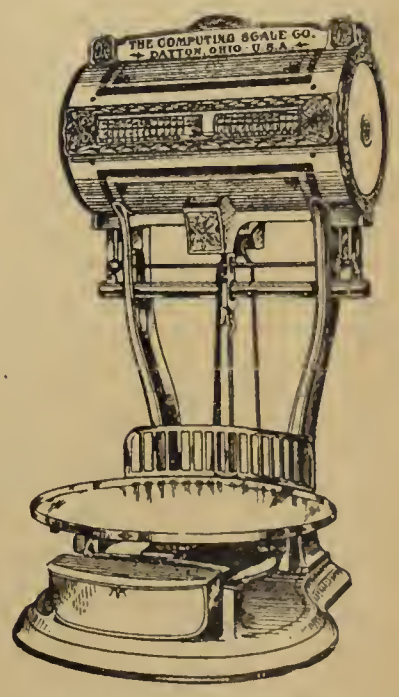
The subject of ***"Saving Profits"*** comes closer to the heart and pocketbook of the retail merchant when trade is dull, than when prosperity is at its highest. Merchandise is sold at a good margin and in smaller quantities, but the average of loss in the use of old style scales does not decrease in proportion. Merchants are studying this subject as they never did before and this accounts for the fact that ***January, 1908,*** shows

40 PER CENT. GAIN

over January, 1907. Merchants are not buying our scales for fun; they are installing them to save money. ***A MONEYWEIGHT SCALE*** is a ***guarantee*** of protection to both merchant and customer. No other scale has reached the high degree of accuracy and sensitiveness.

Don't overlook the fact that we have an attractive exchange proposition whereby a user of a computing scale of any make can bring his equipment up-to-date.

Our agent is frequently near your place of business, and if you will drop us a card, we will have him call and show this scale on your counter.



The new low platform No. 140 DAYTON Scale

Date.....

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME.....

STREET and NO.....

TOWN.....

STATE.....

Moneyweight Scale Co.

35 State Street, Chicago

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



It's a Hard Job, but We've Done It

You know how hard it is to please all your customers with coffee. It is natural for you to find it harder than we do, because you have a lot of things to do and we do nothing else. Private Estate Coffee is the result of many years' experimenting to please the popular taste, and it does it so well that we don't know of a grocer who has induced a customer to try it who isn't still using it. This is one important reason for your making a leader of it, and another is that we share our profits with you by giving you Universal Coupons with every case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS **33-34 Fulton Street, New York**

Philadelphia Branch, 139 S. Front Street

You Know What Our Name On These Goods Means

We are making Macaroni, Spaghetti, Noodles and Pastels. We are making them like we make our bread, so good that nothing can be better. So good that grocers can safely recommend them to their customers.

We are going to spend our advertising appropriation on the grocer, to make it worth his while to tell his customers about these goods and create a demand for them.

Every case will contain Universal Coupons, which the grocer can exchange for almost anything he needs instead of buying it.

The
Freihofer

VIENNA BAKING COMPANY

PHILADELPHIA, PA.

We Want You to Sell This



There are good reasons why you should. It is the finest floor wax ever manufactured. Lots of your customers have hardwood floors, and if you sell **Moore's Floor Wax** to them ONCE they will always buy it. To make it worth your while to tell your trade about it, we are giving you enough Universal Coupons with it to entitle you to a handsome premium with every case.

E. B. MOORE & CO.

76 Wabash Avenue **Chicago, Illinois**

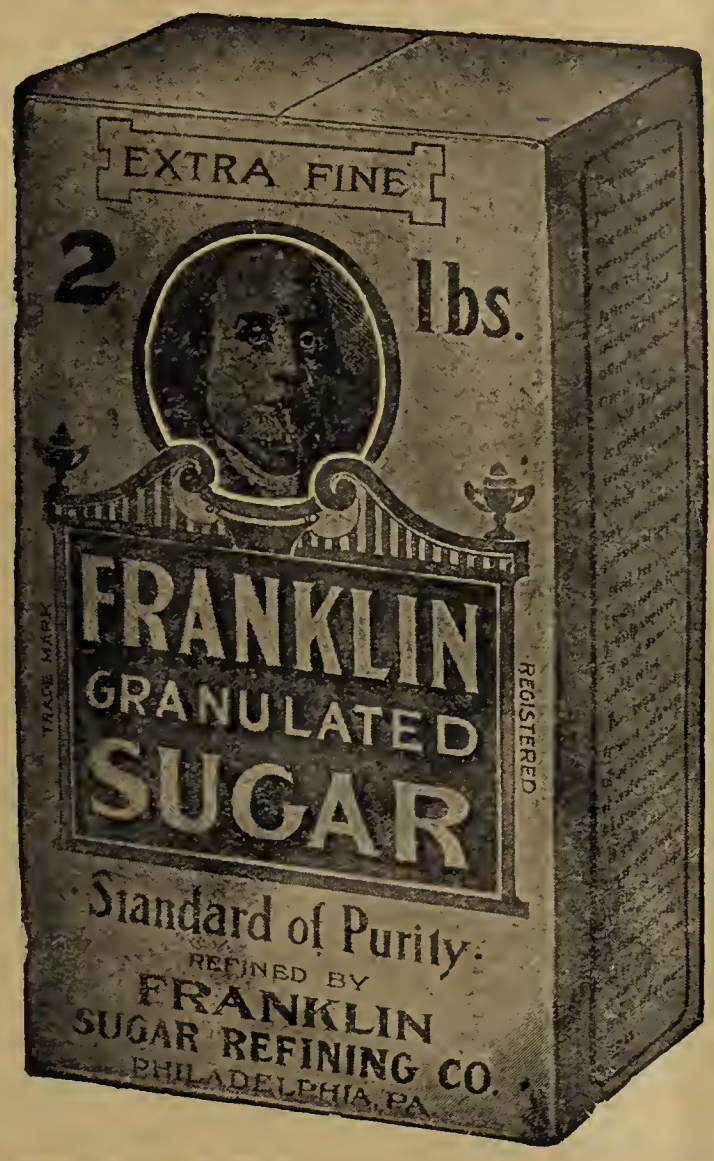


R·O·Y·A·L

Retailers who sell **Royal Peanut Butter** sell the best
Others sell something that won't take its place.
You *make* trade with Royal—the inferior kind drives trade away.
Always sell the best of everything yourself.
Let the other fellow take the chances.

(Universal Coupons (**an extra profit**) in each case for the grocer)

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio



Could You Make a Living Then?

Suppose you sold nothing but bulk sugar, could you make a living?

No, you couldn't; and the chance is the more you sold, the further away from a living you'd be.

When you count the work of handling sugar, and the cost of the work, and add to that the loss every grocer makes through "good measure," you'll find you're practically making nothing on sugar at all.

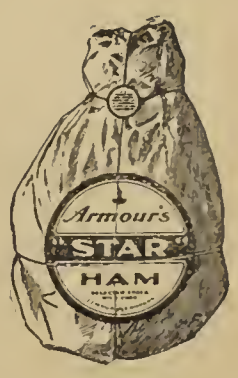
But you could make a living on **Franklin Carton Sugar** alone. Every package pays a clean-cut profit—not eaten up either by too much work or overweight. As a business proposition it's five times as good as bulk sugar can be at its very best.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA PENNSYLVANIA

Only One In Fifteen's A "Star"



By no means are all the hams we produce good enough to be branded **Star.**

We turn out 40,000 hams a day. There isn't a bad ham in the lot—rigid selection of hogs assures that; but only one out of about fifteen is fine and tender enough to bear the **Star** brand. The rest are good hams; but they are not **Star** hams.

The **Star** ham is from a young, but mature, corn-fed hog—not too fat. The meat is solid, sweet, tender and juicy—the ham to burn into the memory the name of the grocer who sold it.

ARMOUR AND COMPANY



More Interesting to you than Anything Else——

Bigger Profits

ON

"FORCE"

You will make more money on "Force" than you ever made on a flaked wheat food—and you will do something else—please your customers better than you can with any other flaked food.

"Force" has the biggest sale of any food product of its kind ever manufactured—do you know why? Because it is better than any food product of the kind ever made.

Nearly all the flaked foods came on the market after "Force." Do you know why? Because "Force" jumped into such immediate popularity.

"Force" has always led and the other flaked foods have followed—do you know why? Because the best always leads and there was no flaked food for "Force" to follow.

DOUBLE YOUR PROFITS. Hereafter "Force" will be packed 20 packages to a container. Price $2.00 per container—or 10c per pkg. (Former price $4.50 per case of 36 pkgs.) Nets retailer 52c profit per container (of 20 pkgs.) if sold to consumer 2 pkgs. for 25c. In 5-case purchases (10 containers at 5-case price) 57c profit per container or 30 per cent.

At present retail price (14c per pkg.) you would net 82c profit per container—**or 41 per cent.** Your Profit on 2 containers (1 case) per week, at 14c per pkg., is $85.00 per year. Your Profit on 20 containers (10 cases at 5-case price) per week, at 14c per pkg. is $905.00 per year.



We are doing extensive advertising and you are going to have such calls for "Force" as you have never had before.—Better see that your stock is in good shape.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, MARCH 30, 1908. NO. 13.

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Procter & Gamble Co.'s Unjust and Illogical Blow at Organized Retailers

Serves Notice on Philadelphia Retail Grocers' Association that No Matter How Much Soap They Buy, They Will Get No Better Price than the 25-Box Price. Chain Stores Still to Get Regular Quantity Price. Move Inspired by Local Jobbers Who Simply Mulct Retailers and Gain Nothing. Considered Blow at Organized Retailers.

Inspired by local jobbers, the Procter & Gamble Co., soap manufacturers, have, during the past week, delivered a blow at the organized and unorganized retail grocers of this section which is probably unprecedented in the history of the trade. Under circumstances wholly without precedent, the soap company has served notice upon the Philadelphia Retail Grocers' Association that no matter what its future purchases of soaps may be, the best price given will be the regular figure named on 25-box lots. In other words, even if the association buys a thousand boxes, as it frequently does, it can no longer get the 1,000-box price, but will be forced to pay the 25-box price, which is 30 cents higher.

The astounding feature of the announcement was that none of the chain stores are disturbed, but will still be given the price which properly belongs with their purchases. This price is usually $6.50, less 2 per cent. for cash.

The Philadelphia Retail Grocers' Association has not been cut off by the Procter & Gamble people, only because it has never been technically on the direct buying list. Both the association and the chain stores have always bought at regular jobbing prices, but the Procter & Gamble Co. has billed the goods through jobbers, thus maintaining the fiction that they did not sell retailers. This arrangement will still be continued as to the chain stores, but is withdrawn as to the Retail Grocers' Association.

In this development of the local conflict the jobbers are without their usual selfish reason of wishing to increase their own business. In inducing the Natural Food Co. and the Toasted Corn Flakes Co. to refuse direct orders from retail organizations the jobbers thought that the business, some of it at least, would go to them. This was a selfish reason, but it was a reason.

In inducing the Procter & Gamble Co. to deal this blow to the Retail Grocers' Association the jobbers have gained not the slightest chance to benefit themselves. The jobber pays $6.50 for Ivory soap, less 2 per cent. for cash, and with additional discounts of 5 to 7½ cents per box in large lots. Under a limited price contract he is compelled to sell the soap to the retailer at $7.

Under the new arrangement the price to the Retail Grocers' Association will be $6.80—30 cents more than it was before. They are under no contract to sell at any special price, and they can therefore resell to their members at $6.80, reserving for expense account the 2 per cent. cash discount. The association will therefore still be able to undersell the jobber 20 cents per box, which will inevitably keep any of the association trade from going to the jobber. The situation of the association members is simply a little less advantageous than it was before—it is still far better than any deal through the jobber.

So that the members of the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware have simply succeeded in compelling 700 Philadelphia retail grocers to pay 30 cents per box more for Ivory soap than they paid before, without even the justification of benefiting themselves!

The fact that the chain stores will still be able to get the quantity price denied to the association will mean that James Bell, for instance, who conducts forty or forty-five stores and may buy 100 boxes of soap at a time, will buy at $6.50, while the members of the Retail Grocers' Association, who buy for 700 stores will not be able to do better than $6.80, no matter what they buy. As a matter of fact, the association will probably buy ten times as much soap at a time as Mr. Bell. Since there is no contract binding the retailer to sell at any special price, the Proctor & Gamble people are, therefore, furnishing the chain stores ammunition with which to shoot to death every single-store retailer's soap business.

Perhaps this is scarcely to be wondered at from a concern that has always shown gross partiality to the wholesale grocer as against the retailer. It will be noted from the above that the Procter & Gamble Company takes mighty good care that the jobber is assured an extremely fat profit—50 to 57½ cents a box, while the retailer's profit can go hang. As a matter of fact, the move just made not only makes a deep cut in the soap profits of every member of the Retail Grocers' Association, but it gives to his competitor, the chain store, who, be it remembered, *is a smaller buyer*, the power to destroy his profit absolutely!

Scarcely anything could make it plainer that the Procter & Gamble Company prefers the jobber and the chain store to the regular retailer, organized and unorganized.

Warm Fight Between Jelly Manufacturers and Corn Products Company.

Latter Concern Begins to Make Pail Jellies and Stirs Up Regular Manufacturers. Heavily Undersells the Market. Philadelphia Concerns Take Up Matter with Jelly Manufacturers of Country.

There is a sharp controversy on between the Corn Products Refining Co., manufacturers of glucose, and the manufacturers of low-grade pail jellies, notably the American Preserve Co., of Philadelphia, which seems in this section to be the glucose concern's chief antagonist.

The controversy comes from the fact that the Corn Products Co. has gone into the business of making compound jellies and is selling them at prices below those of the regular manufacturers. In Philadelphia, for example, the American Preserve Co. has been getting $1.15 per pail for its compound jellies, while the Corn Products Co. is selling at 90 cents. In other sections of the country the glucose concern is said to have sold as low as 82½ cents.

The American Preserve Co. deeply resents what it contends is an encroachment upon its business, and has notified all the jelly manufacturers of the country of the Corn Product Co's action making the charge that the concern's only reason for entering the jelly business is to compel regular jelly manufacturers to buy their glucose from it. The Corn Products Co. asserts that it has the right to go into any business that it likes.

Sugar Situation Critical.

Refiners Push Prices Up Another 10 Points, Making Advance of 60 Points from Lowest Point. Scarce Raws the Cause.

The sugar situation is assuming rather a critical phase. All refiners have advanced another 10 points during the past week in addition to the 30 points during the week before and 20 points a short time before that. The past week's advance makes an advance from the lowest point of 60 points and within the last two weeks of 40 points.

The cause of the latest advance is the same which is responsible for all of the others—actual scarcity of raws. The Cuban supply of raws, on which refiners are now depending, is seriously short, as compared with last year. All other sugar producing countries are short also, and refiners are being badly skimped for the time being.

Under the circumstances, further advances in refined seem likely, particularly as the market is just now entering the period of largest consumption. Refined sugar is selling at wholesale at all sorts of prices. On to-day's market retailers should pay around 5.4 cents for granulated, but jobbers who bought ahead are selling in some cases as low as 5 cents.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

As to the "Grocery World's" Prices-Current

Discussion with Well-known New York Jobbing House Over Propriety of "Grocery World's" Methods of Quoting Prices. As to How Far this Journal's Consideration of Limited Prices Should Go.

For some time the "Grocery World" has been in correspondence with the New York wholesale grocery house of Francis H. Leggett & Co. over the propriety of certain prices which appeared in the "Grocery World's" price-list.

Leggett & Co. have taken the position that various of the "Grocery World's" prices were below the regular market and represented values at which the average jobber could not sell, and at which in some cases he had pledged himself not to sell.

One of the prices on which the discussion has hinged is the "Grocery World's" former price on a well-known cereal, which has been quoted at $3.70. The regular price is $4.05, and it is unquestionable that all but one or two jobbers sell at $4.05. The fact remained, however, that two Philadelphia jobbers freely and publicly offered the cereal named at $3.70, and since both were reputable, the "Grocery World" had no alternative but to quote that price. For the aim of the "Grocery World's" price-list, let it be said, is to quote the only price that means anything to the retailer—the lowest price at which given goods can be bought in the open market of a reputable jobbing house.

Messrs. Leggett & Co. now send to the "Grocery World" a copy of a letter received by them from the manufacturers of the cereal in question. The salient parts are as follows:—

Buffalo, N. Y., March 18, 1908.
F. H. Leggett & Co.,
New York City.

Gentlemen:—We acknowledge receipt of yours of March 11th re quotations on ——— ——— in the "Grocery World."

We might just as well be frank about this matter; therefore, we beg leave to advise that Messrs. ——— and ——— of Philadelphia, as well as one or two other price-cutting houses, have been on the suspended list of the Hygienic Food Co. for over two years. Both of these two prominent houses in Philadelphia are able to secure all the stock they require during the dull season, from sources which we cannot discover, but during the active season for the sale of cereals we know they cannot obtain stock in sufficient quantity to make us much trouble, or what is worse, make the general wholesale grocery trade, trouble.

In the meantime, the "Grocery World" has been quoting ——— ——— at $3.70, and we have always supposed that ——— were responsible for this quotation.

We do not desire to have any misunderstanding regarding this matter, with any wholesale grocery firm, but the fact remains that the policy of the Hygienic Food Co. on this question is fixed, and orders from jobbers who supply suspended firms or indulge in price-cutting to the disadvantage of the jobbing trade, are certain to be declined by us.

We hope that you will agree with us that this is the correct position for the manufacturer to take, and we urge that you will use your kind offices to induce the "Grocery World" publication (which we are informed to-day is an independent incorporated organization, that is entirely independent of any grocery concern), to change their quotations on ——— ——— to $4.05 per case for single case lots, and stop at that.

If you will favor us in this particular we will greatly appreciate your kindness. Trusting you will give prompt reply to this matter, we remain,

Yours truly,
(Signed) PIXLEY & LONG.

The question seems to resolve itself into this: Has the "Grocery World" the right to quote a price below the regular market, a price below the limited price which the manufacturer has set, and which could not be made did some jobber not break his agreement? Is it the "Grocery World's" business to analyze the prices it puts in its price-list, and if they have obviously come about by the violation of a limited price, to reject them, in spite of the fact that the goods can be bought at the cut price in the open market and of reputable houses?

The "Grocery World" feels that the proper answer to the first question is yes and to the second question no. There was a time when the "Grocery World" published in its price-list only what could be called average jobbing prices. If half the jobbers quoted

Merchants Like a Quick Seller

Post Toasties

(Formerly called Elijah's Manna)

Make a quick trip from the shelves of the retailer to the breakfast and lunch tables of the consumer. Repeat orders follow—people like the "toasty" flavour—the customer is pleased—the profit is big. A popular "seller" (among Corn Flake Foods) is Post Toasties. **Stock up!**

"The Taste Lingers"

NOTICE.—We pack part of each case in Elijah's Manna, and part in Post Toasties Cartons for a time. There's a demand for each.

Postum Cereal Co., Ltd., Battle Creek, Mich, U. S. A.

$2.10 on a given article and the other half $2.05, the "Grocery World" quoted $2.07½. This, the journal subsequently learned to its cost, meant nothing to the retailer, though it did, in a way, give a fair idea of average market conditions.

When the "Grocery World" says it learned this to its cost, it means this: The prices it quoted in all fairness were ridiculed and used for an ulterior purpose by hundreds of jobbers' salesmen. These salesmen, by cutting below the "Grocery World's" prices, showed at once how enterprising they were and how unreliable was the "Grocery World" as a price-current. As soon as the "Grocery World" found that its price-list was a byword and a joke, it decided to change its plan. The price-list editor was then instructed to quote the lowest price at which the goods named could be obtained in the open market from reputable houses. No secret price is quoted, only when a reputable jobber was willing to quote a price openly and publicly would the "Grocery World" reproduce it in its own price-list.

So much in answer to the first question.

As to the second, it would admittedly be ethical for the "Grocery World" to refuse to quote a price which could only be made possible by violating some limited price contract. But the "Grocery World" cannot permit ethics to choke it to death. Particularly when the wholesale grocers, who would be the chief gainers from such a course, haven't sufficient ethics of their own to avoid using this journal's course to their own good and to the "Grocery World's" harm.

Illegal Oleo Dealers' Licenses Will be Revoked.

Upon Legal Advice the Pennsylvania Dairy and Food Commissioner Will Deprive Offenders Against the Oleo Laws of the License to Make Future Sales.

Dairy and Food Commissioner Foust, of Pennsylvania, announced during the week that he proposed to revoke the oleo license of every person convicted of selling oleo illegally. He does this upon the authority of the Attorney-General's department, which has advised him that he has that legal right.

The opinion rendered on the subject by Deputy Attorney-General Fleitz is interesting. In part it is as follows:—

> I have before me your letter of recent date, in which you ask to be advised as to your power and authority to revoke a license granted under the provisions of the Act of May 29, 1901 (P. L. 327).
>
> Accompanying your letter is a communication from Joseph A. McCurdy, together with the testimony taken in the case of Commonwealth vs. Thomas Mulholland before J. F. Beatty, Justice of the Peace, at Greensburg. It appears from this testimony, and the information contained in your letter and that of Mr. McCurdy, that one Thomas Mulholland, proprietor of the Jeannette Tea and Coffee Company, at Jeannette, Pa., has been prosecuted by your Department for violating the provisions of the Oleomargarine law, and that, during the past year, he pleaded guilty to a second offense, and was sentenced to pay a fine of $500 and costs.
>
> In December last you issued a license for the sale of oleomargarine to one Henry H. Hopper, proprietor of the Jeannette Tea and Coffee Company, No. 624 Clay ave., Jeannette, Pa., for the year 1908, said license being certificate 3,300, upon representations that Hopper was a resident of this State and the proprietor of the business. The evidence in the case before Squire Beatty establishes the following facts:—
>
> That Henry H. Hopper is not a resident of the State of Pennsylvania, but resides at Cleveland, Ohio; and that he is the brother-in-law of Thomas Mulholland, who formerly had a license for this same establishment at the same place, and because of his convictions could not receive a license to carry on the business any longer. While the license is in the name of Hopper, and there is an attempt made to show that the business is now being conducted by Hopper, yet the facts seem to be fairly proven that Mulholland is in control and management of the business, and is recognized by the employes as the owner in authority.
>
> It further appears that the Oleomargarine law has been violated by the manager of the establishment, acting under the license to Hopper; and even if it could be proved that Hopper is the responsible party, it is impossible to punish him for any violation of the law, for the reason that he is not a resident of this State.
>
> You desire to know whether or not, under this state of affairs, there is warrant of law for you to revoke this license.
>
> It is apparent that the procuring of the license is but one of the restrictions which this act imposes on persons desiring to manufacture or sell oleomargarine in Pennsylvania. The license is granted by the State upon the express condition that the licensee shall comply with the requirements of the law, and a failure to do so is a breach of contract and works forfeiture of the license. By the fair weight of the evidence in the case before me it is clear that the license was obtained by fraud, as there is no authority by which a license can be issued to a non-resident of the State, and we are justified in reaching the conclusion that

OUR WAY to **obtain** and **retain** valued patronage is: { To make **lowest** prices for **CASH** / To furnish **highest** qualities of merchandise / To **guarantee** satisfaction in every particular

WHY not let **your** business come **OUR WAY?**

Tar Balls (Napthaline), bbls., about 250 lbs.	per lb.,	$0.02¼
100-lb. lots	per lb.,	.02⅝
50-lb. lots	per lb.,	.02¾
25-lb. lots	per lb.,	.02⅞
Matting Tacks, No. 11, tinned	per gro.,	1.15
Matting Tacks, No. 11	per doz,	.11
Matting Tacks, No. 11, blued	per gro.,	.90
Matting Tacks, No. 11	per doz.,	.09
Absolutely Pure Lard, 50-lb. tins	per lb.,	.08⅛
5 or 10-lb. tins	per lb.,	.08
Finest Quality Sugar Cured Hams, 13 to 16 lbs. average, bbls.	per lb.,	.09¼
Less quantity	per lb,	.09⅜

You can make and save money by buying Lard and Hams at the above figures as much higher prices will rule on both in the very near future.

Griffin & Skelly's Easter Brand Extra Stand. Cal. Royal Anne White Cherries, No. 2½ size cans, 2 doz.,	per doz.,	2.90
Skyscraper Brand Stand. Cal. Royal Anne White Cherries, No. 2½ cans, 2 doz.	per doz.,	2.65
Oregon Brand Stand. Oregon Royal Anne White Cherries, No. 2½ cans, 2 doz.	per doz.,	2.40
Greyhound Brand Extra Fancy Large Cal. Asparagus, No. 2½ square cans, 2 doz.	per doz.,	3.50
Buckskin Brand Cal. Asparagus Tips, No. 1 square cans, 2 doz.	per doz.,	3.20

These prices on California and Oregon Cherries and California Asparagus are from 40c. to 60c. per doz. below present market values, and all are most decided bargains. We both recommend and guarantee the quality.

Daisy Brand Pure Codfish, fine quality, 20-lb. boxes,	per lb.,	.07
Tidal Wave Dressed Fish (Hake), 40-lb. boxes	per lb.,	.03⅞
Tidal Wave Brand Threaded Fish, 2 doz.	per doz.,	.32½
Andrews' Chipped Beef, 6-lb. cans, 1 doz. in case (72 lbs.)	per lb.,	.14⅛
5 or 10-case lots	per lb.,	.14
Andrews' Chipped Beef, No. 1 cans, 2 doz.	per doz ,	$1.55
Andrews' Chipped Beef, No. ½ cans, 2 doz.	per doz.,	.87½
Carnation Brand Fancy Santa Clara Prunes, 30-40s, 25-lb. boxes	per lb.,	.06⅞
40-50s, 25-lb. boxes	per lb.,	.06⅜
50-60s, 25-lb. boxes	per lb.,	.05⅞
Hoffecker's Fancy Cold Packed Tomatoes, full size No. 3 cans, solidly packed with red-ripe fruit, particularly fine quality, 2 doz.	per doz.,	.82½
No. 3 Barley, 100-lb. bags	per bag,	3.60
Shaker Corn, best quality, bbls. about 170 lbs.	per lb.,	.05¾
Fancy N. Y. State Marrow Beans, grain bags about 2½ bush.	per bush.,	2.15
5 or 10-bag lots	per bush.,	2.12½
Fancy N. Y. State Red Kidney Beans, grain bags about 2½ bush.	per bush.,	1.90
Fancy 4-crown Loose Muscatel Raisins, 50-lb. bxs.,	per lb.,	.06
3-crown Loose Muscatel Raisins, 50-lb. boxes	per lb.,	.05½
2-crown Loose Muscatel Raisins, 50-lb. boxes	per lb ,	.05¼
Thompson's Not-A-Seed Brand Seedless Raisins, 36-1s	per lb.,	.08⅜
Griffin & Skelly's Fancy Coast Packed Seeded Raisins, 36-1s	per lb.,	.07⅝
5 or 10 box lots	per lb.,	.07½
Harvest Brand Choice Coast Packed Seeded Raisins, 36-1s	per lb.,	.06⅞
Bevan's Royal Sandingham Cluster Raisins, 22-lb. boxes	per box,	2.40
Bevan's Extra Table Clusters, 22-lb. boxes	per box,	1.90
Bevan's Connoisseur Clusters, 22-lb. boxes	per box,	1.75

These are the same goods in Cluster Raisins that sold at $1.50 to $1.75 per box more around the holidays. They are fine. They are cheap.

These Prices for This Week Only—March 30th to April 4th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

this license was obtained for the purpose of permitting Mulholland, an old offender, to continue an illegal business and has been used by him as a cloak for that purpose. It is your duty to carry out the terms and provisions of this law, and its spirit, if not its exact letter, contemplates the revocation of a license if its terms are violated.

I am, therefore, of opinion, and advise you that, for the reasons above stated, it is your duty to revoke this license and that you have authority under the law to do so.

Heretofore an oleo dealer's violation of the law has not interfered with his license, and the revoking of the license will unquestionably aid the campaign against the violation of the act.

Swiss Milk Chocolate Men Take Water.

Recent Twenty-five Per Cent. Advance in Price Curtailed Their Business so Much that One Concern has Gone Back to Former Prices During the Week. Others Must Follow.

Several months ago the three Swiss milk chocolate concerns selling the most goods in this country—Cailler's, Peters & Co., and Suchard—advanced prices under a working agreement of 25 per cent., all grades being affected. Swiss milk chocolate was high before, and the advance made it almost prohibitive to a great many people. The "Grocery World" prophesied at the time that there would be a tremendous decrease in the trade, and this prophecy has been confirmed. One of the three concerns named —Cailler's—went back to its old price on Monday last, and the other two must surely follow if they want to do any business.

The difference between the old and new prices is shown by quotations on the three best-selling sizes, both former and reduced prices being given: 30-cent cake, was $3.60 per dozen, now $2.90; 15-cent cake, was $1.80 per dozen, now $1.45; 10-cent cake, was 90 cents, now 80 cents. In every case the reduced prices are exactly those which prevailed before the 25 per cent. advance.

As a result of the extremely high prices, the business of all three of the concerns named fell off very materially.

Glucose Concern Not Afraid of Baking Powder Competition.

At the annual meeting of the Corn Products Refining Co., held in Jersey City on Tuesday last, F. H. Hall, who acted as chairman, in speaking of possible competition with the Royal Baking Powder Co., said: "The company does not fear competition with the Royal Baking Powder and it is prepared to meet this competition. We are satisfied that the company can manufacture starch for baking powder at a better price than the Royal Baking Powder Co." He pointed out that the company at the present time controls about 50 per cent. of the starch output in the country.

Two-Minute Sermons for the Retail Grocer

XXXIV.—Who Do You Buy For?

Buy for your customers, not for yourself.

Too many buyers are to-day buying the quality of goods they like best, regardless of the likes of their customers. It is admitted that any retailer can get more pleasure out of selling the goods that he likes best and that the retailer can largely cultivate the tastes of his customers, at the same time many customers have ideas of their own, and when this is the case it is always policy to let them have their own way.

From past experience as a buyer, it is safe to advise any buyer to be very careful in ordering the particular things which he likes best, for in about nine times out of ten he will unconsciously over-stock his store on that class of goods. It is hard to keep from it. Buyers naturally feel that all their customers who have good taste will like the kind of goods they like, and the real experience does not always bear out this idea.

A good rule is to always buy sparingly of the class of goods he likes best, for even what seem to be spare purchases at the time often turn out to be large enough to keep the sales force busy for a good while to prevent their becoming stickers, and possibly requiring a cut price to finish them out.

F. A. P.

To the Trade:

Have you not discovered
that there are really

NO TEAS AS CHEAP

as

CEYLON TEA?

in

THE TURN OVER
LIES
THE REAL PROFIT

Your money will earn very much more by the end of the year if you

STOCK GOOD TEA,

because your money will turn many times more than if you stock tea the chief recommendation for which is to be found in the difference between its buying and selling prices.

Grocery World

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Storage vs. Fresh Eggs.

The report appearing elsewhere in this issue of the campaign of the Secretary of Agriculture to prevent the sale of storage eggs as fresh will interest every retail grocer, for it is through the retail grocer that this fraud is consummated upon the public.

Up to this time storage eggs have been freely sold as fresh in certain seasons without the slightest attempt to prevent it. All sorts of stores do it. In Philadelphia, for example, a particularly notorious holier-than-thou store has this winter retailed "strictly fresh" eggs at a price several cents below the *wholesale* fresh egg price.

Storage eggs are perfectly good; as a matter of fact they are as wholesome and nutritious as fresh eggs, yet they are not fresh eggs and it goes without saying that they should not be sold as such. The fact that the consumer would, if he knew, have a prejudice against them, and that that prejudice would be unfounded, is not the point. Prejudiced or unprejudiced, the consumer has the right to know what he is buying.

The Secretary of Agriculture, while all honest tradesmen are with him, will probably find that he has engaged in the toughest campaign of his life. Sometimes it is possible to tell a storage egg from a fresh one, but not always. Eliminate the price, which is usually the criterion, and you haven't much left to go on.

The Weight on the Package.

The campaign to print the net weight of package goods on the label is growing. As previously reported, the Massachusetts Legislature is now considering a bill to bring that about, and a similar measure has been introduced in the Legislature of New York.

From experience in Massachusetts it seems evident that manufacturers generally are not in sympathy with this movement. The reasons they advance for their opposition are not conclusive; practically they all simmer down to the trouble of making the change. What particular trouble is there in printing an extra line upon a label?

It seems to the "Grocery World" that there is only one valid reason for objecting to a labeled net weight, and even that can be overcome. That reason is the possibility that the goods may lose weight, which might inadvertently make the printed weight false after the goods had been packed a while. This is easily overcome by a label stating that the contents, *when packed*, weighed so much.

There is no answer to the proposition that the consumer is entitled to know as near as he can be told how much he is getting for his money.

Women as Grocery Clerks.

Mr. Godfrey Wolf, vice-president of the St. Louis (Mo.) Retail Grocers' Association, says something about women grocery clerks which the "Grocery World" can scarcely understand. Here is the substance of it:—

> I am surprised that more grocers do not employ young women in their stores. I have tried it with excellent result. I find that a girl clerk can handle the cash and look after the books better than a man will and she is also extremely useful in waiting on trade, if she is interested in the business.
>
> When waiting on trade a woman clerk is at her best. She is invariably polite and attentive, and I find that women customers like to have a woman wait on them. The woman clerk naturally has a knowledge of cooking and she talks over ways of cooking foods in such a manner as to interest the customer and in that way she frequently makes sales that a man clerk would miss.
>
> A woman about a grocery store raises the tone. She prevents by her presence roughness, ill manners and dirt. The average woman has a horror of dirty floors or counters or scales or bins, and her complaint about such things will lead to their being cleaned. A woman about a store is in fact a bit of sunshine that brightens up the whole place. And she gets as good a knowledge of qualities, of the goods, of prices and of selling as any man can, for she is more apt to want to hold her place than a man clerk.

It would seem as if women would in the abstract make better clerks than men, and yet in the department stores observation seems to prove otherwise. Practically all the flippancy, the indifference, and the impertinence behind department store counters emanates from women clerks. The average man clerk is more polite, more attentive—infinitely more desirable in every way.

Is there anything in the grocery business to change the nature of women employees in this respect?

A Fallacious Argument.

Apropos of some matter which the Philadelphia "Public Ledger" has recently printed regarding the controversy between local jobbers and retailers, Mr. A. H. Hendrie, a well-known Philadelphia retail grocer, contributes the following letter to the paper named:—

> To the Editor of "Public Ledger":—
>
> Every independent retail grocer who is against the jobbers in their attitude toward the manufacturers is putting a nail in his own coffin. The jobber stands as a protector to the retailer, as few retailers are able to buy direct from manufacturers. If the jobbers were gone, where could the retailers get the goods? Practically the only retailers left who could buy goods fram the manufacturers would be those who own the chain stores. Why should retailers play into the hands of those who own chain stores? Monopoly would then be supreme. If the grocery trade were thus monopolized where would the benefit to the public come in? The whole question is one of handling the goods. Granted that the owners of chain stores buy most of their goods direct, it must not be forgotten that they, too, must maintain a wholesale department. Does it not cost as much, in proportion to the volume of business transacted, to run that department for the chain stores as it does to run the jobbers for the regular retailers? Does any sane man suppose that a structure eight stories high and covering almost a square of ground can be built, fitted up and run without a vast amount of expense which necessarily adds to the price of the goods bought from the manufacturers?
>
> The Retail Grocers' Association stands in a similar position. It cannot sell the goods to the retailer at the same price as it paid for them. So the middleman exists in both cases where he was supposed to be dead. The Retail Grocers' Association is nothing more or less than a wholesale grocery, though dressed in a different garb and wearing a different aspect. Were the jobber eliminated from his position, as a bulwark to the retailer against the greed and rapacity of those who own chain stores would the public at large be the gainer? Is there anything in the history of this or any other country to show that where monopoly has had full sway the public ever reaped an advantage?
>
> March is said to come in like a lion and go out like a lamb, but monopolies of all kinds come in like a lamb and stay in like a lion, devouring every lamb that crosses its path. The retailer who stands by the jobber is standing for himself. Free and legitimate opposition without monopoly, will best safeguard the interests of the public at large.
>
> A. H. HENDRIE.

Before saying just a word or two regarding the above, let the "Grocery World" state emphatically that it has never believed in the elimination of the wholesale grocer. Under present conditions at least, the jobber has a legitimate place and his elimination would be a great misfortune. Let him be decently fair—that is all the "Grocery World" asks.

It seems to this journal that Mr. Hendrie's excellently expressed argument leads to a reductio ad absurdum. For instance, he says, "if the jobbers were gone, where could the retailers get the goods?" The inference is that they couldn't get them anywhere, which is absurd. The jobbers' retirement, unfortunate though it would admittedly be, would scarcely lessen the manufacturer's eagerness to do business and he would unquestionably sell the retailer direct. That would be the only thing he could do.

For the same reason falls to pieces the balance of the argument—that with the jobbers gone the only people left who could buy direct would be chain stores, who would thus have a monopoly which would choke the small retailer to death.

With the jobbers gone the manufacturer would *have* to sell the retailers, small and large together, which would exactly continue present conditions, except that the seller would be the manufacturer instead of the jobber.

Mr. Hendrie thinks the jobber is "a bulwark to the retailer against the greed and rapacity of those who own chain stores." This is an amazing statement from a retailer who lives in Philadelphia, if he has been awake for the last three months! If there has ever been a grosser ex-

hibition of greed and rapacity than that revealed in the attack of the local jobbers upon the rights of organized retailers, the "Grocery World" has never seen it and cannot conceive what it could be!

The Grocers' Bankruptcy Law Amendment.

Some mention has been made in these columns of a proposed amendment to the National Bankruptcy Act, barring all persons from taking advantage of its provisions unless their debts exceed $500. The amendment is expected to keep a great horde of small beats from going into bankruptcy, and thus defrauding the grocer, to whom such people almost invariably owe money when they fail.

This is a good amendment, and it may do some good. It seems to the "Grocery World," however, to be a two-edged sword. Under its provisions a man may not obtain the protection of bankruptcy if he owes $300 or $400, or $450, but he can if he owes $501. How easy, therefore, to incur more indebtedness. In other words, does it not necessarily follow that the higher the bankruptcy law places the minimum the more industriously dead beats will work to get within it, and the greater will be the creditors' loss when the loss comes?

The New York Letter

Retailers' Food Show in Full Blast. Most Attractive Exposition Up to Date Opens Under Favorable Auspices. Alleged Maine Corn Frauds. Falling Off in Fine Japan Tea Business. Small News of the New York Trade.

Special correspondence of "Grocery World."

New York, March 27, 1908.

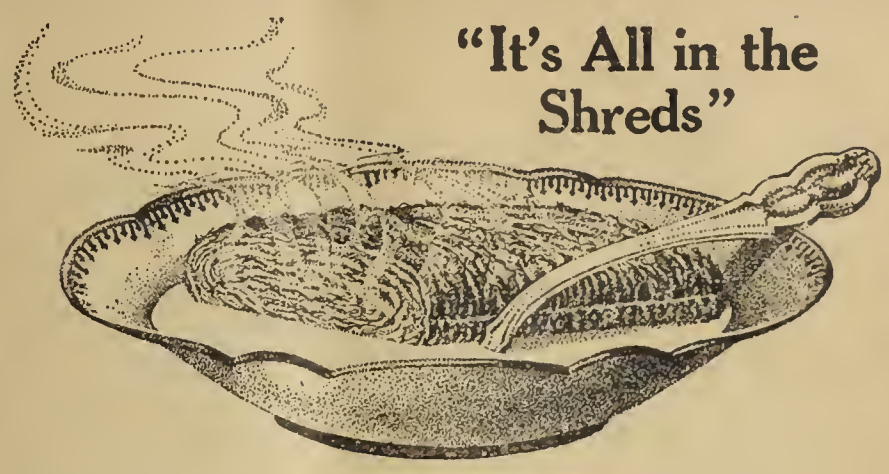
The Pure Food Exposition was opened last (Thursday) night in the Lenox Lyceum by the New York Retail Grocers' Union. When your correspondent visited the hall he found it resplendent with gaily decorated booths and myriads of lights. The crowd comfortably filled the hall and that was considered a good showing for the first night, since many people think that shows of this kind are more complete after the first night or two.

It was the opinion of the members of the union and of others who had seen prior food shows that this is the most attractive of any that has yet been seen in this city. Everybody is pleased with the result of the new plan according to which the management built and equipped all the booths and supplied the illuminative effects. Every booth is handsome. At former shows one booth might be of a most elegant character while the next one seemed cheap. No such incongruity is to be seen at this exposition.

It was noticeable that the officers of the union, its committees and its membership generally were present at the opening, and all were busy in one way or another contributing to the success of the event. The opening speech was made by the manager of the exposition, L. J. Callanan, who emphasized that the affair was conducted by the grocers themselves for the benefit of their union and for the education of the public on food subjects. No outsiders or promoters have anything to do with the management, he said, and the grocers themselves deserve the credit and take the responsibility. He spoke of the work of the organization in improving the standard of the business in various ways and said that the success of the exposition, made certain by the splendid opening, was a reflection of the increased esteem in which the public holds the retail distributers of food products.

President Fred. H. Otten followed with brief remarks. Then a number of officers of various commercial organizations were escorted by Mr. Callanan and members of the committee about the hall until all the booths were visited. Later the guests from other organizations were entertained at lunch.

The list of exhibitors has been given in these letters. Walter Baker obtained the choice position of the big stage at one end of the hall, while B. T. Babbitt has



"It's All in the Shreds"

THE GROCER WHO MIXES BRAINS WITH HIS BUSINESS

is always trying to make "satisfied customers"—and the easiest way to make them in these pinching times is to recommend

Shredded Wheat Biscuit and Triscuit

the food that supplies all the energy needed for work or play at smallest cost. The cleanest, purest, most nutritious and most economical of cereal foods.

A Good Profit for You, and a Satisfied Customer—What More Can You Ask?

The Natural Food Company, Niagara Falls, N. Y.

No Danger From The Pure Food Laws

if you handle Heinz products. There are no drugs, artificial preservatives or coloring matter of any kind in any of them. That's why

HEINZ
57 VARIETIES
PURE FOOD PRODUCTS

are preferred by consumers and those dealers who know what is right and buy it. They meet the requirements of all Pure Food Laws and are guaranteed to suit.

You are always authorized to refund the purchase price if they fail to please your customer.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

The reason women are so touchy about substitutions of **Fels-Naptha** soap is that the modern American housewife wants the very best her money will buy.

"Stand Pat" with your customer—do not offer her anything but the genuine **Fels-Naptha** soap—red and green wrapper.

Sure she'll stand by you.



AN INVESTMENT Instead of an Expense

The grocer just starting, who hesitates to put in new fixtures because he is trying to make a small sum go as far as possible, is losing sight of the most important step toward success.

Money spent for the right kind of fixtures is money spent to **draw** trade. It isn't an expense it is an investment, and no investment you can make is as important as the one which not only attracts people to your store, but keeps them coming.

If you want a store that will draw trade write us and we will show you what it will cost you to have it.

MILLER & ENGLAND

No order too big, none too small, to be given our prompt and best attention.

7012-14-16-18 Woodland Ave.
PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.

the booth in the centre. These especially desirable spaces are so harmonized with the concentric circles of booths that all appear to be essential parts of the general scheme, and not a single exhibitor is cast "in the shade."

Music of a soft, pleasing character was provided by the Seventh Regiment Band, which is to give concerts every afternoon and evening of the exposition. To-day Lily Haxworth Wallace begins a series of cooking lectures to be given each afternoon and evening.

* * *

It is said that in some retail grocery stores there have been placed in the last week signs offering Maine corn for 7 cents a can, and that the corn actually sold at that low price is from Pennsylvania. A broker who sells Maine corn says that the matter will be called to the attention of the Federal food authorities as a violation of the food law involving a fraud on the consumer and also tending to injure the reputation of the product sold by the packers in Maine.

* * *

One of the grocery jobbers said to-day that the wholesale houses in this city will generally reduce their orders for high-grade Japan teas of this year's crop, in comparison with the orders of recent years. He said that the salesmen who are now returning from their Western trips during which they have canvassed the requirements of the retailers are turning in reports uniformly showing less demand for the higher grades than there was a year ago, and that the demand seems to be turning to the cheaper grades. It is also said that some of the jobbing houses have on hand somewhat larger quantities of the higher grades of teas than is usual at this season.

* * *

About $500,000 was expended by the Corn Products Refining Co. in improving its processes of manufacture in order to comply with the new food law. So said the president, E. T. Belford, in a statement made at the annual meeting of the stockholders held Monday. The cost of making starch is lower than for several years, he said. The gross earnings for eleven months were greater than for the entire preceding year, but because of the increased extra expenses in meeting the food law requirements the net earnings were slightly reduced. The extra expenses were regarded as in the nature of construction work, giving a permanent improvement to the company's plant.

* * *

Uriah H. Dudley, who had often been called the Nestor of the wholesale grocery and dried fruit trades in this city, died Friday of last week. Funeral services, held Sunday at his late home in Brooklyn, were attended by representatives of all the large houses in the wholesale provision district. The burial was in Mystic, Conn.

* * *

A petition in involuntary bankruptcy was filed Tuesday against John Rudd, a retail grocer, with stores at 2815 Eighth avenue and 1768 Amsterdam avenue. The petitioning creditors are William O. Saxton & Co., who have a claim for $679. The petitioners allege that the defendant made preferential payments and has allowed suits to be begun against him. He has been in the retail business for twenty-five years.

* * *

Creditors filed a petition in bankruptcy Tuesday against Alexander Bros., wholesale tobacco dealers at 212 Pearl street. The members of the firm, each more than seventy years of age, have been in business at the same location for forty-nine years. It is said that their liabilities are $30,000, owed to eleven creditors.

* * *

Among new corporations which have filed certificates in the last week are:—

Gomprecht's Diamond Brand Provision Co., to deal in provisions and meats; authorized capital, $25,000; incorporators, Gustav, Martin and Harry C. Gomprecht, all of 16 East Ninety-sixth street, New York.

Empire Distributing Co., to deal in groceries and wines; capital, $5,000; incorporators, P. D. Fernandes, David Bylton and J. E. Blanc, all of New York; F. C. Wagner, Brooklyn.

Griffing Chocolate Co., to manufacture chocolate candies and syrups; capital, $15,000; incorporators, A. L. Howe, P. B. La Roche and H. I. Benjamin, all of New York.

FRED. A. MCGILL.

Sardine Combine's Work in Two Years.

Price on Oils Advance from $1.90 in 1906 to $3.10 in 1908. Concern's Iron-clad Methods of Confining Packers.

A vivid idea of the workings of the concern which absolutely controls the Maine sardine industry can be obtained by comparing the price just made for future delivery with the future prices named in 1907 and 1906.

Some packers have named a price on quarter oils of $3.10 f. o. b. Eastport. In 1907 the opening price was $2.40 and in 1906, $1.90. The last quoted price was made before the trust was organized, but it followed a short time after that and has since been in control. Whether such an advance has been warranted by actual conditions may be seen from the fact that private brands of domestic oil sardines, not controlled by the Trust, have not advanced a penny in the last two years.

The concern which holds the sardine business in the hollow of its hand is the Maine Mercantile Co., which has tied up every packer who could consent to join it, so tight that he hardly knows what his name was. One of the most drastic provisions of the arrangement is that each packer must get his tins through the Mercantile Co., and he is allotted a certain number, which cannot be increased. He agrees to pack only what he is permitted to, and while he can get cans from independent can makers, he forfeits his connection with the Maine Mercantile Co. if he does so.

There seems scarcely any doubt that the sardine combine is in direct violation of law.

New York Bill to Put Net Weight on Packages.

A bill introduced in the New York State Legislature by Assemblyman Filley, last January, has suddenly loomed up as a matter of grave consequence in many lines of commerce. The official title of the act is "An act to amend the domestic commerce law in relation to standards of weights and measures, duties of State superintendents and assistants, boards of supervisors and other boards and bodies, and local sealers; fixing compensation, weighing and measuring certain commodities and providing penalties." But in the latter end of the body of the act is the following amendment:

> Commodities in Containers.—Any commodity whatsoever except stationery not sold by weight or measure put up or sold or intended to be sold with a container, shall have the net quantity of the commodity so contained plainly marked, branded or otherwise affixed on the outside of the container in terms of weights or measures.

Will Stop Selling of Storage Eggs as Fresh.

Secretary of Agriculture Begins Campaign by Test Case in Washington, D. C. Dealers Not Agreed as to Wisdom of Move.

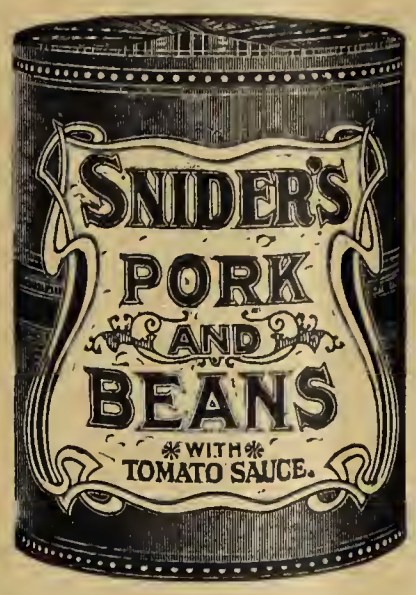
The wholesale butter and egg trade are considerably exercised over a dispatch from Washington, D. C., during the week that the Secretary of Agriculture was about to start a campaign against the frequent fraud of selling storage eggs as fresh.

It seems that a test case was made in Washington, where a pure food inspector seized eggs from a small dealer and announced his intention of prosecuting him under the pure food law for selling storage eggs as strictly fresh. The marketman contended he was not at fault, as he had bought them from a dealer with a "strictly fresh" label on them. The inspector then went to the dealer and seized several cases. The dealer found that he was liable to a fine of $500 and six months in prison, or both, under the law for selling storage eggs as strictly fresh.

The trade seem to be divided as to the legitimacy of the practice complained of. Some dealers say it is pure fraud, but others contend that it is not only legitimate, but necessary in order to keep the fresh-laid egg market from getting beyond all bounds. A sample opinion of the latter class was as follows:—

> If this rule is enforced the price of eggs during the Winter will be prohibitive to all but millionaires. When a strictly fresh egg is put into cold storage it stays that way for a considerable length of time with but little deterioration, and when released from storage in Winter is far ahead of the general run of strictly fresh eggs on the market then. Everybody knows that it is the habit of farmers to put up eggs in lime, and that these eggs do not keep nearly as well as those in cold storage. However, they take these eggs out and place them on the market as strictly fresh, while the much better cold storage eggs must be labeled as such and sold at a lower price. I think Secretary Wilson is making a mistake.

Words AND Their Meaning



Pork and Beans are simply words, they don't mean anything in particular—except a variety of goods packed under this title of an equal variety of quality and character.

Snider's Pork *and* Beans mean much—this name on a can means that your trade will keep coming to you for more. They are put up with one idea—to be so unusually good that nothing else will take their place. This is the reason that grocers everywhere are not asked for Pork and Beans any more, but **Snider's Pork *and* Beans.** You will get a good understanding of the reason if you will serve a can on your own table.

The T. A. Snider Preserve Co.
Cincinnati, Ohio

TIN CANS

Get Our No. 4

A copy of our Catalogue No. 4 will help you to decide a lot of questions.

It is called "Grocers' Tinware," and contains photographic descriptions of everything in the line of tinware that a grocer can possibly use. A price-list comes separate. Having them both saves a lot of correspondence.

First write us for the catalogue and then order from your jobber. Always remember to specify

"American" Goods

They are as good as the name always.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES

VANCE QUALITY
IN
HARDWARE

Represents the Best and Highest Grade. Our name is a guarantee. Try us with an order.

JAMES M. VANCE & CO.
Jobbers in Hardware
211 and 213 Market St., Philadelphia

A 35 Per Cent. INVESTMENT!

The PURE FOOD BEEF COMPANY is establishing a chain of Meat Stores in Philadelphia, and has now in successful operation EIGHT Stores, located at

749 North 24th Street, 726 North 44th Street, 2112 Ridge Avenue,
2022 Montgomery Avenue, 3508 Haverford Avenue, 4205 Haverford Avenue,
2341 Ridge Aveuue, 12 North 52d Street.

New stores are being added almost weekly, and to provide the necessary money the Company is selling some of their Capital Stock at One Dollar per share.

The Company is controlled by practical meat men, and there is absolutely nothing speculative in the proposition, as it is a well-known fact that chain stores pay fully thirty-five per cent. and this Company will do as well when fully under way. Let us tell you more about it.

PURE FOOD BEEF CO., 2112 Ridge Avenue, PHILADELPHIA
A. L. HANWAY, PRESIDENT.



Hams That Always Sell

There is another sort of ham much less preferred to the absolutely unidentified and unbranded ham, and that is the ham of the packer who gets good raw material to-day and poor to-morrow.

Both of these kill the grocers' trade, because they are so irregular. They please his customers to-day and provoke them to-morrow. No trade can last long under hot and cold applications.

Swift's PREMIUM Hams are always regular. We have the pick of the hogs of the whole country and hence we can keep the quality even the whole year through. Swift's PREMIUM Hams hold and increase trade.

SWIFT & COMPANY, U. S. A.

"The ladies' jaws start to work for YOU,
When you sell them Pulver's Gum to chew."

¶ That may be *bad poetry* but it is *good business*, because you

Make Big Profits on Pulver Kola Pepsin Chewing Gum

Twenty vest-pocket gum holders to distribute free, and gum that retails for $6.00 cost you only $2.75. That's a big profit on a rapid seller.

Pulver Chocolate and Chicle Mfg. Co.
ROCHESTER, NEW YORK

THE GROCERY MARKETS

Tea.

The tea market shows no change for the week. The demand is still for actual wants, and prices throughout are unchanged. Low grades are firmly held, and the high ruling prices are curtailing the demand to some extent. Other grades are not so firm, but all are steady.

Coffee.

No important change has occurred in the Brazil coffee market during the week. Both Rio and Santos are unchanged, both spot and option, except that in certain low grades there has been a slight decline. Owing to scarcity of old crops, however, these grades still show a heavy premium. The speculative coffee situation is practically still a deadlock between the syndicate and the speculative public. Mild coffees are steady and moderately active. Java and Mocha steady and in fair demand. The consumptive demand for coffee is good.

Sugar.

As reported more in detail elsewhere, the sugar situation is exceedingly firm. Refined advanced another 10 points during the week, and may advance still further almost any time. The firmness is entirely due to scarcity of raws. There are shortages in nearly all sugar-producing countries, and the outlook is strong. No special advance in raws has occurred during the week, however. The demand for sugar is fair and will increase from now on. As far as can be learned, prospects point to a heavy fruit crop, which inevitably means a large summer sugar business.

Syrup and Molasses.

In spite of the fact that corn has sharply advanced, there is no change in glucose. It seems to be the present policy of the glucose people to hold the price down somewhat. Compound syrup is unchanged and quiet. Sugar syrup is in excellent demand for export and fair demand for home trade. Prices are unchanged. Molasses has been advanced 2 cents per gallon more in New Orleans, but this does not mean an advance in the North, especially at once.

Fish.

The fish market is unchanged for the week. There is an active demand for Irish mackerel, but the supply is so small that the trade are forced to piece out with medium size Norways. Prices throughout the mackerel list are unchanged for the week. Cod, hake and haddock are unchanged and dull. Domestic sardines are unchanged in price and quiet. Some packers are reported to have named a price of $3.10 f. o. b. Eastport for future oils. Salmon is unchanged and quiet, no future price having been made as yet.

Canned Goods.

Tomatoes remain unchanged in price for the week, both spot and future, the demand at both ends being light. Corn is dull and rules at unchanged prices. Peas on spot are very dull and comparatively weak. Futures are still selling to some extent. Peaches are unchanged and still dull. Prospects point to a good peach crop and a probable return to reasonable prices. Apples are weak. Nominally New York State gallons rule at $2.50. but there is some reason to believe that much lower prices could be obtained. Baltimore small canned goods are unchanged, except for string beans, which are now down to 62½ cents, against 75 cents not so long ago. The price proved too high for the trade to stand. California canned goods are unchanged and in first hands quiet.

Dried Fruits.

Prunes are easy, and the market is decidedly in buyers' favor. There has been no sharp decline during the week, but holders seem quite willing to make concessions. The demand is fair. Peaches are on the down grade, and present prices are many cents below what they were a short time ago. The demand is not large, however. Apricots are unchanged and dull. Currants are moderately active and slightly lower in this country than abroad. Raisins are very weak and sick, with a light demand. Apples are weak and in light demand. Citron, dates and figs are all quiet and unchanged.

Beans and Peas.

There is still a wide difference between the price of domestic pea beans and the foreign. The latter are offered around $2.05 and the former around $2.40. The demand is light. Marrows are weaker and sales have been made as low as $2. The demand is poor. California limas now rule at 5¼ cents, both spot and to

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

come forward; demand moderate. Dried peas are unchanged and in fair demand. Some imported green peas are being brought in, ruling around $2.30, which is almost the price of the domestic. Other grades of dried and split peas are unchanged and quiet.

Butter.

The butter market is unchanged. The supply of fresh stock is normal for the season, and the quality is running very good. Held goods are gradually decreasing and the market is healthy on the present basis. No radical change is looked for during the next few days, either in prints or tubs.

Eggs.

The egg market is unchanged. The receipts are very liberal and the consumptive demand very good. There will naturally be a further increase in the receipts, but without material decline in prices, as the speculative demand for storage increases as fast as the supply. For this reason there will probably be no material change during the coming week.

Cheese.

The cheese market is unchanged. The consumptive demand is fair considering the price. Stocks of storage cheese are small and show a gradual decrease. The week has brought no change in the price of any grade, and probably will not during the coming week.

Provisions.

Everything in the provision line is firmer. All lines of smoked meats are ¼ cent higher than a week ago. Pure and compound lard are firm at last week's advance, and if there is any further change it will probably be upward. Barrel pork, canned meats and dried beef are unchanged.

Produce.

Pennsylvania potatoes, 80 to 83 cents per bushel; York State, 73 to 80 cents per bushel, demand fair to good; sweet potatoes, primes, $1 to $1.20 per basket, $2 to $2.25 per hamper; seconds, 75 to 80 cents per basket, demand good; Ohio globe onions, 65 to 80 cents per bushel; York State, 65 to 75 cents per bushel; white onions, $1 per crate; Bermudas, $2 per bushel crate; Spanish, small crates, $1 to $1.25; large crates, $1.50, demand fair; carrots, 35 to 40 cents per basket, demand poor; yellow turnips, 35 to 40 cents per basket; white, 20 to 25 cents per basket, demand fair; Danish cabbage, $11 to $12 per ton, demand good; beets, 40 cents per basket, fair to good demand; parsnips, $1 per barrel, 25 cents per basket, demand fair; oyster plants, 3 to 5 cents per bunch, demand fair; watercress, $2 to $2.50 per 100, demand good.

Green Fruit.

Apples, Baldwins, $1.75 to $3.50 per barrel; Greenings, $2 to $3.50 per barrel; Hulbersons, $3.50 to $4 per barrel; Spy, $2.50 to $3.50 per barrel; Spitz, $3 to $4 per barrel; Kings, $3 to $4 per barrel; Russets, $2 to $3.50 per barrel, demand fair; bananas, firsts, $1.50 to $2 per bunch; 8-hands, $1.10 to $1.40 per bunch; 7-hands, 85 cents to $1 per bunch; 6-hands, 60 to 75 cents per bunch, demand fair; lemons, $2 to $3 per box, demand slow; California oranges, $2.75 to $3.25 per box, demand fair; tangerines, $5.50 to $6 per box, demand fair; pineapples, $3.75 to $4.50 per box, demand fair.

Nuts.

Almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed nuts, 11 cents per pound, demand poor; peanuts, choice, green, 4 cents per pound; fancy, 5 cents per pound; jumbo, 6¼ cents per pound; roasted, choice, $1 per bushel; fancy, $1.25 per bushel; jumbo, $1.50 per bushel, demand fair.

INDIVIDUAL MARKET REPORTS.

Cocoa and Chocolate.

The chocolate situation is not straightened out by long odds. The facts are, that starting say in 1906, raw material that was worth from 9 to 12 cents advanced by leaps and bounds so that in October, 1907, the same goods were worth from 24 to 26 cents. Owing almost entirely to conditions of general business caused by the money panic, these same numbers declined, so that at the close of February, 1908, the quotations were 13½ to 16 cents. In the last three weeks there has been a reaction, and figures today would be from 16 to 19 cents. Whether the last advance this month is speculative and temporary, or is permanent and caused by legitimate reasons, no one knows. You can get good information on both sides of the fence. Now, in spite of these high prices compared with figures ruling early in 1906, prices for finished goods are very little above those ruling when raw material was down so low. For instance, manufactured cocoa of 1906 was about 31 cents, and is 34 cents today, an advance in finished goods of 3 cents per pound, and in raw material of, say, 5 cents.

Hooton Cocoa & Chocolate Company.
Newark, N. J.

—

Sugar.

We've had a remarkable week in the sugar business. Raws have made substantial advances and refined is 30 points higher. Sales reported were 6,000 bags spot and afloat Porto Ricos at 4 1-16 cents, 10,000 last half April shipment Cubas at 4.24 cents, 2,000 San Domingos and Porto Ricos, in port, at 4⅛ cents, 5,000 April Cubas at 4.30 cents, and 220,000 March-April at 4.36 cents.

Europe has led in the progress made. Cabled quotations show higher prices reigning at the close each day, and the New York parity of the London market is now 4.39 cents. The world's sugar situation is reflected in the operations conducted on the Continental exchanges and crop developments at sugar raising centres have been of a nature to place the demand and supply upon an entirely different basis, making necessary an advanced scale of values to measure the changed conditions that have come to exist. Speculation has been aroused and the movement is assuming the characteristics of the memorable boom of 1905, when Europe advanced to 16⅓ to ¾ cents for beets, and our market to 5.31 cents raws, and 6.15 cents refined. A loss of 1,000,000 tons in the European beet crops was the basis for the prices that ruled in that year. We are now confronted with a decreased outturn of the cane crops, the production having suffered to a material extent in Cuba, Porto Rico, Trinidad, St. Kitts, Antigua, Demerara and all the West Indies. Java and Mauritius, on the other side of the globe, also send in estimates much lower than those previously put forward. The world is to have less sugar than it expected. We will need foreign beets. Canada also will have to buy in the European markets. It has been pointed out that an element of stability is lent to this movement through the fact of its start having the season of biggest business directly ahead of it, and the summer's demand, with big meltings, is counted upon to sustain the values that have been raised. New supplies cannot be brought forward until the next crops mature. It is not probable that this campaign will show such prices as those that ruled in 1903. The loss in sugar will not this year be as great, and there is a likelihood that the acreage to be sown for the November beet crop will keep quotations from going ahead too rapidly; but prices as far as they have gone are all right and there is still room for further improvement.

Cables from Cuba advise that twenty-seven factories have discontinued, the number now grinding being 141. One-hundred and sixty-eight was the top point. Receipts are decreasing.

M. G. Wanzor & Co.
New York, N. Y.

—

Baltimore Canned Goods.

No. 1.

A dull week characterized the canned goods market here to the disappointment, if not surprise, of the packers, for the reason that the trading in the previous two weeks foreshadowed the advent of the usual spring demand, which is expected to be large enough to satisfy the canners after the enforced dullness following the monetary troubles last fall. The tomato market holds its own, however, and if half of the inquiries for them result in actual buy-

ing orders the spring demand will not be disappointing. The recent buying of them came from nearly all sections except the middle West, and from that section there are encouraging reports. When spot tomatoes, or any other line of canned goods, reach the point where the price, after a continuous decline for five months, is lower than they can be bought at for future delivery it is almost a sure thing that they are at the lowest price for the remainder of the season, and that there is a reasonable probability of a reaction to at least the same level with futures. The packers show no disposition to force the sales of future tomatoes, and in many years' experience we have never known the sales of them to be so light as they have been up to this date. The outcome is problematical but the packers seem content to await developments. In all other lines of goods for future delivery the trading continues very light.

In the general lines of fruits and vegetables the buying is of the same kind as has prevailed all during the winter, namely, in small lots of assorted goods, repeating the order when the goods are required. Those sales make a respectable showing in the aggregate. The exceptions were, in addition to tomatoes, the large demand for sweet potatoes in January and February, which ran the price up from $1 to $1.25 per dozen, and the activity in cove oysters, which was greater than for many seasons in this market on account of lower prices than at most other points of production.

THOS. J. MEEHAN & CO.
Baltimore, Md.

—

No. 2.

There is considerable inquiry for tomatoes and quite a few orders for straight cars are coming in. The situation is in peculiar shape. There are a few sellers in the market all the time, but we find that the actual quantity on the market offered at 77½ cents per dozen for good stock at any one time is limited. During the past few months of course there have always been some sellers coming into the market from time to time, but the majority of holders seem to be just as firm in their ideas at 80 cents per dozen as they have been at any time for several months.

It is useless to make any predictions about tomatoes, but it looks pretty safe to say that the demand for tomatoes will now be fairly good, and is liable to increase as we get into the spring and early summer trade. At present prices it would appear as though you are reasonably safe in buying not only for requirements for a short time, but for some little time ahead. There is no special change in the market on future tomatoes.

THOS. G. CRANWELL & CO.
Baltimore, Md.

—

Spices.

The market is very active with good steady demand. Supplies are small in many grades. General conditions in the spice trade are improving.

Pepper.—All grades of black peppers are unchanged. White peppers are firmer and spot stocks are small. It is reported that there is very little on the water at this time.

Cloves are scarce and evidently are quickly taken up. The market is very firm and the tendency appears upward.

Pimento (Allspice) rather quiet at steady prices.

Mace firm, but practically unchanged.

Nutmegs.—There has been a good steady demand without any change in market values during the week.

Cassias firm at steady and unchanged prices. There is still a great scarcity of China roll cassia.

Gingers steady but firm. Demand only fair. Prime bold Jamaica root is still held at high prices.

Cayennes.—There is a great scarcity of all grades. Stocks in London are much higher. We look for a slowly rising market here.

Seeds.—Celery, caraway, poppy as well as mustard, are all steady but practically unchanged during the week. Celery, mustard and coriander, which are all used for pickling purposes, will be in better demand during the next 60 to 90 days.

MCCORMICK & CO., INC.
Baltimore, Md.

MARKET NOTES.

Florida oranges range from $2 to $3.50 and are in very slow demand. The quality is good, but the fruit is not moving.

—

Florida strawberries are lower—30 to 40 cents per quart. The reduction in price has stimulated the demand, which is now quite active. The quality of the present receipts is good.

—

Florida string beans are higher by reason of scarcity. The range is $4 to $5, and the demand is active. Generally speaking, the quality is poor.

—

Good Florida peas are scarce and command as much as good beans—$4 to $5 per crate. The demand is good.

—

Florida squash has advanced, ranging now from $2 to $2.50. The demand is limited.

—

Fancy Long Island rhubarb commands $7 per 100 bunches and near-by $5. The demand is fair.

—

Florida grapefruit remains about the same—$3 to $5 per box. The demand is light.

—

Fancy Charleston asparagus commands 50 cents per bunch. California is quoted at $7 to $8 per dozen bunches. The Charleston grass is in the better demand, and the general demand is good.

—

Boston hothouse cucumbers average $8 per box of nearly 100. The dozen price is $1.25. Florida cues average $5 per box of about 8 dozen. The demand is light.

—

New Bermuda potatoes range from $5.50 to $6.50 and the demand is still slow.

—

Florida salad is coming very poor. The best commands $2 and the poorest $1. North. Carolina salad averages $1.50.

—

Hothouse radishes are commanding an unusually high price this year—$3.50 to $4. The demand is good.

AMONG THE TRADE.

William Paller and James White, who were convicted of selling oleomargarine as butter, were sentenced on Wednesday to nine and six months respectively in the county prison in the United States District Court. In addition each was fined $500.

—

Thomas F. Jones, long a member of the wholesale grocery firm of Reeves, Parvin & Co., died last week. He had been with the concern named forty-five years, starting as a boy. For many years he had been credit man.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

IT WAS BORN IN 1847

It is Still Very Much Alive in 1908

It thrives on the Pacific Coast, on the Atlantic Coast, at the Great Lakes and the Gulf of Mexico and all the points between. Climate doesn't affect it. You will find it EVERYWHERE, and you will always find it the same flaky, deliciously-flavored little necessity. Imitated by many, duplicated by none.

"The Best Known and Known as the Best."

"THE EXTON CRACKER"

MADE ONLY BY

A. EXTON & COMPANY, Trenton, New Jersey

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Mr. J. M. Thomas, grocer of Batavia, N. J., sends in a copy of his home paper containing his weekly advertisement. In some ways it is unusual advertising, and it is certainly placed in an unusual position in the paper, for it appears at the top of the first column on the first page. Very few papers will consent to give over their very first column to advertising; it is usually devoted to the most important news item of the week. This, of course, makes the position practically the most valuable in the paper.

* * *

Over half the advertisement is set in regular reading matter type. Here is a photographic reproduction.

* * *

I think I would have been plainer than Mr. Thomas has been. I can understand that he did not wish to announce in his advertisement what his new plan was, but it doesn't seem to me that he got at it quite hard enough. Naturally he understands the people he is dealing with better than I do, and for that reason I may be wrong. I think, however, that his argument could be made stronger. I should have told just how I had been conducting business, what trouble that had led to, and hint at what I proposed to do as a remedy. Mr. Thomas gets at it rather vaguely, in my judgment. He hints that his methods have been unsafe, but he doesn't say what has led him to believe so, nor give any idea at all what change he proposes to make.

* * *

The price-list part is all right. It brings the reductions out strongly and ought, in my judgment, to bring results.

To My Customers:

And I think I have as good customers as any grocer could have.

But while money is so tight we find it hard to meet our bills and still accommodate our people from week to week and month to month. For 15 years we have done so, but we feel it our duty now—duty to myself and family, as well as to those whom I owe—to do a safer business.

If we go to the bank for money to use in our business we must give good security. And what would our banks be good for if they loaned out money as we loan out the equivalent of money? You would not care to place your savings in such a bank.

And we feel it our duty to no longer continue a credit business along the old lines. We hope our good friends, whom we have tried to accommodate and please, will appreciate our position and continue to give us their patronage if possible. And in return we shall ever try to give you GOOD GOODS, AT THE LOWEST CASH PRICE, coupled with as good prompt and courteous service as is within our power to give.

We have taken inventory and find we have too much of some sorts of goods and these will be sold very low—some things regardless of cost.

We have repainted and brightened our store and we would be pleased to see everybody and anybody whenever in need of anything in our line. If you ever should get anything which you did not consider just as it should be, please tell us and give us an opportunity to make it right.

Beginning March 3d, we shall make a very different arrangement with each and every customer, which we believe will be as beneficial to you as to us.

Thanking you most heartily for all past favors and hoping we will be able to merit a continuance of the same, I remain, yours for better business. J. M. THOMAS.

CASH

Is what counts, and to sell goods at these prices the CASH we must have:

	Has Been.	Now
Sugar, Gran.	5½c	5c
Sugar, Ex. C.	5c	4¾c
Rolled Oats	6c	4c
Corn Meal	3c	2¼c
Beans, per qt. (3 quarts Beans for 25c.)	10c	9c
Salt Pork, very best	14c	12c
Pork Loin	12c	10c
Pork Chops		11c
Genuine Hams	12c	10½c
Cala. Hams	9c	8c
Lard Compound	11c	9c
Lard, Pure	12c	11c
Lard, Pure Leaf	14c	12½c
Roast Beef, 2 lb. can	25c	21c
Luncheon Beef, 2 lb. can	25c	21c
Minced Steak, 2 lb. can	25c	23c
Potted Ham	5c	4c
Potted Ham	10c	8c
Canned Beef Hash	15c	12c
Baking Soda	8c	7c
Baking Soda	7c	6c
Baking Soda	6c	5c
Baking Powder, 1. C.	10c	5c
Vision Baking Powder, lb. (No better powder on the market than Vision.)	20c	15c
Sal Soda	2c	1c
Raisins	14c	11c
Strictly Fresh Eggs		24c
Bloaters 3 for		5c

Coffee we will sell cheaper. If you want the cheapest 2 for 25c

Egg O See, 2 packages for 15c

Pettijohns B. Food 11c

Flour 24½ pound sack 5c cheapor and wheat just went up 7c bushel.

Telephone an order and see if you are not money ahead.

J. M. THOMAS.

Both Phones.
Cor. Ellicott St. and Clifton Ave.

It Pays to be Square.

Five or six years ago the writer was in the vicinity of Sixteenth and Catharine streets, this city, when he saw a sign upon the door of a little converted private dwelling which read, "Miller & England, Grocers' and Drug Fixtures." Never having heard of such a concern, he went in to look around. He found two young men, Messrs. Miller and England, which constituted the firm, with overalls on covered with wooddust, working as hard as their little staff of men. To-day these two young men have a large factory at Seventieth and Woodland avenue, and they are called upon by the biggest and most particular concerns in the city when they want fine woodwork and artistic fixtures. Their success has been due primarily to two things; one, a thorough working knowledge of their business and their square dealings with their customers.

Any grocer, in fact anybody, who wants artistic fixtures or woodwork of any character done right, at a reasonable price, is absolutely certain to be pleased with an association with this firm.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

PIANOS FOR PREMIUMS

AND MAKE YOUR COMPETITORS PAY THE BILL!!

Send for our novel and highly practical plan for doubling your business at the expense of your competitors.....

Set the Whole Town Talking

Bring a Crowd to your Place of Business —Add Thousands of Dollars to your sales; make new customers and fast friends and

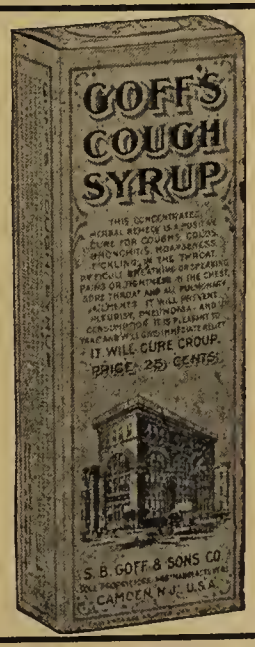
Make Your Competitors Pay the Bills

The finest legitimate premium scheme ever devised. Is doing wonders to-day for several thousand wide-awake business men and will do the same for you.

WANTED—A FEW RELIABLE SALESMEN TO CANVASS THE RETAIL TRADE. ADDRESS DESK 67

BOSTON PIANO & MUSIC CO.

WILLARD F. MAIN, Proprietor
IOWA CITY, IOWA



Your Customers Have Dyspepsia

GOFF'S HERB BITTERS

Will Positively Cure Them

Write for our special proposition

S. B. Goff & Sons Co.

ESTABLISHED 1872

Camden, N. J.

SHOW THESE ONCE!

Anker's Bouillon Capsules



If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St. NEW YORK

On the Streets at Night

You occasionally get on the street at night, and every now and again you stop before the brilliant windows of the department stores.

What makes them brilliant? The goods displayed? It is the abundant light, under which almost any goods would make a brilliant window. You wouldn't be half so well interested in the window if it wasn't so bright with light.

Apply this logic to your own store. Is it so bright with light that it interests people in the streets at night?

If it isn't we can make it so, very inexpensively.

***The* Philadelphia Electric Co.**

10th *and* Chestnut Sts.

Philadelphia, Pa.



WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Who Knows Anything of "Associated Grocers"?

New New York Co-operative Buying Concern Gunning for Members. Many Requests for Information Unsatisfied for Want of Information.

Inquiry is beginning to come into the "Grocery World" office for information as to a concern calling itself the "Associated Grocers," of 203 Broadway, New York. The address given is an office building.

It seems that the "Associated Grocers" is sending printed matter through the country endeavoring to secure members to join in what appears to be a form of co-operative buying. One of its letters has come to the "Grocery World" and is here reproduced:—

New York, March 19, 1908.

Dear Sir:—We are increasing the membership of the Associated Grocers, to take effect June 1, 1908, and as you are one of the leading dealers in the grocery line we are desirous of having you associated with us. I am stating to you herewith some of the advantages of a membership in this company. One of the most successful retail grocers who operates a chain of 25 to 30 stores, stated to me the other day, "I always try to make an average discount of 2 per cent. on cost of goods sold, pay the rent of each store." I asked him how much he could save by buying for 25 stores, over the grocer who only operates one store, and he replied from 8 to 10 per cent. During the past few years the retailers of a great many cities have combined together and formed Buying Associations, these Associations being a combination of from 25 to 300 grocers who keep a certain amount of money on deposit with the Association. James Butler, with his 175 retail stores in Greater New York, has a greater purchasing power than any wholesale grocer. The success of the many chains of tea and coffee stores and of the Woolworth 5 and 10-cent stores is due entirely to their great purchasing power.

The Associated Grocers are a combination of retail grocers who by co-operating together buy the quantity of all staple articles, thereby receiving the lowest possible price. As an illustration, we will say you are a member of the Associated Grocers, and you have just received a notice from the Secretary of the company notifying you that they were taking orders for Babbitt's Soap. If your stock was low on this brand, you would send your order for 5, 10, 25 or 100 boxes, whatever number you desired, and your order with all the other orders received from other members would be placed together and forwarded to the manufacturer and your order would be shipped to you direct. If the total order amounted to 1,000 boxes and your order was for but five boxes, you would be getting your five boxes for the same price as you would if you bought 1,000 boxes. If, on the other hand, you had a stock of Babbitt's Soap on hand, you would simply wait until the next time.

The entire object of the Associated Grocers is to be continually looking up and obtaining opportune deals for its members, the Secretary notifying each member by card of all deals made, and seeing that all orders are shipped promptly. The annual membership fee is $10, payable in advance. You can readily see the the great benefits to be derived from a membership in this company and that it is for your interest to send in your application at once.

Yours very truly,
ASSOCIATED GROCERS,
Per W. E. Hicks.

The "Grocery World" has been compelled to inform all correspondents that it has no knowledge whatever of the concern or its plans. If any subscriber knows anything of it, will he furnish it for publication, for the general information?

Warning Against Swindler.

National Secretary Green Warns Trade Against Bogus Check Casher. Call for National Retailers' Convention. Jobbers Joining in Movement to Amend National Bankruptcy Law.

Special correspondence of "Grocery World."

Cleveland, Ohio,
March 26, 1908.

I have received the following warning:—

Philadelphia, Pa., March 7, 1908.
John A Green, Secretary.

Dear Sir:—One of the members of our association desires me to call attention to the fact that a man, apparently about 35 years of age, swarthy complexion, weighing about 155 pounds, is endeavoring to have checks cashed, alleged to be drawn by the Indiana Supply Co., of Indianapolis, Ind.

This gentleman has been working in Missouri, Iowa, Kansas, Kentucky, Tennessee, Michigan, Georgia and North Carolina, and recently he has been heard from in Delaware.

While this is not a part of the work of this association, it may be helpful to some to have the information given them.

Yours truly,
T. JAMES FERNLEY,
Secretary-Treasurer Affiliated Presidents and Secretaries of Commercial and Trade Organizations.

* * *

The eleventh annual convention of the National Association of Retail Grocers of the United States, will be held at Boston, Mass., May 11 to 14, 1908. The convention will convene at 2 o'clock on the afternoon of Monday for its first business session at Faneuil Hall at intersection of North and South Market streets

and will be called to order by President A. L. Stark, of the Boston Retail Grocers' Association. The annual report of the executive officers will be submitted and will follow the plans provided for by the constitution and by-laws of the national association.

* * *

It is very gratifying to note that we are being assisted in our efforts to obtain an amendment to the National Bankruptcy Law by the wholesale grocers of the United States. With the influence at work it should not be a difficult proposition to bring about the desired amendment, but it will need effort on the part of every retailer to bring to the mind of his Congressman the fact that such an amendment is anticipated and is an absolute necessity.

A letter is being sent out to the wholesale grocers of all the Southern States asking the co-operation of the jobbers in securing this amendment and calling their attention to the Parcels Post Bill, which is as follows:—

To the Southern Wholesale Grocers.

Gentlemen:—In view of the importance of the interests involved, I beg to call your attention to legislation now pending in Washington, in which you and the retail grocers are vitally interested.

First. I suggest that each of you immediately communicate with your respective Congressmen and Senators, asking their approval of Senate Bill 1,570, which contains the $500 amendment clause for the Bankruptcy Act. This bill, if passed, would prevent anyone from taking advantage of the act, unless his debts amounted to over $500. The Bankruptcy Act has accomplished much good, but should now be either entirely repealed, or amended, as indicated in the Senate bill above mentioned.

Second. That you also communicate with your Congressmen and Senators in reference to the rural parcels post legislation. This legislation claims to be in the interest of the country retail dealers. The curious anomaly, however, is presented in that these country retail dealers do not appear to have asked for, nor wish such legislation. On the contrary, view it with suspicion if not with actual alarm, as the entering wedge of a system and of legislation which will, when ultimately carried out, practically wipe them out of business.

If the Government wishes to experiment with post legislation, by all means ask your Congressmen to secure the adoption of a one-cent rate by the Government, on first-class mail matter. This would be a vastly more beneficial experiment by the Government than any hybrid kind of parcels post legislation as now seems to have been patched up and suggested for enactment.

Third. House Bill 13,477, relating to post-offices and post-roads, seems to contain a very large colored gentleman in a very small woodpile. The object of this bill is to obtain a directory of the farming community of the country through the medium of the United States Post-offices. As there does not seem to have been any demand or need on the part of the Government or of its officials for such a list, it seems strongly surmised that the aforesaid colored gentleman was placed inside the woodpile, by a large catalogue houses of the country, who have never heretofore been able to obtain a list of the recipients of mails by rural routes, and by this method hope to get it.

J. A. Van Hoose.

John A. Green,
National Secretary.

Florida tomatoes range from $1.50 to $3 per crate. The quality is fair and the demand excellent.

Chicago Food Show Awards.

The report of the Commission on Tests, headed by Dr. Harvey W. Wiley, chief of the Bureau of Chemistry of the Department of Agriculture of the first annual World's Pure Food Exposition, held in the Coliseum, Chicago, last November, was made public during the week by Managing Director Thos. T. Hoyne. The winners of highest awards in forty-one classes follow: Schwarzschild & Sulzberger Co, M. D. Singer Co., John F. Jelke Co., National Beekeepers' Association, Oriole Brand Prunes, Savoy Brand Peaches, Battle Creek Sanitarium Co., Dodson-Braun Mfg. Co., Stern-Sallberg Co., George Heppe, L. A. Beaver Co., Pieser-Livingston Co., International Banana Food Co., Great Western Cereal Co., Andrea Agosto & Co., Chicago Biscuit Co., New York Fruit Products Co., P. Schoenhofen Brewing Co., George J. Cooke Co., Hinckley & Schmidt, Java Coffee Co, Joseph Tetley & Co., Quaker Nut Butter Co., Calumet Baking Powder Co., California Wine Association, Pommery Champagne, and Yacht Club Salad Dressing. Besides Dr. Wiley, the Commission on Tests was composed of Hon. Alfred H. Jones, Illinois State Food Commissioner; Dr. James A. Egan, Secretary Illinois State Board of Health; Dr. T. J. Bryan, State Analyst; Dr. W. A. Evans, Chicago Health Commissioner; Dr. Walter S. Haines, professor of chemistry, Rush Medical College; Dr. John Harper Long, professor of chemistry, Northwestern University Medical School: Dr. Julius Stieglitz, professor of chemistry, University of Chicago; Dr. Ralph W. Webster, director of chemical department, Chicago

Could You Ask For More Than We Guarantee?

WE guarantee everything connected with our business, and our guarantee has behind it the reputation gained through more than ninety years of honest dealings.

Our Coffee is guaranteed to be exactly as represented. Every repeat order must be the same as the original, and the original must be exactly as sample shown.

The blending and roasting are guaranteed to be as nearly perfect as long years of experience can make it.

Your money will obtain more in actual value than you get elsewhere.

It will pay you to obtain our prices and seek our advice.

SAMUEL WILDE'S SONS CO.

Importers Coffee, Tea and Spices

11 Dutch Street NEW YORK



"No Other Refrigerator"

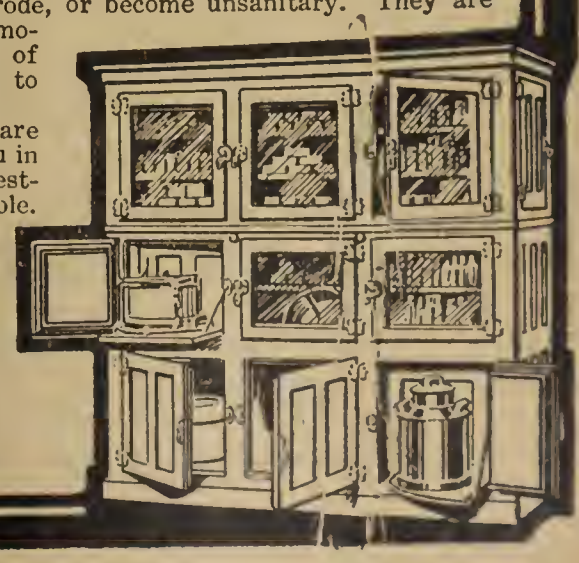
is as satisfactory in every way as my McCray. It cuts down my ice bill. Its handsome finish and workmanship attracts attention in my store. It keeps everything in fresh, pure condition, without dampness or taint of any kind.

McCray Grocer's Refrigerators

are built right, and have the best circulating system of cooling. A small amount of ice does a large amount of cooling: That is, you get the full value of the ice used. This results in a great saving which actually pays for the refrigerator itself.

McCray Refrigerators are built from the proper materials, which will not rust, corrode, or become unsanitary. They are built in all sizes to accomodate any amount or kind of provisions, or are built to order as desired.

McCray Refrigerators are guaranteed to satisfy you in every respect, and an investment in one will be profitable.



Send us your name and address on a postal today, and ask us for catalog No. 65 for grocers, or No. 58 for meat markets, to show you the full line and help you make a selection.

McCray Refrigerator Company, 714 Mill St., Kendallville, Indiana.

The American Grocer—

Is He a Crook?



This advertisement published and sent broadcast to the customers of retail grocers through the country implies that the American grocers have tried to sell this girl some other breakfast food than the "Original Boasted" Corn Flakes, and that she is indignant over it and that she is leaving his store.

In Volume 25 of the Encyclopedia of Law and Procedure, page 337, is found this language: "Every wilful and unauthorized imputation spoken, written or printed, which imputes to a merchant, manufacturer or other business man, conduct which is injurious to his character and standing as a merchant, manufacturer or business man, is libelous or slanderous as the case may be."

This recent advertisement in retail grocers' trade journals of the United States seems to tell the American retail grocers right to their faces that they are substituters.

Here is the advertisement



You, Mr. Retail Grocer, may have missed it. How do you like it?

A recent letter addressed to the trade has this remarkable sentence: "But any concern which puts out an imitation toasted corn flake is just as much a counterfeiter as a man who makes a counterfeit dollar—and should be shunned by honest men." Of course, this only means the manufacturers, but how about the adv.?

Will the retail grocers of the United States endorse such methods of merchandizing?

Would it not seem queer if a manufacturer could find nothing else to recommend his food than the CLAIM "original"?

What would you, Mr. Grocer, think of an advertisement to sell food which might read like this? "I am the original—the rest are imitators. Don't let your grocer fool you. Don't let him sell you imitations. The grocer who sells you anything but 'original' and only 'Boasted Corn Flakes' deserves to lose his trade." Would it send customers to your store?

What would you think of a manufacturer who would brand all other manufacturers of similar products as counterfeiters, imitators, etc., and would make the statement that such manufacturers were unfit to do business with you and should be shunned by you and all other honest men?

Would your past experience of long years of satisfactory business relations with these manufacturers bear out this statement?

Have these manufacturers ever been anything but fair with you? Haven't they always conceded to you your right as an American business man to sell to your customers goods that you knew were right and were willing to recommend?

Has it ever been your experienee that these manufacturers have ever tried to coerce you into selling their goods by questionable advertising to your retail customers, in magazines and other mediums?

Toasted corn flakes were made and sold quite extensively in the United States before the "Original Boasted Corn Flakes" were ever heard of, but were so crude that they could not withstand competition.

What Egg-O-See Cereal Company Believes

We have been selling the American Grocer breakfast foods for years, and we have found him to be a hard-working, careful, conscientious, law-abiding citizen. We have sold him foods long before "Original Boasted" Corn Flakes were ever heard of, and we have found this same American Grocer a clean, square, honorable man to do business with.

We believe the American Grocer will sell his customer the best the market affords, as he always has, and we do not believe he deserves to be held up to public view in flaming advertisements as an undesirable citizen.

We Are Not Afraid of Substitution

We have dealt with the American Grocers for many years, and have never had reason to complain of their substituting other goods when their customers called for ours, and we don't believe any other manufacturer, making honest goods of quality, has had any different experience.

We believe the way to *help* the American Grocer to sell our goods is to *send* people to him—not drive them away—and we have spent millions of dollars doing this in past years.

We do not believe it is fair to the grocer to try to move goods by making people believe that there is a collusion between the American Grocer and other breakfast-food manufacturers.

"Claims" vs. "Truth"

"Boasted Corn Flakes" claims to be the "ORIGINAL."

"E=C" is the *IMPROVED.*

"E=C" *spent* thousands upon thousands of dollars in making the IMPROVED "E=C CORN flaked and toasted" the most delicious, most wholesome food in the world, and *is* spending thousands of dollars to SEND the people to the American Grocers to buy them.

"Boasted Corn Flakes" is spending thousands of dollars on an advertisement published and sent broadcast to the customers of retail grocers throughout the country which implies that the American grocers have tried to sell a girl some other breakfast food than the "Original Boasted" Corn Flakes, and that she is indignant over it, and that she is leaving his store.

"E=C" has never had any trouble in this line. "E=C" has found the American Grocer always ready and willing to sell the best. We have no reason to complain of his treatment of us. "E=C" believes the American Grocer can run his own business without our interference, and we are going to help him as we have in the past, because he helps us as long as we continue to give him the *right* food at the *right* price.

"E=C" works *with* the grocer to make him a good profit on their food.

We believe the American Grocer will continue to do business with the American people, and, as they have in the past, sell more Egg-O-See Company's food products than of all others.

The Extra Profit On Mother's Oats

Here's another reason why **Mother's Oats** have topnotched the sale of all rolled oats brands sold in the United States.

Above the very good profit which the grocer makes on the straight sale, come the Coupon Profits: we pay the grocer one cent each in cash for all **Mother's** coupons he redeems from his trade. He redeems them at only three-fourths of a cent in merchandise, or one-half a cent in cash. Thus he makes a tidy little profit on the Coupons themselves. Naturally the more he sells the more he'll make.

No other rolled oats proposition compares with it.

The Great Western Cereal Company

CHICAGO, ILL.

You Are the One That Gets Hurt

When you sell your customers a low-priced coffee. You are taking chances unless it's ARIOSA, because it is very difficult to get a good quality of coffee at a low price and yet have the flavor always the same.

You can't afford to take chances. We buy in larger quantities than any five concerns in the country, and we can afford to give quality and make a price that nobody can duplicate.

ARBUCKLE BROTHERS
New York

laboratory; Dr. J. F. Biehn, bacteriologist, Chicago Health Department; Dr. D. Hector Trowbridge, professor of chemistry, Lewis Institute, and Dr. Archibald L. Hoyne.

Heart-to-Heart Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

PRUNES.

We bought a little lot of Santa Clara 60-70s prunes the other day that you may sell in 25-pound boxes at 7 cents a pound. It's the fanciest fruit we have seen this year. There isn't much in them at this figure, but the price will be appreciated, and the quality will surely create a later demand.

FRESH SHAD.

Unless all signs fail we're going to have a banner season on shad. The coming week we're going to start in buying big. We'll have a shad window Wednesday, Thursday and Friday. A shad ad. Wednesday and Thursday, and everybody must get into the spirit of selling. You don't have to touch them. The fish men will take care of the stock. You write the orders. Don't let the ad. man and the buyer assume all the enthusiasm. This shad and the prices we'll name will bring business. They'll be beauties. Hand in a report of the number you sell daily. Prices Monday afternoon.

SALE OF PILLSBURY FLOUR.

We'll open a car of Pillsbury flour Monday morning and sell it up until Thursday evening at the following prices: 1-16, 40 cents; ⅛, 80 cents; ¼, $1.60; ½-barrel sack, $3.18; barrel, $6.35.

The ad. will appear in Sunday's "Union." These prices are out of all proportion to the market. No telephone orders accepted. None sold knowingly to dealers, and the 1-16 and ⅛ limited to three sacks to a customer. Regular price for the ⅛ at other stores is 95 cents. Here's a chance to swell your sales these few days.

JEALOUSY.

The habit of cultivating a jealous spirit will dwarf your ambition and deaden your activity. If the other fellow gets ahead of you on sales he's a better salesman than you. There's no other explanation to it. Instead of being jealous and laying back get after him. Watch his methods. Listen to his arguments. Fill up with his energy. Admire him as a winner, then go to work and fight him with his own weapons. That's the way to kill this old spirit-damping bugbear called jealousy. Start in Monday morning.

COMMISSION FOR THE WEEK.

Two cents a pound on 37-cent tea.

Five cents a pound on 50-cent tea and upwards.

One cent on all coffees from 25 cents a pound up.

One cent on each six cakes O-O soap, 25 cents.

Half cent on ½-pound tin O-O baking powder.

One cent on 1-pound tin of O-O baking powder.

One cent on each 3-pound package of O-O buckwheat.

One cent on each 3-pound box of O-O starch.

SELLING RICE.

Show up a sample of that best rice on blue paper. Refer to the size of the head. Turn it over with your hand as though you were handling something precious. There's a whole lot in the precision in which some things are handled. We referred to this in the case of stroking a broom the other week. Tell about this rice being a soft cooker, and about its freeness from dirt, and also about its being raised in South Carolina. Any school boy can say, "Here's a fine rice, ma'am." Qualify things. Talk selling talk.



On Top

"Malta-Vita" has always been the "top notcher" Wheat Flake.

"Malta-Vita" Corn Flakes have just been pronounced by experts the "top notcher" Corn Flake—and they ought to know.

An Easy Seller!

It's the biggest 10c p'k'ge on the market—36 p'k'g's to a case—you can sell it on the reputation that "Malta-Vita" has always had.

Free Deal

Until April 15th order all corn—all wheat—or assorted as desired and get

1 case free with 7

With 7	cases	1 case free, equivalent to $2.36 net per case									
" 5¼	"	¾	"	"	"	"	2.36	"	"	"	
" 3½	"	½	"	"	"	"	2.45	"	"	"	
" 1¾	"	¼	"	"	"	"	2.45	"	"	"	
" ⅞	"	⅛	"	"	"	"	2.45	"	"	"	

Regular prices $2.85 per case—$2.75 in 5 case lots.

Order thro' your Jobber.

Malta-Vita Pure Food Co.,

Battle Creek, Mich,



Grocers that Covet Saloons.

A remark made to me by a grocer over in New Jersey during the week works me up to say just a word more about this liquor business and the bearing it has on the grocery business.

This grocer was kicking like a mule about how hard he had to work for the little money he made.

"It's a case of working like a nigger all day and sometimes half the night!" he said, "and what do you make? Half a cent on this and a quarter of a cent on that. I tell you if I had a chance I'd get out of it to-morrow!"

"What business is any better?" I asked him.

"The business that's making more money in this town than any other," he said, "is the saloon business. There are three of 'em and they're just makin' it hand over fist. I wish I could get in it. If I thought I could get it I'd apply for a license to-morrow!"

If I had a dollar for every time this remark has been made to me by a grocer you wouldn't see your uncle work another tap.

It's a funny thing, why such a lot of grocers seem to hanker after the saloon business. You don't find that feeling in any other line. I've been amongst 'em—you don't hear a dry goods man or a jeweler, or a clothing man say he'd like to open a saloon. These others may kick about their business and want to get out, but I've never heard one of 'em say he'd like to get into the saloon business.

The grocery business is to sell food and the saloon business is to sell drink. Maybe the grocer feels the way he does because food and drink go together.

A lot of grocers I know actually have sold their stores and gotten a license. Some of 'em liked it when they got in—at least I suppose they did, for they're in it yet.

But a lot of others got sick as dogs before they'd been in a month. I remember one man—by gad, but he was sore at himself! I think I told you something about him once.

I don't know whether he got back in the grocery business or not. He intended to all right the last time I saw him. I haven't seen him for over a year.

What he didn't like was the class of people he had to mix with.

"Filthy bums!" he said to me. "You can't turn 'em down if you expect to do business. They come in here and hang around and call me Bill—if I had any idea it would be like this you couldn't have paid me to take the license!"

Another thing he used to rave over was having to cough up every time the politicians needed money. They work all the saloonkeepers to beat the band.

"What do you stand it for?" I asked him.

"Stand it! I've got to stand it!" he said. "If I don't they'll put up some game on me and I won't get the license again!"

I don't think I could stand that a little bit.

A couple of friends of mine—grocers—got badly soaked through their license aspirations. One of 'em used to do $500 a week—had a crack-a-jack business. He was an awful fool to get tired of it, but he did. So he applied for a license. He couldn't keep it secret, and the people of his neighborhood got on. They didn't want a saloon where a grocery store had been, and maybe they didn't soak him! What he ought to have done was to lay down and not apply for it, after he found what his people thought, but he went right ahead, and didn't get the license after all.

Then he thought he'd go back to groceries again, but not on your life! His business dropped off to $225 a week and to save his soul he couldn't get it above $250! He sold out last week—business $250 a week.

The other fellow was a German. He had a business uptown in Philadelphia that kept six members of his family busy all the time.

He didn't want a license, but he had a good corner and twice in succession he took a couple of hundred dollars to let somebody else apply for a license there. He said that if they got the license he could move to another place in the neighborhood and the $200 would have paid him.

Both times the applicant was turned down. Of course it got out, and the people, who didn't want a saloon there, got sore. When he sold out, as he finally had to do, he was keeping only two people busy in the store—the rest of the business had gone.

So that the moral, dearly beloved brethren, is this:—

If you simply must sell a good grocery business to open a saloon, don't let your people know it unless you get the license.

But—

Before you decide to do it at all put this in your pipe and smoke it—that no saloonkeeper is sure of his business for more than a year, for the license runs only one year, while a good grocery business is yours forever and your son's after you.

And it's a pretty rotten business while it lasts!

THE STROLLER.

Says It Prevents Potatoes from Rotting.

A retail grocer who has tried the experiment claims that it is very easy to prevent potatoes from rotting by placing in different parts of the cellar in which they are kept a box containing a quantity of lump slack lime. He states that this lime absorbs the moisture which has such a detrimental effect upon potatoes, and in his case has resulted in keeping his stock in this commodity always in good condition.

NEW BRUNSWICK, N. J., *February 29, 1908.*

THE MODEL CASH GROCERY STORE.

GENTLEMEN:—In reply to your inquiry of recent date, we enclose a few sample slices of sandwich dried beef, sliced in the highest style of the art, sliced on Johnson's patented "EVERSHARP." These slices, thin as paper, smooth as glass, soft, moist and delicious, were cut the full size of a six-pound knuckle. The whole knuckle was sliced to perfection in six minutes.

I also enclose, in separate wrapper, some very small, very thin slices cut from the meat that covers the knuckle bone. Please notice that the little nub end of gristle and skin remaining unsliced weighs less than a quarter ounce, every particle of edible meat sliced up in thin, bright, salable slices. Of course we never sell any one a quarter pound of these little slices; but every half or quarter pound we weigh up gets alike its equal share of little and broad slices.

Please note the saving in time—as much work done in six minutes as the best circular-knife machines can do in twenty minutes, and then the quality of our work—slices thinner, smoother and more perfect than any other machine can possibly produce. So moist, so soft, so juicy, so broad, so transparently thin they cause enthusiastic comment wherever introduced, resulting in a large increase of very profitable trade.

We sell our machines for forty-six dollars on small monthly instalments, and every machine can be depended on to more than earn its own cost. If you prefer to pay cash we allow you a liberal discount. Hoping to receive your order.

Respectfully yours,

A. W. JOHNSON.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Rennet.

A preparation from the stomach or maw of calves, pigs, lambs and other such animals.

It is obtained by macerating and cleansing in water a piece of the fourth or last digesting stomach of the animal. This is then freed from the outer skin, fat and useless membranes. It is next washed and preserved in either brine or dry salt, and finally dried till it somewhat resembles parchment in appearance.

This substance has long been used in various forms in the manufacture of cheese, where its gastric juice serves to curdle the milk—that is, separates the curd or caseine of milk from the whey or serum.

That made from the calf stomach is preferred and the most used. Next to this is rennet from the stomach of pigs (which is also used in making pepsin). It is said to be stronger than calf's rennet. That of the lamb is the weakest and is seldom used. But in buying the foreign rennet veils we know very little of what has been used, and they are often a mixture of calves' and pigs' stomachs, blown up and dried.

—

Rock Salt.

Found in fossil beds, and in large masses, more or less connected with brine springs. Rock salt is evidently a true sedimentary rock, owing its origin to the slow evaporation, in the course of enormous lapses of time, of salt lakes or inland seas once fed from the waters of the ocean.

Rock salt beds occur in various parts of England, Spain, France, Italy and Poland and most countries of the world, but it is remarkable that none have yet been discovered in America.

Roquefort Cheese.

This celebrated cheese is considered one of the richest and best kinds produced in France. It is made in the Commune of Roquefort, a mountain slope in Aveyron, arrondissement of St. Affrique, in the South of France, from the milk of ewes of the Larzac breed, generally about 250,000 in number, their food consisting mostly of herbs found in the stony pasturage, occupying some sixty square leagues on the rugged mountains of that district. The cheese somewhat resembles "Stilton," but is scarcely so rich and possesses a peculiar pungency of flavor. Ordinary size, 8 inches high by 4 inches in diameter, and weighing about 6 pounds each.

Average composition (fresh): Water, 11.84; caseine and albumen 85.43; fat, 1.8; lactic acid, 0.88; ash, 11.84.

Thus Roquefort contains less fat and much more caseine than English, or Neufchatel cheese. The blue marbling of the interior veins are produced by dusting between layers of the curd a small quantity of bluish-green powder, made of mouldy rye-and-wheat bread. This powder acts as a ferment, and thus hastens the production of these marks—so stringently exacted by connoisseurs. When sufficiently dried and compacted, the cheeses are stored in an immense cave—a perfect cheese citadel—in the limestone rock at Roquefort, to be cured, and to acquire a fine flavor.

The temperature of these honey-combed caves, some of them five stories high, averages 30 to 40 degrees Fahr., and in these cold caverns employment is found for 300 or 400 women in salting, scraping and turning these celebrated cheeses. About

TALK AND TRUTH

When a man instals an American Slicing Machine, it is practically always after he has investigated it thoroughly.

Our announcements in the various trade papers seldom do more than interest him sufficiently to start him investigating, unless he has seen the machine at work. That's about all they're meant to do.

That means, though, that we must weigh very carefully every statement we make in our advertising. If we made any claim for the machine that the closest investigation would not justify, our prospective customer would not instal the machine—and he'd be right.

Therefore, when we tell you that the AMERICAN SLICING MACHINE will bring you many new customers on sliced meats, will increase your profit on each sale, and will save you time and labor, we are reciting actual facts.

These statements are not merely advertising talk, but are backed by real, money-in-the-cash-drawer evidence from thousands of merchants who have used the machine for years.

That evidence ought to interest you.

It's free for the asking.

American Slicing Machine Co.

54 Fifth Ave., Chicago



We'll Be Proud Together

We're proud of every pound of **Gurnse** butter that leaves our store.

So will you be when you sell it.

Proud because it represents the best work we can do. Because it's as near perfect as butter can be. Because it satisfies our customers and holds them to us.

The finest, fanciest dairy butter, inspected almost every five minutes, and packed in its own brine-wrapped carton.

Packed in 30 and 50-pound boxes—
pound and half pounds—33 cents.

P. F. Brown & Co. 39 South Front Street *Philadelphia, Pa.*

6 pounds of salt is used for fifty cheeses, and it is applied by sprinkling a handful of salt on the top and bottom of each.

The moulds which form on the cheese are scraped off from time to time, passing successively in color, in the course of about forty days, from white, through blue, to a reddish tint, when the cheese is considered mature and ready for use.

In August and September new Roquefort cheese is to be found in restaurants, but it is not in its highest perfection till November.

MAGAZINE NOTES.

Of the many notable features in the April magazines, none is likely to excite keener interest or do more genuine good than the article entitled "The Worrier" in "Lippincott's." This is a paper supplemental to a series of five by the same author, George Lincoln Walton, a famous neurologist. Dr. Walton divides his theme into three parts—"At Home," "At the Table," and "On His Travels," and many there are who will be surprised to find that their own peculiarities and idiosyncrasies are similar to those of the chronic worrier, who makes life a burden to himself and others. The worrying habit is such an easy one to acquire and so hard to get rid of that it is well to avoid getting started in that direction. If you have started, however, Dr. Walton's article will surely help you to get rid of this unpleasant, unhealthy, and unnecessary habit.

This Suit Will Test Exclusive Agency Contracts

Wilmington, N. C., Jobber Accused of Refusing to Accept Ordered Goods Because of a Tardily Remembered Exclusive Rebate Contract, is Sued by the Seller. Legality of Rebate Arrangement at Issue.

A lawsuit of great interest to the grocery trade everywhere, especially to the wholesale end of it, has just been begun in Wilmington, N. C. The plaintiff is Fred. Fear & Co., manufacturers' agents of New York City, and the defendants are J. C. Stevenson Co., of Wilmington. The sum the plaintiff seeks to recover is $307.25.

The case is interesting and important because it is destined to test the validity of the exclusive agency contracts which several manufacturers allied with the grocery business are now using. These contracts have been discussed in the "Grocery World" before—they all comprehend the granting of an extra rebate to the buyer who buys goods of no other company.

The plaintiff in the above action says the above amount is due on an invoice of goods shipped from New York to Wilmington. The defendants, though they had ordered them, refused to accept them when they arrived. The plaintiff says the reason why they were refused was that the defendants remembered they had a contract with another manufacturer which bound them, on pain of losing a rebate, to buy no outside goods. This, the plaintiff alleges, is in violation of a North Carolina law, and therefore does not constitute a good excuse for turning the goods down.

The case will therefore decide first whether the Stevenson concern had an exclusive agency contract with another manufacturer, and if so, whether it constituted a valid reason for violating another contract.

Sugar Trust Makes Public Statement.

The American Sugar Refining Co., through its secretary, C. R. Heike, gave out during the week the first annual report ever issued by the corporation. It shows net earnings of $8,749,291 and a surplus after dividends of $2,449,361. The total surplus as a contingent reserve for business is placed at $25,576,936. The showing for the twelve months is regarded as favorable, especially in view of the business depression that marked the closing months of the year. The balance sheet shows these items under the head assets: Cash, $5,016,986; loans, $17,666,550; accounts and bills receivable, $5,934,481; bonds and stocks held for use as reserve, $6,933,869; raw sugar, including sugar to arrive, refined sugar and syrup and stock in process of manufacture, $17,532,225, and investments in beet sugar and other corporations at cost in cash or less, $22,907,051. On the other hand, these items figure under the head of liabilities: Accounts and bills payable,



Don't Judge a Good Match by a Bad One

You may have seen some double-tip match that flew all to pieces, or smelt abominably, or softened up, or flamed up suddenly by spontaneous combustion.

The **Ohio Blue Tip Safety Match** has none of these troubles. If you strike it on the tip, and only on the tip, it will go off—always. But it will never soften, or go off at the wrong time, or do the wrong thing under any circumstances.

An independent, perfect match.

OHIO MATCH COMPANY

PHILADELPHIA OFFICE AND WAREHOUSE
411 MARSHALL STREET

WADSWORTH, OHIO



PEANUTS—FIVE A BAG

Everywhere you go you hear that cry. Don't you think you should have some of the trade that the peddler has? If you knew that with an

Acme Peanut Roaster

you could clear 300 per cent., would you not put one in when you learn that any boy can run it, and that there's nothing to get out of order, and that it will pay for itself in one month's time? We think you will, and we will be pleased to furnish further particulars and prices on request.

ATSATT BROS.

24 Pearl St., Mattapoisett, Mass



Good Livers are Good Buyers

The class of trade that comes to you for HOFFMAN HOUSE LITTLE PICKLES will want the other high-class articles you sell at a good profit.

A new process of curing makes them sweeter, tenderer, snappier.

Packed in prepared tin, to keep them as good as we make them.

THE J. WELLER COMPANY, CINCINNATI, OHIO

The Drygoods Specialty House

TALK NUMBER FOUR

¶ A proposition to reduce your fire risk at even a slight saving to you would get your immediate attention—would it not?

¶ Why then postpone consideration of how to effect far larger savings in reducing the infinitely greater risks assumed in advance buying?

¶ Say you must do SOME advance buying. Certainly you do NOT have to buy drygoods specialties in advance in order to be sure of getting the goods.

¶ Even with conditions so very favorable to makers as they have been for some seasons past—our customers DID get the goods, and clear up to the season's end.

¶ Moreover, dealing with **headquarters for drygoods specialties,** they were able to keep their showing constantly fresh and varied and their prices attractive—for we have unique advantages to share with the "small and often" buyer.

¶ Why not this season YOURSELF buy at **headquarters for drygoods**—carrying YOUR reserve stocks in our warehouses?

¶ In studying how to Reduce the Risks you take when you order in advance—use our sample displays the very next time you are **in market.**

¶ And for the same purpose **at home** use our new Spring catalogue—which will be ready for mailing about the time your request for it can reach us.

¶ The number of that new Spring catalogue is A 657—shall we send it to YOU?

BB

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE DALLAS



"GET SOME"

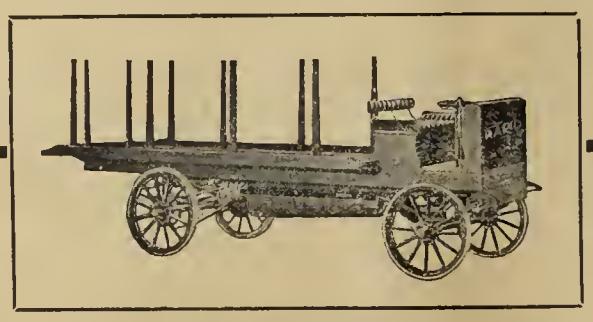
You Can't Have Your Own Brand

It isn't practicable for the average dealer to have his own brand of pork and beans—he must sell proprietary brands. There are very many—which shall he send out to represent his store.

Naturally, the easiest sold and the best. **Van Camp's Pork and Beans** are easiest sold because they are the most advertised; that's a question of fact—look at the magazines.

It's the best because—well, you be the judge. Compare it with any brand you like and judge it hard both by eye and palate.

VAN CAMP PACKING CO.
INDIANAPOLIS, INDIANA



Money Savers

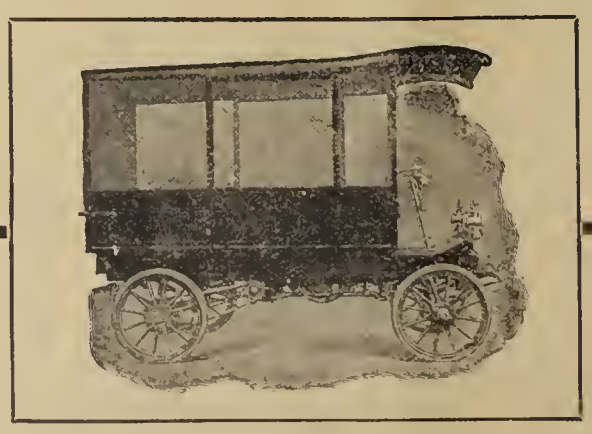
This truck will do more work than two double teams at about half the expense. The delivery wagon shown below will do more work than three teams at a third the expense.

Saving money is **making** money. You want to **make** money, don't you?

When you can do your hauling and delivering cheaper and quicker by Rapid Automobiles than you can by horse-drawn vehicles you have two very good reasons for using them. There is another, the Rapid Machines are so handsome they are the most effective kind of street advertisements.

Rapid Motor Vehicle Co.

WRITE FOR CATALOGUE **PONTIAC, MICH.**



including acceptances on letters of credit for raw sugar to arrive, $9,327,269; fire insurance, $5,459,906; reserve for rebuilding, $1,500,000; unpaid dividends and old balances, $1,535,418.

Benzoate All Right for a Year at Least.

Secretary of Agriculture Tells Secretary of Food Manufacturers' Association that Board of Experts Cannot Reach Benzoate Decision for Indefinite Time. Says Go Ahead and Use It.

Correspondence which has transpired between E. C. Johnson, secretary of the National Food Manufacturers' Association, and Secretary of Agriculture Wilson during the week seems to fix still more securely the legal position of benzoate of soda as a food preservative.

The correspondence is as follows:—

March 18, 1908.

Hon. James Wilson, Department of Agriculture, Washington, D. C.

Dear Sir:—As you probably will remember, the members of our association are vitally interested in the use of benzoate of soda and they would greatly appreciate a statement from you of the same nature as the one recently quoted regarding the use of sulphur. We know about the decision allowing benzoate until the newly appointed Referee Board shall render a final verdict of its harmlessness or harmfulness, but a great many of the members feel that this leaves the matter in an indefinite position as far as this year's business is concerned. The catsup manufacturers, for example, must place their contracts for acreage on tomatoes at once. As things now stand, they hesitate about going ahead for fear they may be interrupted in the middle of the season. A West Virginia firm writes me: "Taking it all in all, we think the present situation about the worst that has been met with in all this benzoate of soda matter. The decision, which leaves the matter entirely open so far as the season of 1908 is concerned, simply reads that pending the decision of the special board, benzoate will be allowed, the intent being to protect us from day to day only, and as we take it, should the board render an adverse decision at any time through the summer or fall months, the matter would then be open for the Secretary to immediately stop the use of benzoate; therefore, we do not see that there would be any protection for goods containing benzoate that had been disposed of by the manufacturer in the meantime, but which remained on the retailers' shelves, where they might be picked up by the inspector. We can see no valid reason why the Department should not issue a similar ruling to that of last year, allowing us to use benzoate of soda up to January 1, 1909, for as it is, we must simply conjecture to probable time the special commission will use in reaching their decision. Unless you have something more definite than anything we have been able to get hold of, we will be compelled to proceed on a very indefinite basis."

This is a sample of several letters I have recently received, asking for a statement from you allowing benzoate of soda definitely for the season of 1908. If you can see your way clear to issue such a statement, will you kindly advise me?

When do you think the Referee Board will commence to hold hearings on the benzoate matter?

Very truly yours,
E. C. JOHNSON, Secretary.

The Secretary's answer was as follows:—

March 21, 1908.

Mr. E. C. Johnson, Secretary Food Manufacturers' Association, Boston, Mass.

Dear Sir:—I have read with care your letter of March 18, in reference to benzoate of soda. Your points are well taken.

I beg to advise you that, in my opinion, it will be impossible for the Referee Board of consulting scientific experts to arrive at a determination of the question of the wholesomeness or unwholesomeness of benzoate of soda in foods for a number of months, and perhaps for a longer time than that. In any event you may rest assured that no decision adverse to the use of benzoate of soda will be promulgated so as to affect this year's business.

The business for the season of 1908 should be done under the terms of Food Inspection Decision 89, and if the terms of that decision are complied with, there will be no Governmental interference with the business of 1908. Very truly yours,
JAMES WILSON, Secretary.

Sunday Selling Illegal in Ohio.

The sale of groceries on Sunday is illegal in Ohio. Judge W. A. Babcock, in the Cuyahoga County Court of Common Pleas, so decided last week. The decision was rendered in a case which was bitterly contested from start to finish. Esau Holmes, proprietor of a grocery store on Bridge avenue, Cleveland, Ohio, was arrested early in the year and tried before Police Justice William Brown, of East Cleveland township, on a charge of keeping open a place for the sale of goods upon Sunday. Several technical objections were raised by the attorney for the defense in the course of the trial, but the main contention of the defense was that the sale of groceries upon Sunday is a work of necessity and therefore within the exceptions of the statute which provides that works of charity and necessity are not forbidden. Justice Brown found the defendant guilty and imposed upon him a fine of $25 and costs of prosecution. Exceptions were taken by the defense and the entire proceeding was taken into the Court of Common Pleas upon error. After several weeks' delay to enable the court to examine the authorities submitted the higher court upheld the conviction.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Display of "Handy Things."

The sign in this window reads, 'Handy things to have on your pantry shelves when unexpected callers drop in at meal time."

Display foods that are ready to eat, such as lunch tongue, potted chicken, potted ham, dried beef, roast beef, soups, oysters, sardines, salmon, shrimp, olives, pickles, peanut butter, cocoa paste, condensed milk, crackers, shredded wheat, canned fruits, etc.



It is not necessary to use new lumber for shelves. Box lumber will do, then cover the back part with wrapping paper and cover the shelves with crepe tissue paper.

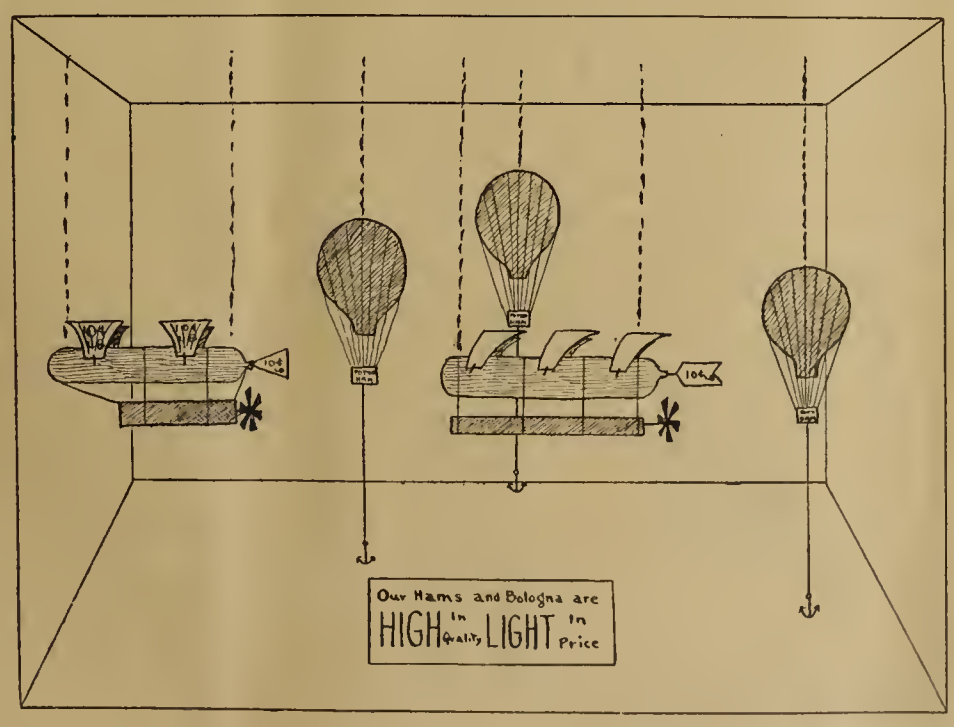
If you have a good floor leave it bare, if not, cover with oilcloth.

—

Balloons and Air-Ships.

This is a display of hams and bologna. You will need several feet of stovepipe wire to suspend the hams which form the balloons and bologna which forms the gas bag of the air ships. This is a fine black wire and is hardly noticeable from the street.

The bologna is suspended by two wires, one at either end. The wings, rudder and propeller are cut out of cardboard. To fasten them split one end of a skewer, insert the card, and stick the string and insert a piece of wire wrap around ham tightly and twist at the large end; you can now hang it up by the large end.



The cars are small cans of potted ham. These can be opened, contents removed and holes made around top edge for strings, or, if you do not care to open them, you can wrap twine around the cans several times and tie. The strings can then be run over the balloon and the ends tied under the string around the can. All strips going over the balloon cross at the center of the top and can be given a twist about the wire to hold them in place.

Place a sign in the window reading: "Our Hams and Bologna are High in Quality, Light in price."

You can greatly elaborate on this window by covering the floor with green paper and scattering about a few tiny houses made of cardboard. Roads can be marked out with sand and so on. This is not necessary, but of course adds to the appearance.

E. W. Alexander.

Oxford, Pa.

Colored Oleo Legal in New York State.

The Justices of the Appellate Division of the Supreme Court of New York State, in an opinion just handed down in the case of the State of New York vs. Archibald McAuley, declare that it is perfectly legal to sell uncolored oleomargarine in New York State, despite the provisions of the laws on which the defendant was arrested and the claim of certain officials that as oleo is in itself an imitation of butter it cannot be sold in New York. The court, in substance, says that if the law was designed to prevent the manufacture and sale of oleomargarine on its own merits and not in imitation of butter, it is unconstitutional. The opinion was written by Judge Ingraham and the entire bench of Justices concur in it.

Wouldn't You Like to Be Sure?

¶ If you once had the satisfaction of knowing exactly what your purchase of future canned goods were going to bring in—whether you were going to get 25 per cent., 50 per cent., or all, you would never buy again on the old indefinite basis.

¶ You can get that satisfaction by buying **Blue Bell** or **Clover Farm** canned goods. They are sold on 100 per cent. delivery contracts.

¶ Your jobber can get them.

Strasbaugh, Silver & Co.
Aberdeen, Md.



Stir 'Em Up

You may wonder why you don't sell more table sauce—isn't it because you sell the same line you've sold for years? People get tired even of the best sauces.

Stir up your trade with a fine **Tabasco Sauce**, of which **Moss' Green Heart** is the standard of the country. The person who once starts with **Tabasco Sauce** finds all other sauces insipid and unsatisfying.

New Iberia Extract of Tabasco Pepper Co.
NEW IBERIA, LA.



Introducing Waldorf Extracts

We want you to know the finest Lemon and Vanilla Extract made to-day—our **Waldorf Brand.** These are Extracts *de luxe.* They are made of the fanciest raw materials, are of the fullest strength, and are guaranteed to comply with all food laws everywhere, no matter how stringent.

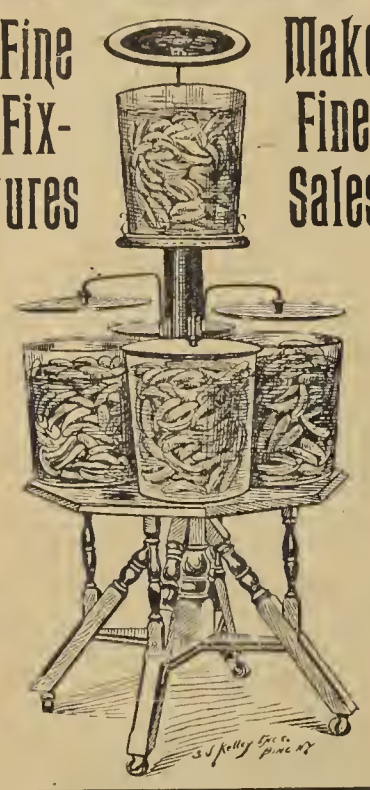
Price, $1.25 per dozen.

PREPARED ONLY BY

HETFIELD EXTRACT AND MFG. COMPANY

370 GREENWICH STREET, NEW YORK

Fine Fixtures Make Fine Sales



Almost every grocer sells loose pickles or loose olives. Usually they're kept in a keg somewhere.

Doesn't it stand to reason that a fine fixture displaying such things where they could say a word for themselves would make sales better.

Take our inexpensive 5-jar fixture, oak or cherry, and with nickel trimmings. Very handsome, very ornamental, very capable in influencing the sale of goods.

Fine fixtures make fine sales.

THE

WELLES & DAVIS MFG. CO.

WYALUSING, PA.



Getting Back Codfish Trade

Hundreds of codfish cake lovers have given them up because the fish they got didn't please their palates.

Offer these people **Talisman Codfish Cake** and their trade is yours again, this time to stay. Absolutely boneless Georges codfish, medium size and tender, of the same fancy grade that we pack in glass jars.

One-pound cartons, wrapped in waxed paper, then sealed in heavy wrapper, nicely lithographed. All packed in a special hinge-cover display box for counter use.

SWIFT & COMPANY



FIRST CHANCE YOU GET, TRY

WOODCOCK MACARONI

on a customer who is hard to please. She will come in smiling next time and ask for "Woodcock" because she didn't know we could make it better in this country than any other. You can smile, too—there's a good profit in it for you.

WOODCOCK MACARONI CO., Rochester, N. Y.

New York Merchants' Association Says Burnham Parcels Post Bill Will Help Country Merchants

Supports Pending Measure Because It Will Give Low Mail Rates Only to Local Merchants While Compelling Outside Mail Order Houses to Pay Higher Rate. Text of Statement Sent "Grocery World."

The Merchants' Association of New York, which usually takes a forward stand in matters affecting the mercantile world, has sent the "Grocery World" a statement advocating support of the parcels post bill recommended by Postmaster-General Meyer and now pending in Congress. The statement follows:—

To Merchants Throughout the United States:—

The Merchants' Association of New York, which has hitherto been, and is now, opposed to a general parcels post in the belief that it would be very injurious to the country merchant, harmful in its effect upon the development of towns, and therefore against the interests of the whole people, now recommends to the support of the merchants of the country the local parcels post measure endorsed by Postmaster-General Meyer, called the Burnham Senate Bill 5,122 "To provide a rural delivery parcels post for merchandise and other articles mailed on rural delivery routes, and for other purposes."

This Bill provides:—

1. For the establishment of a special parcels post system on rural delivery routes for packages originating on a rural route or at the distributing post-office for delivery by rural carriers to patrons thereof.

2. For a charge of 5 cents for the first pound, and 2 cents for each additional pound or fraction thereof, up to 11 pounds; for 2 ounces or less, 1 cent; over 2 ounces and up to 4 ounces, 2 cents; over 4 ounces and up to 8 ounces, 3 cents; over 8 ounces and up to 12 ounces, 4 cents; over 12 ounces and up to 1 pound, 5 cents.

Under this system a local mail parcels service would be carried on over each rural delivery route between all points thereon and the local post-office serving such route. This service would be strictly local and the rates would apply only to parcels originating within the local rural delivery district and to their transmission therein. Parcels originating at other points would not be entitled to the benefit of the local rates, but pay the present higher merchandise rate. A local package weighing 11 pounds would therefore be delivered along the local rural delivery route for 25 cents, while packages coming from a distance would be restricted to 4 pounds weight and subject to a charge of 1 cent an ounce.

There are now 38,266 rural delivery routes in the United States. Over each of these a mail wagon daily passes. The carriers are prohibited by law from carrying anything but mail matter of the various classes prescribed by law. The weight of packages is limited to 4 pounds, upon which the rate is 1 cent an ounce, equal to 64 cents for a 4-pound package. The low limit of weight and the heavy charge imposed in large measure prevent the mailing of local packages; and as the carriers cannot lawfully deliver anything but mail matter, the people along the 38,266 rural delivery routes are prevented from having the benefits of a local package delivery which they might readily enjoy, by means of the mail wagons which daily pass their doors with only a very small part of their capacity utilized. It is reported to us, however, that residents along such routes are now frequently served by the carriers in violation of law, but only to a limited degree, and at a much higher charge than this Bill provides.

In the opinion of The Merchants' Association of New York, the provisions of this Bill will promote the trade of country merchants, by enabling them to make daily deliveries to their local customers at small cost, and will also prove a great convenience to farmers and others living in the country by making it unnecessary for them to travel to adjacent towns to obtain small supplies and deliver small parcels.

All merchants are therefore respectfully requested to write to their Senators and Congressmen and ask them to support the Burnham Senate Bill 5,122 for a rural delivery parcels post for merchandise, etc. mailed on rural delivery routes.

THE MERCHANTS' ASSOCIATION OF NEW YORK.
By Henry R. Towne, President.

The Plan to Increase Use of Rio and Santos Coffee.

Claim that Santos Coffee is Sold as Other Grades and Thus Robbed of Its Credit. Will Try and Educate Consumers into Buying Brazilian Coffee for Itself Alone.

Special correspondence of "Grocery World."

Washington, D. C.,
March 26, 1908.

Much interest is being expressed in Government circles over the plan of one of the Brazilian States to increase the consumption of Rio and Santos coffee in America and other countries. It seems that the President of the State of Sao Paulo has actually signed the decree, which will go into effect at once.

The provisions of the decree are as follows:—

The board created by the act is attached to the Department of Agriculture, Commerce and Public Works, and consists of four members, who are to be appointed by the President of the State. One of the

members shall be chosen as President, and another as Secretary of the board, these two officers having their seat permanently at the State capital, while the two remaining members are to have charge of the propaganda abroad. The duty of the board shall be to study the conditions of consuming markets, to propose plans for the stimulation of consumption, and to direct and superintend such operations as may be undertaken for the extension of the coffee trade abroad.

The board is expected to conduct an educational campaign, pointing out to consumers the reasons why substitutes and imitations should be avoided, and organizing traveling exhibitions which shall visit the principal markets, for the purpose of familiarizing the public with Brazilian products and particularly with her agricultural conditions.

Grants will be made to companies and to individuals, who shall contract to undertake to extend the use of coffee by advertising, exhibitions, and conferences under the direction of the board. They shall promote the installation of model roasting establishments in various large cities of the world, to be chosen in conjunction with the board. Only coffee of Sao Paulo origin shall be used in the propaganda.

The Government of Sao Paulo claims that a large quantity of fine Santos coffee is sold as Mocha and other high grade brands, which prevents the Brazilian coffee from getting the credit due it.

HOLT.

CORRESPONDENCE

Makers of Tin Cartons.

Lancaster, Pa., March 21, 1908.
Editor "Grocery World."

Dear Sir:—Will you kindly let us know through your next issue of the "Grocery World" the names of a few manufacturers of tin kettles or small canisters that will hold one pound of ground coffee, something that will make an attractive package. We are thinking of putting up a ground coffee in one pound cans.

Thanking you in advance, we beg to remain,

Yours truly,
M. S. MILLER & Co.

American Can Co., New York, N. Y.

* * *

Portland, Ore., Wants National Retailers' Convention.

Portland, Ore.,
March 16, 1908.
Editor "Grocery World."

Dear Sir:—Upon the withdrawal of Seattle from the race to secure the National Retail Grocers' Convention for 1909, Portland, Ore., jumped into the fight. That city and the State of Oregon will bend every effort to land the convention for the Rose City next year.

We believe that the merchants of the East want to visit the thriving Northwest, the section of country that has shown greater development during the past ten years than any part of the world.

We believe that we have more natural attractions in the vicinity of Portland than almost any large city on the continent. In 1909 the Alaska Yukon Exposition will be in full force, and extremely low rates will obtain from Eastern points.

Seattle is but a few hours' ride from Portland, and tickets purchased for this city will read through Seattle, either coming or going, and also through California on either trip, at the same price.

While we are late in getting started, on account of having been pledged to Seattle, we believe that we can offer more inducements to the delegates than any of our competitors. We understand that Denver is making a strong campaign, urging the natural beauty of that city as one of the arguments. We can offer more, because we will offer you an opportunity to come through Denver, as well as to come to Portland.

We sincerely trust that the Pennsylvania delegates will decide to come to Portland.

Yours truly,
CHAS. B. MERRICK,
Secretary Oregon Retail Grocers' and Merchants' Association.

* * *

Local Packers of Corn Syrup.

Carnegie, Pa., March 21, 1908.
Editor "Grocery World."

Dear Sir:—Please give me a few names of houses in your city that pack corn syrup in cans. Your reply will oblige,

Yours truly,
S. DAVIES.

Halpen, Green & Co., 30 South Front street; Perfection Jar Closure Co., 514 Beach street, both of Philadelphia.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued November 26, 1907:—

871,802. Market box display case. H. J. Johnson and T. J. Larkin, Lowell, Mass.

871,995. Mixer. G. E. Savage and J. R. Marchesseault, Meriden, Conn., assignors to Manning, Bowman & Co., same place.

872,051. Feeding device for dough machines. P. F. Carroll, Joliet, Ill., assignor to Champion Machinery Co., same place.

872,206. Fruit basket. A G. Vient, Hoquiam, Wash.

872,225. Grocer's cabinet. R. T. Durham, Richmond, Va.

873,231. Sausage stuffer. H. F. Hambruch, Hamburg, Germany, assignor of three-fourths to the firm of Biberfeld & Co., same place.

872,238. Meat tag. R. H. Jackson, Rochester N. Y.

872,239. Popcorn buttering device. J. M. Kline, Chicago, Ill.

872,294. Sausage stuffer. H. F. Hambruch, Hamburg, Germany, assignor of three-fourths to the firm of Biberfeld & Co., same place.

Sell Your Team and Get a Lindsley



Some of these days horses for delivery are going to be obsolete. They can't stand up for a minute with the right kind of a delivery automobile.

Take the **Lindsley** Car as an illustration. Costs less than a good team of horses, costs probably not over half as much to keep and will do several times as much hard work for the same money.

The **Lindsley** Car will carry 1500 pounds thirty miles on one gallon of gasoline!

Why, it would pay you big to sell your team and get a **Lindsley.** It's a pleasure car, too, if you want it to be.

J. V. LINDSLEY & COMPANY
Suite 1112 Monadnock Building
CHICAGO

Oakdale Pretzels
Are What You Want

¶ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

¶ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

¶ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.



It Doesn't Pay to Wait

You have a lot of customers who will buy Clicquot Club Ginger Ale **now.** All you need do is make a pyramid of a case in your store and it will go quickly, for almost everybody knows what it is. You can't display anything which will dress up your store better. Clicquot Club is the ginger ale that has hurt the sale of the imported article so badly—there is only one reason—it is **better.**

Clicquot Club Co.
Millis, Mass.

Philadelphia Agent,
R. S. WILLIAMS,
123 S. Front Street.

871,988. Bread mixer. Alpheus Fay, Louisville, Ky., assignor of one-half to S. E. Rawlings, same place.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For canned sardines, sprats, anchovies, herrings, mackerel and fish-balls. Strohmeyer & Arpe Co., New York, N. Y. The words "Parsifal" and "Derby Club." Also the words "Jockey Club" and a representation of a race scene.

For olive oil. Nathaniel Johnston & Sons, Bordeaux, France. The words "Record Olive Oil" upon a representation of a shield which is enclosed by a buckled belt which in turn is surmounted by wings.

For canned fruits and vegetables. Ridenour Baker Grocery Co., Kansas City, Mo. The lettters "F. F. O. G."

For canned fruits and vegetables. E. T. Smith Co., Worcester, Mass. The word "Constitution."

For lard. Interstate Packing Co., East End, Minn. The words "Arrow Brand"and a representation of an arrow.

For sardines, salmon, herrings and mackerel. Edwin Shivell, Boston, Mass. The word "Rainbow."

For spices. Woolson Spice Co., Toledo, Ohio. The word "Atlas."

For canned fruits and vegetables. Franklin Mfg. Co., Franklin, Tenn. The words "Franklin's Best" and a representation of Benjamin Franklin.

For milk and cream. Sheffield Farms-Slawson-Decker Co., New York, N. Y. The word "Sheffield."

For canned vegetables. Siegel Cooper & Co., Chicago, Ill. The word "Milford."

For canned vegetables. Henry von Glahn & Son, Brooklyn, N. Y. The words "Silver Star Brand" and a representation of a star printed in silver.

For corn starch, rice, yeast, pearl barley, flour, meal, farina, hominy, macaroni, spaghetti, vermicelli, rolled oats, oatmeal, wheat flakes, rolled wheat, shredded wheat, granulated wheat, rusk, dried sweet corn, egg noodles, crackers, and biscuits. Fischer Bros., Seattle, Wash. The word "Max-I-Mum."

For pudding preparations. Walter Ruegg, Basel, Switzerland. The word "Maronin."

For table salt, blue and ammonia. Drake & Co., Easton, Pa. The words "Golden Crown" and a representation of a crown.

For flour. Thompson Milling Co., Lockport, N. Y. The words "Health Flour."

For coffee. Stewart & Co., Baltimore, Md. A representation of a banquet scene and the words "Stewart's City Club Brand" and a representation of a medal having a monogram "S. & Co." thereon, the "S." being red.

For canned sardines. Jasper Wyman & Son, Millbridge, Me. The word "Hunter."

For candy. The Marjenhoff Co., Charleston, S. C. The word "Pride" and a representation of the sun.

For tea. Albert Koppel, New Orleans, La. The word "Ni-Ko."

For dried fruits. The J. K. Armsby Co., Chicago, Ill., and San Francisco, Cal. The word "Plume." A representation of a plume. A representation of a plume with the word "Plume."

For canned fruits and vegetables. John Hoffman & Sons Co., Milwaukee, Wis. The words "Carnival" and "Repeater."

For cocoa. Henry Maillard, New York, N. Y. The words "Maillard's Breakfast Cocoa."

For anchovies, tunny, sardines, sardelles and moseardini. P. Pastene & Co., Boston, Mass. A representation of a bunch of lillies and the word "Purity."

For yeast. C. B. Blackwell, Statesville, N. C. The words "Aunt Bettie's Yeast."

For canned corn. Illinois Canning Co., Camden, N. J. and Hoopeston, Ill. The words "Moosehead" and "Elite." The word "Quality" with a representation of an ear of corn upon a red background.

For canned vegetables. Illinois Canning Co., Camden, N. J. and Hoopeston, Ill. The word "Mogul" and a representation of pillars between which is an elliptical panel.

For flour. J. E. Lane & Son, Goleonda, Ill. The words "Egyptian Queen" and a representation of the head of a woman.

For cranberries. Manomet Cranberry Co., Plymouth, Mass. The words "Big Injun."

For candied popcorn, candy and chewing gum. W. S. Hannah, East St. Louis, Ill. The words "Corn-on-the-Cob" and a representation of an ear of corn.

For candles. The Emery Candle Co., Cincinnati, Ohio. The words "El Toro" and a representation of a bull fight. The words "Jai Alai" and a representation of a jai alai player.

For canned fish, clams, lobsters, shrimps and chowder. E. T. Smith Co., Worcester, Mass. The word "Constitution.

For dried fruits. The J. K. Armsby Co., San Francisco, Cal., and Chicago, Ill. The words "Tassel" and "Sun-Kist." A representation of tassels at the ends of ornamental panels. The word "Tassel" and a representation of tassels at the ends of ornamental panels. A representation of the setting sun.

For candy. The Stern & Saalberg Co., New York, N. Y. The word "Nutlets."

For chocolates. American Candy Co., Milwaukee, Wis. The word "Rex."

For canned vegetables. Illinois Canning Co., Camden, N. J. and Hoopeston, Ill. The words "Baby Bunting." A representation of two ears of corn with a baby seated on the same. The same picture with the words "Baby Bunting."

For flour. The William Lea & Sons Co., Wilmington, Del. The letters "F. F. F."

For canned fish. Moos & Co., New York, N. Y. The word "Beaumarchand."

For soap. The N. K. Fairbank Co., Chicago, Ill. The word "Flannel."

For bakers' and confectioners' utensils. F. M. Bower Co., New York, N. Y. A representation of the playing card known as the Jack of Spades.

For gherkins, mixed pickles, chili sauce, chow chow and cranberries. H. W. Light, Newtown, Conn. The word "Salmagundi."

For canned pineapples. Pearl City Fruit Co., Pearl City and Honolulu, Hawaii. A representation of a marine view and the words "Diamond Head Hawaiian Pineapple." A representation of a statue and the words "Hawaiian Chief Pineapple."

For canned sardines. A. S. Stavanger Sardine Co., Stavanger, Norway. The word "Pelican" and a representation of pelicans.

For canned fruit, canned vegetables, canned berries, canned soups, dried fruits, dried vegetables, jams, jellies, fruit preserves, horse radish, olives, mincemeat, dried eggs, cotton seed oil, olive oil, salad oil, spices, mustard, sauces, shredded cocoanut, dried cocoanut, sauer kraut, catsup, celery salt, flavoring extracts, dried beans, dried peas, lentils, dried potatoes, dried soup vegetables, dried onions, sago, and tapioca. Fischer Bros., Seattle, Wash. The word "Max-I-Mum."

Have you taken advantage of that 70 per cent. profit proposition of ours? A great many grocers have done so and we want to hear from you. All of Goff's remedies are standards and are sold by more than 14,000 grocers. Write to S. B. Goff & Sons Co., Camden, N. J.

Hundreds of merchants have used Forbes Indexed Coupon Books for the last ten or twelve years and still use them. Ever try them? See advertisement.

For flour. E. L. Odenweller, Ottoville, Ohio. The word "Neeeo."

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Arbuckle Coffee vouchers; will pay cash. Address W. T. M., "Grocery World," Philadelphia. 13

WANTED—A second-hand wagon scale. E. F. Rhodes, Moreland Station, N. Y. 13

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—Three-shelf revolving vegetable display stand with mist machine attachment. Nearly new. Price, $8.co. Mrs. E. H. Hoffman, Malvern, Pa. 17

FOR SALE.—Walker Pivot Bin, shelving, coffee mill and butter box, cheap. Apply, Hobson Bros., Narberth, Pa. 17

FOR SALE.—One of the most up-to-date grocery stores in a live New Jersey manufacturing town of about 18,000 inhabitants. Best location in town, doing over $20,000 business per annum, 90 per cent. sales cash. Stock and fixtures will inventory about $3,000. This will stand the very closest investigation. Full particulars to anyone meaning business; no time for triflers. Address R. M. C., "Grocery World," Philadelphia. 14

FOR SALE—13 room house and grocery store. Brings $60 per month rent. Price, including stock, $6,000. Terms cash or $2,000, balance on mortgage. Excellent opportunity. A. Sommerville, 43 Orchard Street, Elizabeth, N. J. 13

FOR SALE.—In whole or in part, the largest and best equipped plant for doing a grocery, meat and baked goods business, located in the second largest city in New York State. Have several grocery stores, meat markets and a manufacturing baking business, each doing both a wholesale and retail business. The stock, including horses, wagons, sleighs and all other equipments, will inventory at from $40,000 to $50,000. Best of reasons can be given for selling. Business will stand the most rigid investigation. Absolutely no use for making inquiries unless party has money to do business and means business. Address C. P., "Grocery World," Philadelphia. 13

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6.000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334 —In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 340.—In West Philadelphia. Groceries, meats and provisions. Size 24x60 feet. Does $45,000 yearly. Three fourths cash. Stock carried, $2,500. Uses two teams. Actual net profit, 12 per cent. Reason for selling, Ill-health. Established 21 years. Price inventory. Fixtures will run about $1,500. Amount required, around $3,800. No dwelling.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods etc. Size, 22 x 60. Does $500 weekly, all cash. Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 348.—In booming New Jersey resort Cash Grocery, doing a yearly business o $20,000, can be greatly increased. Wel

established. Will sell at inventory. Stock about $1200. Will stand fullest investigation. Owner has another store in another town and cannot attend to both.

No. 351.—In southern Philadelphia. Tea, coffee and groceries. Size, 17 x 40 feet. Does $16,000 yearly, all cash. Splendid transient trade—3,000 people pass the store every two days. Stock only about $300. Net profits, 12½ per cent. Owner has trouble with help and wants to retire. Fine place for man and wife. Price asked, complete, about $700, including fine National cash register.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

LIVE AT THE SEASHORE.

A cash payment of $1,000, with security for about $500 more, will get a live grocery store at Wildwood, N. J., the cleanest, most progressive seashore resort on the Jersey coast. Size, 18 x 60. Does $20,000 a year, all spot cash. Stock about $1,200. Uses one team. Clears 10 per cent. actual net profits. Owner has other business at a distance. Price, inventory, will run from $1,500 to $1,700.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONLY STORE IN THE PLACE.

We offer the only grocery store in a high-grade Philadelphia Suburb. Under restrictions no other store can be built there. The owner has another business to which he wishes to devote his entire time, and will sell the place at inventory, asking nothing for good will, though the business is unusually valuable. Store 16x50 feet, with two storerooms, does $33,000 yearly, all gilt-edged. Stock about $2,000; uses three teams. Dwelling connected. Actual net profits 8 per cent. The business is open to the very deepest investigation. Teams and fixtures will inventory around $1000 to $1200, and the stock around $2000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24 x 60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

AN UNUSUAL BUSINESS

We offer now a wonderfully profitable business in meats, poultry, butter and eggs. Located near Philadelphia. Does $1800 weekly, 65 per cent. cash. Average stock is only $1000 as it is turned very rapidly. Uses two teams. Nets clean profits of 12½ per cent. Real estate if wanted. Owner started this business thirty-three years ago and wants to retire. Does some small manufacturing, such as sausage and has fully equipped plant. Price complete, which is simply inventory, is about $7000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

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EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

FOR RENT.

TO RENT.—New brick store with all improvements, 30 x 70. Splendid location for first-class grocer. Paying business in winter and a great big rush during summer months. Very reasonable rent. Address W. Chubbuck, Rockaway Beach, N. Y. 13

HELP WANTED.

WANTED—Traveling salesman for large spring wheat flour mill. Previous experience selling flour not strictly necessary. Must, however, be a man with a good record for successful salesmanship in some specialty line. No other than high-grade man need apply, as the work requires a high order of salesmanship. Good opportunity for advancement to highly competent man. Address 8580, "Grocery World," Philadelphia. 14

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf

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"Sunny" Millbourne Flour

Demand for our new five-pound sack is very gratifying

Millbourne Mills
63d and Market St.
SHANE BROS. & WILSON CO.
308 Bourse

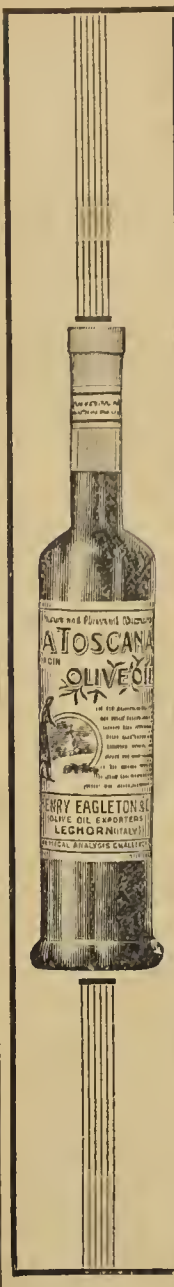
FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS
Quaker City Preserve Co.
Philadelphia, Pa.

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.



'Neath Sunny Italian Skies

If you have been handling French or Spanish olive oil, you probably do not really know genuine olive oil perfection.

The finest of all olive oil is Italian oil; other oils are just as pure, but none have the smooth, mellow richness of oil made from olives grown 'neath sunny Italian skies.

The finest oil that comes to this country is **La Toscana.** There is a flavor and a perfume to this oil that connoisseurs say they have never seen equalled.

J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.



An Inflamed Tendon
Needs Cooling
ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister; no hair gone; and you can use the horse. $2.00 per bottle delivered. Book 2-B free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Strained Torn Ligaments. Allays pain quickly. Genuine mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass

PATENTS

obtained on inventions and designs. Trademarks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.



A Revolving Display Stand

Filled with green vegetables at this time of the year would be simply irresistible, and your sales would be increased, goods saved from waste and profits doubled

Let Us Tell You About It

Galesburg Cornice Works
142 E. Ferris Street Galesburg, Illinois

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. March 30, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.20 per bunch
Selected, 8 hands, packed 2 in crate	1.15 per bunch
Selected, 8 hands, packed 3 in crate	1.10 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch
We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.	
Cocoanuts, 100 to bag, easy sheller	$3.40 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.60
Fancy Brights, 150-176 size, per box	2.75
Fancy Brights, 200-216 size, per box	2.65
Fancy Brights, 250 size, per box	2.50
Golden Russetts 10 to 15 cents per box less than above prices.	

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$3.00
Fancy quality, 126 to box	2.90
Fancy quality, 150-176 to box	3.00
Fancy quality, 200-216 to box	2.90
Fancy quality, 250-288 to box	2.75
Extra choice, 96-112 to box	2.80
Extra choice, 126 to box	2.75
Extra choice, 150-176 to box	2.90
Extra choice, 200-216 to box	2.65
Extra choice, 250 to box	2.50

CALIFORNIA LEMONS.

Fancy quality, 300 to box	2.75
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.65
Choice quality, 240 and 270 to box	2.50
Choice quality, 300 to box	2.50
Choice quality, 360 to box	2.60

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$2.75
Choice Messina, 300 size, per box	2.60
Choice Messina, 360 size, per box	2.75

ALMERIA GRAPES.

Fine quality, kegs, 61 lbs.	$4.50
Choice, kegs, 61 lbs.	3.50
Good quality, kegs, 62 lbs.	3.00
Good quality, kegs, 60 lbs.	2.50

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



The Greatest Fly Catcher Ever Invented

FLY RIBBON has gone through several successful seasons. Sells at sight.

FLY RIBBON has all the advantages, and none of the disadvantages of the ordinary fly paper. Catches mosquitoes as well, and frees the house of the disease-carrying insects.

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CATERPILLAR GLUE for the protection of ornamental and fruit trees, keeps moist for several months.

MANURENE—The Magic Plant Fertilizer.

Address Dept. D. for samples, circulars, testimonials and prices. On account of the big demand, place your order at once.

THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.11
No. 2 Rio	.09½
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Ooleng	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

Baked Beans—	Per doz.
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Moncy, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.90
Standard Shoepeg, 2 lb., 2 doz	.85
Standard, 2 lb., 2 doz	.75
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.45
Belle Brand, 2 doz	.90
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.75
Pin Money, standard early June, 2 doz	1.20
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.95
Standard, 3s, 2 doz	.90
Gallon, ½ doz	2.95
Fair Quality, 3s	.85
2s, 2 doz	.70

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.30
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil— ....per case.	
¼ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.75
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1 65
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.35
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	10
Evaporated, 1 lb. packages, 4 doz	.11
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.12½
Best, 25 lbs	.14
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb ....per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.08
60- 70, 25 lbs	.07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.05½
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ....per box	1.85
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb. packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04½
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.36
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 8s, 30 to bbl	2.23
Fine Dairy, 10s, 28 to bbl	2.23
Worcester, 2½s, 115 to bbl	4.00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.50
Lady Washington Beans, about 200 lbs. to bag	2.60
Green Peas, dried, about 165 lbs. to sack	2.45
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs ....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas ....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O	.30
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2¼ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	7.75
Cut loaf	6.15
Powdered	5.60
XXXX, powdered	5.70
Cubes	5.80
Fine Granulated, American	5.15
Fine Granulated, 100 lb. sacks	5.15
Confectioners' A	5.10
No. 1, A	5.10
Light Yellow	4.65
Fine Granulated, 2 lb. bags	5.45
Fine Granulated, 5 lb. bags	5.35

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.00
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.45
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Braud, 4 doz	3.75
Lion, 4 doz	4.60
Premium, 4 doz	4.25
Hires' Silver, 4 doz	4.45
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.10
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.00
Peerless, small size, 4 doz	2.00
Peerless large size, 4 doz	3.50
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans ....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 200 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands ....100 cans		6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb ....per lb.		.08
White Castile, 36 lb ....per lb.		.10
Conti, imported Castile, 36 lb ....per lb.		.13
Oat Meal ....per doz.		.40
Glycerine ....per doz.		40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3 75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbauk's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand ....per bbl.		2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Primo	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen	per case, 2.90
Quarts, 2 dozen	per case, 2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen	per case, 1.95
Tins, 2½-lb., 2 dozen	per case, 2.30
Tins, 3-lb., 2 dozen	per case, 2.50
Tins, 5-lb., 1 dozen	per case, 2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95	32.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 300@400	23.00
Norway, count 400@450	24.00
Norway, count 300@350	27.50
Norway, count 240@270	36.00
Norway, count 170@185	50.00
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fonchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Java—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twalo	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105-110s	.18@.20
Nntmegs, 130-140s	
Black Pepper, Singapore	.10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.78½
Cloves	.26½
Ginger	.14
Nntmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½

Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nntmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.93
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2⅛s, unpeeled Calif.	5.75
Medium green 2⅛s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	.90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 2s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 2s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb
Fancy, 1-lb. cartons	.10
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.07½
California, 4 cr., 50 lbs	.08½
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2¾-in., 10 lbs	11½
2¾-in., 12 lbs	.10½
2¼-in., 12 lbs	.09½
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.06¾
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 10-lb. case	.10
Persian Dates—	
60 lbs	.05¼
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.08¾
40x50, choice	.07¾
50x60, choice	.07¼
60x70, choice	.07
70x80, choice	.06¾
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in cartons—	
Fancy 40x 50	.10½
50x 60	.09¾
60x 70	.08½
70x 80	
Prunes, Oregon, 25-lb boxes.	
80x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	.13½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.25
Royal, choice, 25 lbs	.23

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 180 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ½s, accord'g to qual.	19.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Sugar	1
Dressed Meats	44

DECLINES.

	Column.
Eggs	27

ADDITIONS.

Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	56 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	56 "
Onions	57 "
Shellbarks	46 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	38
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	16
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	18
Pie Fruit	10
Sardines	13
Meats	13
Soups	25
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	16
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	18
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	32
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	48
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Puddine	32
Putty	48
Rennet	50
Rice	52
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	50
Rosin	48
Sage	30
Salad Dressing	52
Sal Soda	52
Salt	52
Sapolio	55
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	32
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	58
Soft Drinks	53
Soups	25
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	48
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	49
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	32
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	42
Washboards	62
Wax, Fruit Jar	50
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	42
Wrappers, Cloth	
Woodenware	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge, XXXX	5.65
" Powdered	5.65
" Crown A	5.85
" Crystal A	5.50
" Coarse Granulated	5.75
Eagle Tablets	6.80
Crystal Dominoes	7.85
Cut Loaf	6. 0
Patent Cubes	5.75
Powdered	5.60
Extra Fine Granulated	5.60
Coarse Granulated	5.60
Granulated	5.50
Fine Granulated	5.50
" in 50-lb. bags packed 2 in 100-lb. bag	5.55
" in 25-lb. bags packed 4 in 100-lb. bag	5 55
" in 10-lb. bags packed 10 in 100-lb. bag	5.65
" in 5-lb. bags packed in bbls	5.70
" in 5-lb. bags packed in 100-lb. bags	5.70
" in 2-lb. bags packed in bbls	5.80
" in 2-lb. bags packed in 100-lb. bags	5.80
" in 2-lb. cartons in cases	5.70
" in 2-lb. paper packages in cases	5.70
Confectioners' A	5.30
1—Keystone A	5.25
2—American A	5.20
3—Centennial A	5.15
4—California A	5. 0
5—Franklin B	5.05
6—Keystone B	5.00
7—American B	4.95
8—Centennial B	4.90
9—California B	4.85
10—Franklin Extra C	4.80
11—Keystone Extra C	4.75
12—American Extra C	4.70
13—Centennial Extra C	4.65
14—California Extra C	4.65
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, Englisb Breakfast, Gunpowder, Mixed Tea ..... .50

Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas 40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

¼-lb. tins, per lb.

India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ..... per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels	per lb. net		.18
5 lb. silver bags	"	"	.19
1 lb. silver bags	"	"	.19½
½ lb. silver bags	"	"	.20
¼ lb. silver bags	"	"	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz. per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75
Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's, ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purity Brand 5 " ½ " "	6.00
" 1 " 1 " "	1.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and dauber in rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M. per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.82
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Brown's, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.7

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	.12½
" Fancy	.09½@.09½
" Choice	@.09
Maracaibo, Strictly Fancy, Mild	.12 @.12½
" Choice	@.11½
Washed Caracas, Fancy	.14 @.14½
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ⅛ and ¼ hales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@ 12
" Prime	@.10½
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

	New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa		15¼	15 35/100
Lion		13⅛	13¼

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Salado, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Trianfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 30 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21¼
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16⅞
Quezal (after-dinner), 12, 24 or 48 ⅓-lb. cans per ⅓ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27⅛
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20⅝
Almoco, 24 or 30 3 lb. tins	.20⅝
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ⅛-gross improved cans, per gross	2.25
Floto's Coffee Essence, ¼-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ⅛ gross, per gross	2.25
Hummel's Essence, tin can, ⅛ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¾
" Francks', stick, 65 lbs	.06⅛
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.50
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.31
" First, "	.30
" Second, "	.29
" Third, "	.28-.30
" Imitation, 30-60 lbs	.25-.27
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.32
Ladies, 30-60 lbs., bakers' use	.24
Print Butter:—	
Star or S. D. brands, 1 lb., 30-50-lb. hxs.	.34
B. B., E. D. brands, 30-50-lb. boxes	.33
J. J., C. V., Gilt Edge, Gold Medal, 30-50-lb. boxes	.32
Sheaf ("400") Elgin, 30-50-lb. boxes	.31
Sheaf	28.-.30
Milhen Farm, lbs. and ½ lbs	.35
Gurnse, pounds or half pounds	.33
Belle Spring	.31

CANDLES.

	Per lb.
F. & G., 8's, 30 lbs	.10⅜
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " per box	2.40
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 128 per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.50
Mason's, quarts, per gross	4.75
Mason's, half-gallons, per gross	6.75

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Jelly Tumblers—	
Barrels, 22 doz, per doz.	
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	.45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz, per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz, per doz.	.90
¼-lb. square cans, 2 doz "	.85

CANNED GOODS.

Tomatoes—	Per Doz
Mrs. Hancock's Frying	1 22½
Frying, Good Luck Brand	
DuBois' Frying	1.15
Jersey King, No. 3, Standard Jersey	1.00
Blue Hen Chickens, No. 3	.92½
Silver Lake, fancy, Jersey	1.07½
Plantation, No. 10, 1 doz	2.75
Silver Lake, No. 10, 1 doz	3.00
Golden Rule, No. 3, off standard	87½
Alta, No. 2	.65
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.60
Mikado, Penna., fancy	1.00
Codorus, fancy, cut, No. 2	.90



HALF Your Work is Talking

If half a grocer's work is talking up the things he sells can't you see the tremendous advantage of handling things that need no talking?

For instance, **Ralston Health Food** and **Purina Whole Wheat Flour**. It is literally probable that not five of your customers but have heard of both brands and have seen our advertisements of them a dozen times.

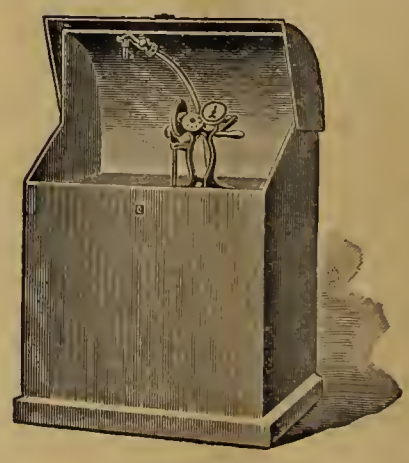
Even if these two brands, though well advertised, were of indifferent quality, you could easily sell them under these conditions. But you could only sell them once, while **Ralston Health Food** and **Purina Whole Wheat Flour** you can sell forever.

Ralston Purina Mills
ST. LOUIS, MO.

T. A. JAMES & CO., General Distributers
12-16 CHESTNUT STREET, PHILADELPHIA

It Doesn't Have to Be a Dirty Job

You can sell headlight, lubricating oil, or gasoline, without inconvenience, dirt, or odor, by using our tanks. They have been so constructed that they overcome every objectionable feature of handling these goods.



Tell us which of these products you want to sell with no more trouble than you have with coffee, where you want to keep it, and we will show you the tank we have devised to fit your case and tell you what it will cost. We will send you our Catalogue B, if you are interested, which will tell you all about this subject.

Boyer, Radford & Gordon
Tank and Pump Company
DAYTON ***OHIO***

—9—

Boyer's, 2s	.82½
Acorn, 3s	1 00
Acorn, No. 2	.72½
Safe, No. 2	.60
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 dos	3.75
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sance	1.55
Campbell's, No. 2, plain	.92½
Campbell's, No. 2, sauce	.92½
Oxford, No. 3	1 05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 dos. ....per doz.,	1.80
2-lb. cans, 3 doz. .... "	1.40
1-lb. cans, 4 doz. .... "	.90
1-gal. cans, ½ doz .... "	5.00
Sunnyside Pork and Beans, plain or in sance—	
3-lb. cans, 2 doz....per doz.	.95
2-lb. cans, 3 doz. .... "	.70
1-lb. cans, 4 doz. .... "	.45
1-gal. cans, ½ doz .... "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 dos. ....per doz.	.82½
Corn—	
Kornlet	1.75
Paris, fancy Maine	1.20
American Beauty, extra fancy, Sboe Peg	.87½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Sboe Peg, Susquehanna	.82½
Shoe Peg, Osborn's	.72½
Mark, crusbed	.65
Rex, No. 2, Fancy Whole Grain	.67½
Vanity, No. 2, Whole Grain	.65
Royal Exchange, Whole Grain	.62½

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
Freneh, fine, 100 cans	12.00
Frencb, medium, 100 cans	10.75
Boyer's, Mldgets	1.85
Boyer's, Extra Sifted	1 50
Boyer's, Sifted	1.35
Boyer's, Early June	1.17½
Parrot Junes	1.05
Jumbo June	1.10
B. F. F. Junes	
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.57½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.05
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1 05
Poland, extra fancy Maine	.92½
Spinacb—	
Cbamplon, No. 3	1.17½
Sbawnee, No. 3	1.27½
Farren's, No. 3	1.20
Farren's, No. 10	3.90
Sweet Potatoes—	
Vlctory, No. 3, 2 dos	1.10
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10, 1 doz	2.35
Asparagus—	
Extra mammoth, No. 2½	4.50
Superior, large, No. 2½	4.10
Staple, medlum, No. 2½	3.85
Swan, medium, No. 2½	3.75
Del Monte Tips, No. 1½	3.65
Extra Tips, No. 1½	3.60
El Dorado Tips, No. 1½	3 50
El Rlo, medlum, No. 2½, 2 dos	3.65

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quallty	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2.75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherrles—	
Extra quallty, 2½s	3.40
Extra standard, 2½s	3.30
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.60
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon clIng	2.22½
Lake Vlew, No. 2½, yellow free	2.10
Oak, Slleed, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1.90
Plnms—	
Extra standard egg	1.75
Extra standard green gage	2.75
Standard egg	2.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.90
Keystone, No. 3, 2 doz	.95
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pltted, No. 2	
Flour City, whlte, No. 2	1.85
Peaches—	
Maryland Leader, yellow, No. 3	1.90
Maryland Leader, white	1.85
P. & B. yellow, No. 3	1.80
Gypsum, No. 3, pie	1.45
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.30
Ayres Good, No. 3	1.10
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.50
Pride of Rochester, fancy, preserved, No. 2	2.90
Rhubarb—	
Ayres, No. 10, 1 doz	
Strawberries—	
Anchor, No. 2	1.00
Jumbo, No. 1, 4 doz	1.10
Silver Lake, No. 2	1.75
Defence, No. 2	2.00
Pineapple—	
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian Rlver, E. & C., No. 2	1.70
Terrapln, E. & C., slIced, No. 2	1.65
Orange Grove, E. & C., No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.05
Wallace, E. & C., slIced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	.95
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 do	.85

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Chop Tan Hin, ⅞ lb., cubes	.75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.17½
Devilled, No. 2, 2 dos	3.25
Clams—	
Gold Label, No. 1, 4 dos	1 10
Star, No. 1, 4 dos	1.05
Lobster—	
B. & M., No. 1, flat, 4 dos	4.30
B. & M., No. ½, flat, 4 doz	2.35
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 dos	1.30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 dos	4.25
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 dos	1.12½
Maekerel—	
Plckert's, soused, No. 2, 2 doz	
Plckert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 dos	1.50
Underwood, soused, No. 2, 2 dos	2.45
Oysters—	
Boyer's, No. 1, 2 dos	.95
Boyer's, No. 2, 2 dos	1.82½
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 dos	1.65
Stewart's, No. 1, 2 doz	.87½
Vietory, No. 1, 2 doz	.90
Klppered Herring—	
Maconaehe's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 dos	.85
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	2.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 dos	1.35



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

Chancerelle, ⅛s, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'e, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ⅛s, boneless	17.50
¼s, Aurora, smoked	
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.27½
¼s, Fox, 100 cans	3.40
¼s, Underwood'e, 50 cans	3.95
⅛s, Irma, 50 cans	3.45
⅛s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	2.50
⅛s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ⅛s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ⅛, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.20
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ⅛	2.85
" " 1	5.00
Turkey, " ⅛	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ⅛ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouilon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08¾
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09¾
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.12
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	22-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frosen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.90
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85



WHERE the GLASS JAR COMES IN

The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.

It Made No Difference to Us

No gelatine sold in this country was less affected by the Federal Food Law than **Chalmers'.**

Our brands complied with the legal standard even before there was one. How could they help it? They were simply unsophisticated gelatine, made of pure unadulterated calves' stock and spring water. There was nothing to change about them, nothing to alter in any way.

We take a just pride in the fact that while the Federal Food Law caused some manufacturers to completely transform their business, it made no more difference to us than if it had never been passed.

Two styles—granulated and shredded.

James Chalmers' Sons
Williamsville, N. Y.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case.
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.32
" ¼-lb. " "	.33
Premium Chocolate, ½s, 12 lbs	.33
" ¼s, 12 lbs	.34
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hersbey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35½
" ½-lb. tins, 6-lb. boxes, per lb.	.33½
Wilbur's Chocolate—	
Premium, ½s, 12-lb., per lb.	.33
Sweet Clover, ½s, 6-lb., per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ½s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ¼s, 12 lb. "	.31
" " ½s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
¼-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ¼-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	4.20
Defiance, 4 doz	4.30
Magnolia, 4 doz	4.80
Roze, 4 doz	4.60
Dime, 4 doz	3.90
Winner, 4 doz	4.45
Baby, 1 doz., glass	1.90
Red Cross	4.50
Peninsular	4.50
Leader	4.30
Banner, 4 doz	4.50
Star, 4 doz	4.50

EVAPORATED MILK.

Peerless, family size, 4 doz	3 60
Peerless, 5c. size, 4 doz	2.10
Yacht, family	3 50
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.90
Pet, 10-c. size, 4 doz, per case	3.45
Pet, 5-c. size, 6 doz, per case	
Van Camps, 6 doz., small	2 90
Van Camps, 4 doz., family	3.45
Van Camps, 4 doz., large	4.00

HIRES CONDENSED MILK AND CREAM

	Per case.
Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)



Gold Cream

Packed in cases of Forty-elght 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

EXPLAIN THIS TO YOUR CUSTOMERS



You make a splendid profit off our Steel Fruit Jar Caps. Lots of your customers go to department and china stores for caps; but if you will explain that YOU keep the STEEL CAPS, which don't accumulate a poisonous corrosion, they won't buy anything else.

THE WM. GLENNY GLASS CO., Cincinnati, Ohio

CHIPMAN & WILLS BROOM CO.

Manufacturers of High-class Brooms

5 Granite St. Philadelphia

Every CHIPMAN broom means the best material, put together in the best way, by the best workmen, with the best machinery, and sold at the lowest price.

What the sterling mark means on silver "Chipman's" means on a broom—just perfection, that's all.



SPECIAL OFFER for two weeks—A 25c. broom, the best 25c. broom ever offered, made by our best mechanics, 3-sewed popular size, good quality, price, $2.25 per dozen. We manufacture 30 different styles of brooms.

Send for price list and learn about our good brooms.



Have You Any Particular Customers?

If you have tell them that there is as much difference between ordinary kidney beans and the ones we put up as there is between sugar and salt.

The Onarga Beans are cooked by the new cooker—not TOO MUCH, so they get mushy, but just enough, so that each bean in each can is perfect. Get the trade you think the most of to try one can and you will find that you can sell enormous quantities, as no better food was ever set before them.

IROQUOIS CANNING COMPANY ONARGA ILLINOIS

—21—

COCOANUT.

	Per lb.
Schepp'z Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅓s and ½s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 28 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Wafer		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crizp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumblez	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Sa ltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1.00
Milk Lunch		1.00
Our Ginger Snapz		50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Colnmbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish.p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish.p. dz.	1.75

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Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars .....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.....	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz.....	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub.....	.26
.....loaf,	.26½
Sap Sago, 3 to a lb.....cask, per lb.. .18, less	.22
Roquefort Cheese, 12 in case..per lb.. .32½ "	.34
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin.....per lb.	.26
" 1-lb. tins.....per case	3.25
Camembert, in wood boxes.....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.....	1.45
Parmesan, grated, ready for use, large bottles, per doz.....	
Parmesan, grated, ready for use, small bottles, per doz.....	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, 18; ½ box. 18; less	.19
Muenster Cheese .....per lb.	.18
Brick Cheese, No. 1..... "	.16
English Dairy Cheese..... "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box..... "	2.25
Royal Luncheon Cheese—	1.25
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 doz. in case..... ..... "	2.40
Picnic size, 2 doz. in case ..... "	1.35
Trial size..... "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box ..... "	1.40
Neufchatel (Cow brand), 25 in box.....per box	1.05
Star Cream, or Phila., 12 " .... "	2.20
Miniature Cream, or Phila. 12 " .... "	1.10
Hand Cheese, 8 doz..... "	1.35
" 4 " ..... "	.70
" 4 " Thuringer..... "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box ..... "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages .....per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " ..... "	2.75
Carlsbad Speck (Imported Bacon) ..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short .....per lb.	.24
" " long..... "	
" Mortadella, Dry .....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75..... .....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .28½; less.....	.20
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .17½; less	.19
" Cervelat, Crescent, 50 and 100-lb. boxes, .15; less.....	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less.....	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .21½; less.....	.23
" Salami (E), 50 and 100-lb. boxes, .19; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17½; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less.....	.17
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham..... "	.28
" Petit Delicatess Frankfurters, plain, per doz.....	.90
" Petit Delicatess Frankfurters, with Saner Kraut.....per doz.	.90
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck..... "	.18
Mettwurst, half-round ..... "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Blutwurst..... "	.18
" Pfefferwurst..... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.....	4.75
" (Derby Brand), quart glass jars per doz.....	5.75
" (Derby Brand), 10-oz. jars, per doz.....	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass..... "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)



The Man Behind the Tin

When you sell **Karo Corn Syrup** you entirely relieve yourself of responsibility as to the quality. *We* make **Karo**; *we* pack **Karo** in the sealed sterilized tins in which it reaches your customer. If there is anything wrong, it is our mistake and we'll make it good the minute we're told.

There will be nothing wrong, however, **Karo** Syrup is a rich, smooth delicious table syrup that never varies in quality a hair's breadth.

Three sizes—10, 25 and 50 cents, a good slice of which is yours. Any jobber.

Corn Products Manufacturing Co.
DAVENPORT, IOWA

Do You Buy Pasteboard or Apples

when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY
A card brings delivered quotations.

E. V. Peirson & Co., Newark, Wayne Co., N.Y.



MAKE MONEY SELLING FINE FISH

¶ Winter-caught goods are taken at a temperature of 40° below zero. They freeze hard as rocks instantly. This insures the delicious flavor that has made them so famous.

¶ Our lower lake fish are ***unexcelled. Maximum quality at minimum cost.***

NIAGARA FISH CO.
LAKE ST., BUFFALO

has for years made a special study of these varieties and the conditions that place them, perfect, into your hands.

¶ ***Right now*** is the best time to send for our exquisite fast-day art calendar and our price-list. Remember who

SUPPLIES THEM

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ⅛bbl.	5.50 60–75
" milkers, " ⅛ bbl.	6.50 75–85
" mixed, Standard, bbl.	
⅛ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl.	
⅛ bbl.	
Scotland Herring, mixed, large fulls, bbl.	
⅛ bbl. 8.00	
" milkers, large fulls, bbl.	
⅛ bbl. 8.00	
Marinirte Herring, Imported, abont 40 in pail.	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail.	1.00
Norway Stockfish, dry, per lb.	15
Matjes Herring, per pail	

BISMARCK HERRING.

Pint size, round tins, with key, per tin		.20
Quart " " " "	"	.35
2 Qt. " " " "	"	.55
4 Qt. " " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, por 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ⅛ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ¼-lb. flat tins	per doz.	.95
" in ¼-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1½ keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs.	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.			19.50
½ " "	10.50	¼ " "			10.50
¼ " "	5.50	⅛ " "			5.50
⅛ " "	2.75	1/16 " "			2.75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " kog	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusso (Pfeffernusse)	per lb.	.18
Spitzkngeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkucben, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

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COTTOLENE.

30 2-lb. tins	per case	6.25
15 4-lb. "	"	6.25
6 10-lb. "	"	6.25

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.18
Western	.17

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.16
New York, Full Cream, new, 12t's, 40-lb. bxs.	.14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.		.28
Anchovies, in oil, ½ bottles		4.50
" " ¼ "		3.25
Anchovy Paste, fancy, per doz.		4.75
" plain, per doz.		3.75
Bouillon, Burnham, pints, 2 doz. in case		3.75
" " ½ pints, 2 doz. in case		2.00
Capers, Nonpariel, ⅛ gallon kegs		1.50
" " Quart, glass	per doz.	7.00
" " bottled, ½ size	per doz.	2.35
" " " ⅛ "	"	1.90
" " " ¼ "	"	1.15
Canton Ginger, large pots, cases 6 jars, per case		4.65
" med. " " 12 "	"	5.00
" small " " 24 "	"	4.75
Cherries in Maraschino, in glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.		.90
" " 3 lb., 2 dz. case	"	2.20
Currie Powder, pints, per doz.		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ⅛'s		2.65
" ¼'s		5.00
" ½'s		9.85
" 1's		18.50

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French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.50
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	27.00
Choice, 100 tins per case	25.00
Extra, " "	
Hotel, " "	23.00
Truffles, 1/16 per tin,	.30
" 1/8 "	.55
" ¼ "	1.15
" ½ "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs in Cordial, 1 doz., per doz.	5.00
Bisbop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallized Ginger, 1-lb. tins, per doz.	4.00
" " ½-lb. " "	2.25
Rose's Lime Julce, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	1.25

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50

The result of 80 years' experience is

DIXON'S

POWDERED

Stove Polish

Joseph Dixon made the first stove polish in 1827, and a good stove polish it was too. The Dixon Company has been making good stove polish ever since.

The new Dixon Stove Polish is as good as 80 years' experience can make it. No adulteration, a generous size box, Universal Coupons—this means good business for you. Write our Stove Polish Department about it.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.60
Gold Medal	6.25
Millbourne	6.20
On Top	6.50
Ceresota	6 15
Pillsbury's Best	6.25
Taylor's Fancy	5.50
Semper Idem	4.75
Pride of the West	5.25
Sunbeam	5.15
Quaker City	5.80

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	2.90
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.90
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	3.15

FARINACEOUS GOODS.

	Per Bal.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2.00
" " table, 100 lbs	1.95
Western yellow, granulated, 100 lbs	1.70
Western white, granulated, 100 lbs	1.65
Quaker, 36 packages	2.75
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05½
Marrows, Fancy N. Y. State, grain bags bush	2.25
Medium, Fancy, grain bags, bu.	2.35
Pea, fancy, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags, bushel	2.35
Red Kidneys "	2.60
Peas—	
Green, per bushel	2 42½
Scotch "	2.50
Split, yellow "	2.65
" green "	

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Lentils—	
000000, 110-lb. bags, per lb.	.07
Less quantity "	.07½
Shaker Corn—	
Fancy, barrels, per lb.	.06
Less quantity "	.06½
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.55
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.15
Western Pearl, 100 lb. bags	1.70
Western Grits, 100 lb. bags	1.60
Barley—	
OO	.06½
No. 3, 100-lb. bags	3.65
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	6.95
" " kegs 100 lbs., per keg	3.65
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.47½
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	
H. O. Oats, 18 packages	2.32½
Mother's, 18 packages	1.75
Quaker, 18 small size	1.50
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	6.30
Avena, per keg, 90 lbs	3.30
Standard, 180-lb. bbls	6.10
" 90-lb. bags	3 00
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04⅝
" " less quantity "	.05
" Pearl, 150 lbs "	.04½
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2 65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3 65
Manl Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.35
Elijah's Manna, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 36 packages	3 35
Quaker Puffed Rice, 36 packages	2.70
Quaker Wheat Berries, 36 packages	2.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3 90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.07½
" Acidulated "	1 07½
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.90
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Donble Refined, 36 10c. pkgs, per case	2.70
Knsto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spagbetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

You Cannot Afford to be Without It!

No up-to-date grocer can afford to allow his competitor obtain the business that should and would come to him if he stocked

Buchan's Toilet Soaps

Number "363" is known throughout this entire country as a symbol of soap purity, because it was the first, and we belive the only serial number given to a soap firm by the United States Government.

Buchan's Toilet Soaps contain phenol absolut, the greatest antiseptic known. That is why they are the cleanest and purest soaps made.

Let us show you how to make big profits.

Buchan's Soaps Corporation

FLATIRON BUILDING, NEW YORK CITY

The GREAT Ramly

Is the one spelled R-A-M-L-Y, the finest Turkish cigarette ever made to sell for 10 cents. So good, other cigarettes are made to look like it, so they will sell on the Ramly's reputation.

If you want to give your customers an ideal smoke, sell them the Ramly. You won't have to tell them about it the second time—they'll *ask* for it.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Butchers', without weights, No. 0
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.37½

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	28.00	14 60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6. 0	1.45	1.21
Ex. Bloaters, xxx...	40.00	20.60	10.45	2.2.	1.05
Ex. Bloaters, xx...	36 00	18.60	0.50	2.05	1.69
Fancy Shore, No. 1...	30.00	15 60	6 90	1.55	1 29
Med. Shore, No. 1 ...	25.00	13.00	6.65	1.50	1.25
Large Irish, No. 2...					
Extra Irish, No. 2...	24 00	12.60	6.50	1.45	1.21
Medium Irish, No. 2..					
Small Irish, No. 2...	22.00	11.60	6.00	1.35	1.13
Irish, No. 3...					
Large, No. 3 Herring.	20.00	10.60	5.50	1.25	1.05
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.50	4.35			
Shore, Round, Med...	6.50	3.85			
Ocean Whitefish...	5.00	3.10	2.00	.50	
Salmon, Halifax ...					
Shad, No. 1, Mess...	15.00	8.10	4.10	1.00	.85
Shad, No. 2, Mess...					
Haddock, Pickled ...					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case...	1.30
" small size, 2 doz. in case...	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.c6
Medium Bank	.05¾
Pollock	.05
Hake	.c4½

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.11
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.70
" " 100s... "	1.25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.08¾
Fancy N. Y. State, 48 1 lb	.09¾
Choice N. Y. State, 50-lb. boxes	.08½
Apricots—	
Extra Choice Royals, 25 lbs	.22
Choice Royals, 25 lbs	.20
Standard Royals, 25 lbs	.16½
Cherries—	
California, unpitted, Black 25 lbs	
California, pitted, Black, 25 lbs	.24
Currants—	
Gold Medal, recleaned, 36 12	.08¾
Gold Medal, loose, 25 lbs	.08
Private Growth, extra, cleaned, 36 lbs	.07¾
" cleaned, 30 lbs. bulk	.07½
Peaches—	
Extra Fancy Muirs, 25 lbs	.14½
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12½
Choice Muirs, 50 lbs	.12
Pears—	
Fancy California, Bartlett, 25 lb	.12½

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.08½	.08¼	.07½	.07¼
40- 50, 25 "	.07¼	.07½	.07¼	.06¾
40- 50, 50 "				
50- 60, 25 "	.07½	.07	.06¾	.05¼
50- 60, 50 "	.07¼	.06¾		.06
60- 70, 25 "	.06¾	.06½	.06¼	
60- 70, 50 "	.06½			
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.05½		.05¼	
90-100, 25 "				
90-100, 50 "	.05¼	.05	.04¾	
100-120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11½
Ensign, fancy, pitted, 50 lbs	.08½
Raisins—	
Muscatels, 4 crown, 50 lb	.c6½
" 3 " 50 lb	.06
" 2 " 50 lb	.01½
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Roger's, Layer, Valencias, 28 lbs	.07
Llano, Layer, Valencias, 28 lbs	.06½
Gilabert's, Layer, Valencias, 28 lbs	.07
Raisins, Seeded—	
G. & S. fancy, 36 lbs	.08
Butterfly, fancy, 36 lbs	.08⅜
Tiger, fancy, 36 lbs	.08¼
Admiral, fancy, 40 lbs	.07¾
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12½

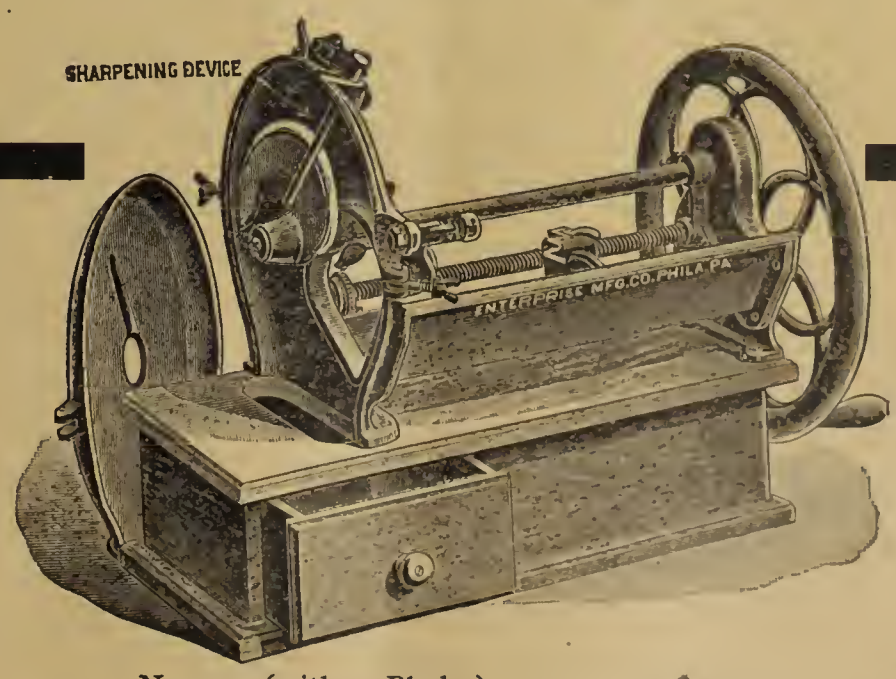
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " " 2 doz. 15-cent size, 1 lb... per doz. 1.35	2.47½
Ralston Healtb Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the
"Enterprise" Rotary Smoked Beef Shaver
greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

No. 125 (with 2 Blades) $22.50
No. 129 (with 1 Blade) 22.50

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INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

	Per case of 6 doz. No. 0.	No. 1.	No. 2.
Lamp Chimneys—			
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Puro Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38

	No. 1.	No. 2.
Jumbo Chimneys, plain, per doz.	.75	.85
" " dec., 107, "	.90	1.00

	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb	per lb.	.05¼
" " 25 lb. boxes, ½ lb	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.15
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

	Per gro
Ohio Blue Tips—	
200's, 1 gross per case	1.70
500's, 100 packages "	3.25
500's, 1 gross "	4.50
Ohio Noiseless—	
500's, 1 gross per case	3.75
King Bird—	
100's, 3 gross per case	2.85
500's, 1 gross "	4.00

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Swift & Courtney's, 200's, 1-gross case		1.75–1.90
" 400's, 1 "		3.50–3.70
" 500's, 1 "		3.75–4.00
Blue Hen, 200's, 1 "		1.50–1.60
" 500's, 1 "		4.00–4.25

Per Gross.

Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Pross, 200's	1.80–1.90
" 500's	4.50–4.75
America, 200's	1.30–1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue head, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¼
18, 37 and 68-lb. buckers,	"	.09
10-lb. buckets, 6 in crate,	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case,	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX,	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets,	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¼
18, 37 and 60-lb. buckets,	"	.09
10-lb. buckets, 6 in crate,	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case,	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX,	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets,	"	.08
Campbell's Mince Meat, 30-lb. palls	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to crate	per doz.	9.80
" 5-lb. " " "		5.30
" 5-lb. Glass Jars, 6 to case	"	6.25
National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05½
Southwark, 30-lb. palls, bbls., ½ bbls.	"	.04¼
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs		.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150 test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	12.50
" Extra, 64 oz	11.50
" Mammoth, quarts	6.50
" Extra, quarts	6.00
" Extra, pints	4.00
" Mammoth, ½ pints	2.75
" Extra, ½ pints	2.60
Fourees, 19 oz., fluted bottle	4.00
De Lucques, 10 oz.	2.40
Farcles	3.00
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
Callfornia, quart tins	3.50
Callfornia, pint tins	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz		4.90
" " pts., 2 doz		2.90
" " ½-pts., 2 doz.		1.90
Rae's, Lucca, litre bottles, 1 doz		11.50
" 25-oz. bottles, 1 doz.		8.75
" Finest Sublime, qts., 1 doz		6.50
" " pts., 2 doz		7.50
" " ½-pts., 2 doz		4.75
" " 8-oz. flasks, 2¼ doz.		7.50
" " 12-oz. flasks, 2¼ doz		9.00
" Sublime, 8-oz. flasks, 2½ doz		6.50
" " 12-oz. " 2½ doz		8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.		2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.		2.30
" " 1 qt., 40 to case,	"	2.65
" Sublime, 1-qt. tins, 40 to case		2.35
" " ½-gal. tins, 20 to case		2.20
" " 1-gal. tins, 10 to case		2.10
" " 5-gal. tins, 1 or 2 to case		2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8.50
5 gallon tins, 2 tins to case	26.50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22.00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case	per case,	8.50
Pints, " 2 " "	"	9.00
½ Pints, " 2 " "	"	4.75

Oliver's Olive Oil—

1 dozen large		6.00
2 dozen medium		6.75
2 dozen small		4.25
6 1-gallon tins	per gal.	2.10
10 ½-gallon tins	per gal.	2.20
20 ¼-gallon tins	per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz	per doz.	.55
Stohrer's, No. 16, 2 doz	per doz.	.90
Stohrer's, No. 32, 1 doz	per doz.	1.80
Keystone, bottles, 2 doz	per doz.	.90

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

Tell This to Your Customers



Celluloid Starch is the only starch made that requires no cooking. No starch puts such a beautiful finish on fine laundry work. No starch pays grocers such a handsome profit, because a good part of our advertising appropriation is expended for Universal Coupons. These coupons are exchangeable for any article of merchandise that a grocer needs. Save them, buy what you want with them, and keep your cash in bank.

The Celluloid Starch Company

Philadelphia Office, Franklin and Vine Sts. NEW HAVEN, CONN.

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PAPER.

WRAPPING.

Manila, 15 x 20, full ..... per ream	.36
" 24 x 36, full, 20 lbs..... "	.90
" 18 x 24, full, 10 lbs..... "	.37½
" Special, 15 x 20, 6 lbs..... "	.21
Manilla, Bakers', 15 x 20, 10 reams in bundle ..... per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide..... per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide..... "	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide..... "	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide..... "	.03¾
White Tea Paper, 12 x 16, reg.....per package	.14
Wax Butter Paper.....per package	.11
Parchment Butter Paper 9 x 12... "	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Ex. Qual. Yellow	Emboss'd Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.....	.43	.41	.35	.31	.29
½	.....	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45	
2	.97	.88	.85	.71	.61	.53	
3	1.25	1.09	1.04	.89	.75	.65	
4	1.39	1.26	1.19	1.05	.87	.77	
5	1.65	1.47	1.38	1.21	1.07	.91	
6	1.95	1.72	1.64	1.41	1.23	1.03	
8	2.29	2.08	1.99	1.68	1.49	1.19	
10	2.55	2.39	2.16	1.83	1.65	1.37	
12	3.11	2.75	2.56	.....	.....	.....	
14	3.97	3.56	3.20	.....	.....	.....	
16	4.41	3.81	3.68	.....	.....	.....	
20	4.79	4.32	4.17	.....	.....	.....	
25		4.80	4.59	.....	.....	.....	

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks.....per M	4.00
25-lb. " " ..... "	5.75
50-lb. " " ..... "	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....per doz.	4.75
" " quarts .... "	5.75
" 10-oz. jars..... "	2.50
" 10-lb. pails.....per pail	2.50
Tripe, 10-lb. pails.....per pail	.90
" 5-gal. kegs.....per keg	2.00
Pig's Feet, 10-lb. pails.....per pail	1.00
" 5-gal. kegs .....per keg	2.25

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Pickled Beef Salad, in glass.....per doz.	1.10
" Tripe, " ..... "	1.10
" Ox Heart, " ..... "	1.10
" Pig's Feet, " ..... "	1.10
Russian Sardines .....per keg	.75
" 5-lb. pails .....per pail	.50
" 10-lb. " ..... "	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs.....	.18½
Loose, barrels, 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top":—	
50 10 oz. packages.....	2.10
100 10 oz. packages.....	4.00
24 20 oz. packages.....	2.05
48 20 oz. packages.....	4.00
I-X-L, 40 1s, White Rice.....	2.75

PEANUT BUTTER.

	Per doz.
MacLaren's—	
Small, 2 doz.....	.92½
Medium, 2 doz.....	1.45
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
Peanutene, No. 4 jars, 1 doz.....	.92½

PICKLES.

45 gal., 1200s.....per bbl.	10.15
45 gal., 1000s.....per bbl.	10.15
William Bros., 16 gal., 800s.....	6.10
" " 16 " 600s.....	5.25
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal.....per keg,	3.30
Sweet Pickles, 700s, 5 gal..... "	3.60
Sweet Pickles, 1,000s, 5 gal..... "	4.15
Sweet Pickles, 2,000s, 5 gal..... "	5.00
Chow-Chow, No. 1, 5 gal. kegs.....	1.95
Chow Chow, No. 2, 5 gallons.....	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.50
No. 8, Sour Gherkins, 2 doz.....	.95
No. 8, Sweet Gherkins, 2 doz.....	.95
No. 8, Sour Mixed, 2 doz.....	.95
No. 8, Sour, assorted, 2 doz.....	.95
No. 8, Chow-Chow, 2 doz.....	.95
No. 8, Onions, 2 doz.....	.97½
Crosse & Blackwell's:—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.....	.16
" " " 40 grain, bbls.....	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees.....	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain.....	.08
" " 45 "	.09
" " Extra Strength.....	.15
Crosse & Blackwell's.....per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs.....	.10
" 14–16 lbs.....	.09½
" 10–12 lbs.....	.10
Picnics, 6–8 lbs.....	.07½
N. Y. Shoulders, 10–12 lbs.....	.10
Dried Beef, sets (city smoked).....	.17
" Tenders and Knucks.....	.19
" Flats.....	.15
" Air Dried, sets.....	.21
" " Tenders and Knucks..	.21
Jersey Pork, Butt.....per bbl.	16 00
" Family ..... "	17.50
Breakfast Bacon, rib in.....	.10
" boneless	.11½
S. P. Bellies, 14-15 lbs.....	.08½
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.17
Beef Tongues, smoked, 5–6 lbs.....per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes.....	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—

Honey-cure Brand Hams, skinback.....	.12
" " large	.12
" " medium	.12
" " small	.12
" Breakfast Bacon.....	.12
" " boneless	.14
Beef, air-dried, regular sets.....	.20
" " insides and knuckles.....	.22
Ham Bologna.....	.10
Beef "	.10
Boiled Hams.....	.20
Beef Tongues..... per doz.	9 00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb.....	.12
Premium brand Hams, 12 lb.....	.11¾
Premium brand Hams, 14 lb.....	.11¾
Premium brand Hams, 16 lb.....	.11¾
Premium brand Hams, 18 lb.....	.11¾
Premium brand skinned Hams, 18–20 lb.....	.12
Premium brand boiled Hams, skinned, fatless	.21
Premium brand Bacon.....	.18
Premium brand Dried Beef, insides	.20
Premium brand Beef Tongues, short cut.....	.16
Winchester brand skinned Hams, all aver....	.10½
Winchester brand Picnics.....	.08

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.....	08½	7⅛
Plain Tubs, 50 and 60 lb. cans.....	08½	7¼
10-lb. Tin Pails, 60 lbs.....	09½	8⅛
5 " "	09⅝	8¼
3 " "	09¾	8⅜

John Bower & Co.—	
Pure Kettle Rendered, tierces.....	09¼
" " tubs	.09½
" " 3, 5 and 10-lb. cans.	.10½
Swift & Co.—	
Premium brand, tierces.....	.10
Silver Leaf brand, tierces.....	.09
Jewel, compound, tierces.....	.07⅝
Cotosuet tierces.....	.07¾

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native.....	09½–.10½
Common to fair, native.....	09½–.10½
Western Dressed Beef—	
Choice, native cattle.....	09½–.10½
Common to fair "	09½ - 10½
City Dressed Veal—	
Prime	–.13
Good to choice.....	–.08
Dressed Hogs—	
Pigs.....	–.08
Hogs, heavy.....	–.08
" 180 lbs.....	–.08
" 160 lbs.....	–.08
" 140 lbs.....	–.08
Dressed Sheep and Lambs—	
Lamb, Western, good.....	.14
Lamb, Western, culls.....	.12
Sheep, choice	.13
" medium.....	.10

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.90–1.00
Cow Tongues.....	.75–1.00

Vita's Chance Has Come

Vita Norwegian Sardines are the tastiest, most delicious sardines imported. They always have been, but they have never had the sale they ought to have, because French sardines got in first.

This year French sardines are almost out of the market, and the chance for Norwegian sardines has come. Give the **Vita** brand just a little push and you'll have a sale for it that will stay with you, even after the French sardine comes back.

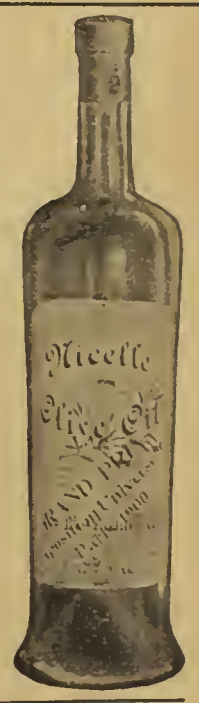
F. H. Phillips & Co.
444-446 Greenwich St., New York

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Look At It *and* Taste It



The minute you see **Nicelle Olive Oil** you feel sure it's a high-grade article. The package is unique and exclusive—you can't associate poor goods with it.

Taste **Nicelle Oil** and you *know* it's high grade. Nowhere else have you met that rich smoothness, that delicate yet penetrating olive flavor.

Women have told us repeatedly that their salad dressing came quicker and better with **Nicelle Oil** than with any other brand they ever tried.

Give it a chance for your own good.

NICELLE OLIVE OIL CO.
105-109 Hudson Street, New York

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.08
" " western		.08

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.18 –.20
" Y. T., 15 to 17 lbs	.18 –.20
Old hens and toms	.16 –.18
Common to Good	.14 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.30 –.40
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.30 –.40
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.30 –.40
Western, 4 to 4½ lbs. to pair, fancy	.20 –.22
" 3 to 3½ lbs. to pair, fancy	.22 –.24
" fair to good	.17 –.20
Fowls—	
Western, fancy	.15 –.16
Heavy Roasters, 4 to 5 lbs	.17 –.19
Fair to good	.15 –.16
Old cocks	.10 –.11
Western capons, fancy	
" " small	
	Per doz.
Squabs—	
Prime, large, fancy	4.00–4.50
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.30 – 35
Large Springers	.15 –.17
Fowls	.14 –.16
Roosters	.10 –.11
Ducks	.15 –.16

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 " "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces		4.95
Extra Quality, 15 gals., kegs		2.20
Victory, extra fancy, No. 3, 2 doz.	doz.	.90
Spring Garden, fancy, No. 3, 2 doz.	doz.	.80
Compass, No. 3, cans, 2 doz.		.75

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ¼ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding—Seedless:—		
Individual, per case of 2 doz.		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ¼ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	1.05
No. 5, toy pails	2.80
American, pure apple, tumblers, assorted slices	.95
American, assorted, uncolored, No. 10, tumblers	.95
Schimmel's, No. 10, tumblers	.90
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz.	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	1.05
Apple, Southwark. No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails	per pail 1.15
Apple, 20-lb. crocks	per lb. .07¾
Apple, Schimmel's, 30-lb. pails	per lb. .06
Prune, 30-lb. pails	per lb. .07¼
Jams—	Per doz.
Schimmel's, pure, No. 12, tumblers	1.95
Southwark, assorted, No. 16, jars	1.05
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.60
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		o 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		.85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size	per doz.,	1.20
Laudanum, 25c.-size	per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., " "		2.60
" " " ¼-lb., " "		2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R.	per dos.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	.01¾

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Camphor, gum, 1-oz. blocks		.95
" Flakes, 250 bbls		.02¼
" " less quantity		.02¾
" Tar Balls, bbls., 250 lbs.		.02¼
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.01½
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75

Paris Green, 100-125-lb. kegs	per lb.	29⅛
" ¼-lb. packages	"	.34
" ½-lb. "	"	.33
" 1-lb. "	"	.32
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.07
" granulated, kegs, 100	"	.07
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Venetian Red	per lb.	.02
Whiting	"	.02
	1 oz.	2 oz.
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz.	per doz.	.80

Iron Glue, McCormick & Co's:—

No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.

MORGAN & CORNELL

211 DUANE ST.
NEW YORK

—49—

W. F. Young's Veterinary Remedies, wholesale prices—

	Per dos.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per dos.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts, "	1.00
" gallons, each	.30
" ½ barrels, "	3.50
" barrels, "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 dos. 1-lb. packages and premiums, per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Vlolet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 3, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Vlolet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen,	No. 25, per dos.	2.00
" " " "	No. 2X, "	.80
" " " "	No. X, "	.45
" Lemon, " "	No. 25, "	1.75
" " " "	No. 2X, "	.80
" " " "	No. X, "	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla, per doz.		1.75
" Lemon, "		1.75
Select Vanilla, "		.85
" Lemon, "		.85
" assorted, "		.85
" small size, "		.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet, per dos.	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅝
Imperial, fancy Japan, 1-lb. pockets	.05⅞
" " 3-lb. "	.05¾
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.05¾
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03¾
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs	2.50
" " 60 bags, 5 lbs., lim	4.00
" " 28 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 280 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schimmel's, small, 2 doz., per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 150 lbs., per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small, "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sance:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



50 YEARS THE STANDARD

BORDEN'S

Eagle Brand Condensed Milk



Three Generations Attest its Merits Give Your Trade Satisfaction

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY" NEW YORK

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SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.12	Mustard, Yellow..	.07
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes, "	.04½
Arm & Hammer bd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ½, ⅓, 36 lbs., "	.05½
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz. per doz.	.72
Putz Liquid, large, 3 doz. per gross,	16.50
Putz Liquid, large, 3 doz. per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans, "	18.00
No 2, pint cans, "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans, "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs., per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa'z	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Napbtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.25
" Hamilton's	60	2.50
" Kirk's	60	2.25
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.57½
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.25
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Ranb's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.14
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.50
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

	Per doz.
McCormick & Co., Bee Brand—	
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ⅛ lb.	.40
¼ lb.	.75
Banqnet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ⅛ lb.	.40
¼ lb.	.75

WALKER STORE FIXTURES
—Attract Good Trade—

There is so much to be said to the merchant about to buy new fixtures that we prefer to send our catalogue, which will set him wise on many points that he should know. Our designs and our workmanship are unsurpassed. Our customers write that they are more than pleased with the appearance of their stores.

WE KNOW HOW TO DESIGN ARTISTIC INTERIORS

We are ready at all times to offer suggestions covering any detail. And our catalogue is sufficiently explicit to make it both interesting and instructive. Send for it.

Walker Patent Pivoted Bin Co.

Offices and Showrooms
18 to 24 S. Seventh St
PHILADELPHIA, PA.

No Friends Among the Wheelwrights



Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb; net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
½-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.	.87½
Gnlden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoen, 2 dez.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.09½
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, large	.18
" Medium.	.15
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

—58—

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's. 40-lb., 1-lb, "		06½
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅛
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅛
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs.	04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish. 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¾
Velvet Gloss, about 200 lbs	.07¾
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ¼ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro. per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ½ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ½ gross		4.50
Per gross		9.00
F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsier, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅞
Rosensteins, 1lb. pkgs., 2 dez.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 brieks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1 85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06½
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90
The Fly Ribbon Manufacturing Co.—		Gross
Single gross		4 80
Two or five gross		4 32
Five to twelve and one-half gross		4.08
Twelve and one-half to fifty gross		3.84
Fifty gross up		3.60
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80

—60—

Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb	"	.09
Best Jute Plow Line, 8 yds. to lb	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to bank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	35
Gold Mine, in bbls	.30
Fancy, No 104	.32
Fancy, No. 105	.28
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Perto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 dez.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schlmmel's, 10. oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per case	1.90
Karo, 25 cent size, 1 doz.	per case	2.30
Karo, 50 cent size, ½ doz.	per case	2.30



COFFEE AND TEA BINS
THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.



And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street

PHILADELPHIA, PA., U. S. A.

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.65
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
120, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.05
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	2.55
3, Solid oval	1.80
5, Solid oval	2.15
1, Wire ends	1.20
2, Wire ends	1.40
3, Wire ends	1.60
5, Wire ends	2.00
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	1.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.15
8, 6 in., A., hair bristle	1.30
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

TOBACCOS—PLUG.	Per lb
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.15
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become A STAPLE ARTICLE with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment, and PAYS A FAIR PROFIT.

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The Walter M. Lowney Company

447 Commercial Street, Boston, Mass.

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases. 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-¼ gallons, per gallon	2.25

JOS. M. OLIVER & SONS

IMPORTERS 5 South Front St., Philadelphia

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

"Ginger Up"

YOUR TRADE WITH



Clicquot Club Ginger Ale

People who taste it once don't wait until the next summer to get thirsty again. They want ***more right away;*** they want some ***all the time;*** they keep ***buying*** and you keep ***selling*** it ***all year.*** We make it from sparkling sterilized water, under the most cleanly conditions, in our big sanitary factory at Millis, Mass.

It beats the best imported as a seller, and pays you better.

Don't ***postpone good profit*** until summer—stock up NOW.

Clicquot Club Co.
Millis, Mass.

Philadelphia Agent,
R. S. WILLIAMS,
123 S. Front Street.

Easter Hams

Will be in demand in a short time

Have you placed your order for them? When you read this it will be time to seriously think of the matter. Write and ask for quotations on

Burk's "Crown Brand" Hams

which are plump, have short shanks and round butts, are sweet, being sugar cured; mild, because they are not old; and of fine flavor, being smoked a nice, bright color, which is only possible by using hickory wood.

They are sold by the leading retail grocers in Philadelphia, having the most select and exacting trade.

Burk's "Butternut Bacon"

is the only substitute for Easter hams. It is selected from corn-fed hogs, specially cured with granulated sugar—mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste impossible; wrapped in highly glazed and parchment paper and embellished on two sides with an attractive blue and white label. A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the "Five B" Bacon, because of its name

Burk's Butternut Boneless Breakfast Bacon

This Bacon was first introduced at the National Export Exposition, held in Philadelphia in 1899, and it is largely due to its ever-increasing popularity that

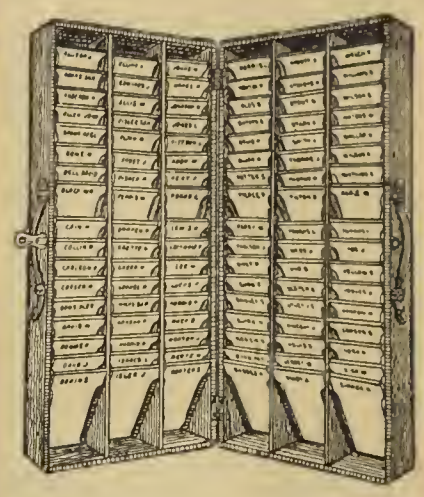
Burk's Pork Products

are known in every household in the Quaker City.

Louis Burk

GIRARD AVE. and THIRD ST., PHILADELPHIA

Are You In a Rut?



The retail merchant who is doing a credit business in the old way, charging goods on Pass Book, Day Book and Ledger, then making out statements for each account, is in a rut, and simply wearing his life away. If he continues to exist at all it is at best a hand-to-mouth process.

What he needs to take him out of this rut is to put in a "Kirkwood Short-Account" System and begin to enjoy an energetic and prosperous mercantile existence.

With one writing you give customer itemized bill for goods bought, statement of account to date and post your own Books. No books to post, no disputes with customers, accounts always posted.

This System will pay for itself every month and the price is so low that you cannot afford to be without it. For samples and prices, write

E. C. Fell Mfg. Co.
1112-14 Sansom Street
Philadelphia

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



Food for Thought and Food for the Body

If you are the means of introducing something to your customers which proves to be better than anything of the kind they have ever had before, you not only get their gratitude, but their confidence. If you get these two things you are certain to hold their trade—that's food for thought.

If you recommend **Royal Peanut Butter** those who try it will find it better food for the body than almost any food product on the market.

The Universal Coupons which come to you with every case are food for the pocket book in the shape of an extra profit.

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio

FIT MATES FOR THE BEST BREAD MADE

After getting all the business on Freihofer's Bread we could possibly take care of, we sighed for other worlds to conquer, and started to make **Macaroni, Spaghetti, Noodles** and **Pastels.**

These goods are fit mates for Freihofer's Bread, and most grocers know what that is. We have done little or no advertising to consumers for them, preferring to spend that money with the grocer to make him friendly to us and really anxious to sell our goods.

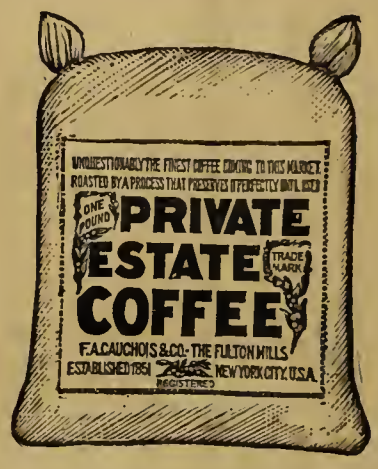
So that every case contains Universal Coupons, which will buy any necessity or luxury a grocer can want.

The Freihofer

VIENNA BAKING COMPANY

PHILADELPHIA, PA.

Make a Specialty of Private Estate Coffee



The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street



Nothing Like It Has Ever Been Made

This picture represents a floor wax which when properly applied makes wood like new. Grocers can build up a big trade on it because their customers need it—they are buying something of the kind now, and are going to paint stores to get it. If you will put a case of **MOORE'S WAX** where it can be seen and tell your trade what it will do you will get some money that is going somewhere else now. We are making it worth your while to do a little talking for this product by giving you a generous quantity of Universal Coupons with each case. You can buy anything you need with these coupons.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.

Here's How to Escape

No grocer who wishes to escape the present loose method of selling future canned goods need suffer from it one minute longer.

All he needs to do, whether he is wholesaler or retailer, is to buy **Blue Bell** and **Clover Farm** Canned Goods. Upon which we, the packers' representative, guaran'ee 100 per cent. delivery. We give this guarantee to the jobber, he gives it to you.

No better canned goods packed in all Maryland.

Strasbaugh, Silver & Co.
ABERDEEN, MD.



Fancy Print Butter

Our **Gurnse** Fancy Print Butter has reached a steady sale, which, sanguine as we were, we hardly expected for it.

It has done it largely because of its delicious quality, but particularly because of its *regularly* delicious quality.

It never varies, because the rigid and repeated inspection we give it is never looser at one time than at another. Grocers have welcomed the chance for relief from ordinary print butter, no two consignments of which run alike. It will do you good to sell it.

Packed in 30 and 50-pound boxes—
pound and half pounds—34 cents.

P. F. Brown & Co. 39 South Front Street
Philadelphia, Pa.

1845
Doesn't This Date Tell You Something?



This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT'S
Cooking Extract Co
No. 211 ARCH STREET
PHILADELPHIA, PA.



A Place of Its Own

It makes no difference how many brands of olive oil you already handle, **La Toscana** is different and will find a place of its own, regardless of the others.

It is a fancy, superfine Italian oil, smooth, rich and mellow—the superior by far of any oil made in France or Spain.

Make a window display of it, with some Italian flags and some decorations, and you'll have something that will impress everybody in your town.

J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.

Don't You Personally Like GOOD Light ?

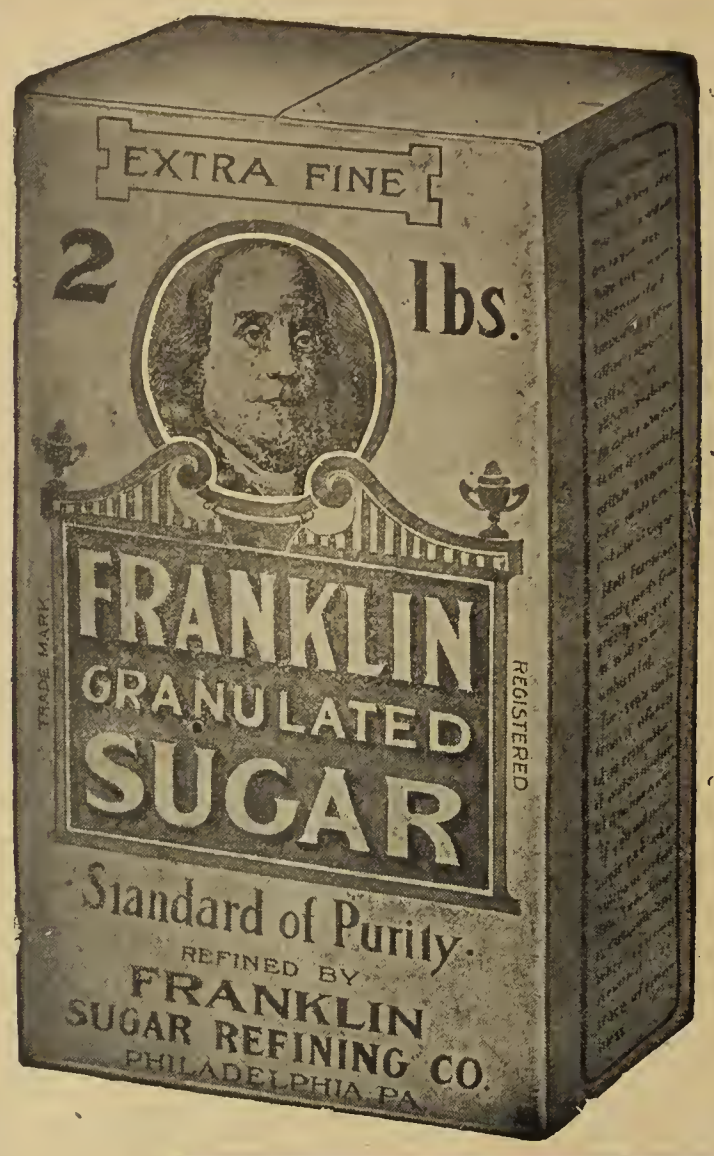
¶ When you're considering the question of a well-lighted store forget your customers for a minute. Think of yourself. Isn't it pleasanter to do your work in a flood of light than in a dim, dark place, full of shadows and of gloom?

Everybody likes the light, everybody hates the dark, especially in a store. Even business likes the light and hates the dark.

We don't contend that the minute you put more lights in your store new customers will come in and say: "Now that your store is light we'll deal with you."

But it will make an impression as sure as you live, the sort of an impression that makes all the difference between success and failure.

***The* Philadelphia Electric Co.**
Tenth and Chestnut Streets
Philadelphia ——— Pennsylvania



What the Prophet Says

A man with some reputation as a prophet says the grocery store of the future will sell absolutely no goods in bulk.

Naturally, excepting produce.

No weighing, no measuring, no grubbing.

Everything in ready-weighed, ready-wrapped packages, saving the dealer work, saving him overweight, saving him dirt and beautifying his shelves—giving the consumer clean food in sanitary sealed packages, uncontaminable by other things.

We believe it. A most surprising percentage of our granulated sugar business is done to-day in **Franklin Cartons.** Every year sees an increase. Moreover, the carton business we get we keep. For no grocer who once started to sell **Franklin Carton Sugar** has ever been known to go back to barrels.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA PENNSYLVANIA

Only One In Fifteen's A "Star"



By no means are all the hams we produce good enough to be branded **Star.**

We turn out 40,000 hams a day. There isn't a bad ham in the lot—rigid selection of hogs assures that; but only one out of about fifteen is fine and tender enough to bear the **Star** brand. The rest are good hams; but they are not **Star** hams.

The **Star** ham is from a young, but mature, corn-fed hog—not too fat. The meat is solid, sweet, tender and juicy—the ham to burn into the memory the name of the grocer who sold it.

ARMOUR AND COMPANY

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

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What is a Cash Grocery Business?

Question Supplies the Basis for a Pennsylvania Lawsuit Between the Prospective Buyer and the Prospective Seller of a Business so Described. Court Says Cash Business Need Not Necessarily be One Done for Spot Cash, and Refuses to Return Buyer's Deposit Money.

The question as to what is and what is not a cash grocery business has just been decided by the Common Pleas Court of Montgomery County, Pa., in an action brought between two men, one of whom was to have sold and the other to have bought a retail grocery business described by the seller as a "cash business." The plaintiff, who was the prospective buyer, was named Hartman, and the defendant, the prospective seller, Boogar.

On June 9, 1904, the plaintiff and the defendant entered into a written agreement by which defendant agreed to sell to plaintiff the fixtures of his grocery store, located at Conshohocken, for the sum of $1,300, $1,000 to be paid on the signing of the agreement. The plaintiff also agreed to buy the stock of goods on hand on day of settlement. Plaintiff paid down the $1,000, and sued to recover it back, claiming that he rescinded the contract before the time for its completion because of the "untrue, false and fraudulent representations" as to the character of the business made by the defendant, and which were the essential and moving causes which induced him to enter into said agreement.

The written agreement contained no representation as to the character or kind of business, nor does it speak of any penalty for default of either party.

The false and fraudulent representations upon which the plaintiff relied consisted in the statement made by defendant before the contract was signed that he was doing a "cash business" with the exception of two accounts. The following conversation took place when the parties met to take an account of stock. The plaintiff testified: "I said to him then, when he told me he would take orders on Thursdays and deliver the goods and collect on Fridays and Saturdays, 'I am done.' He said, 'What's the matter?' I said, 'This is not what you represented; you represented to me a strictly cash business with the exception of two people I have named before in Conshohocken and one railroad man. Now, you go out and take orders to-morrow and deliver the goods and collect the latter part of the week.' He said, 'That is cash.' I said, 'Not by any means.' 'Yes it is,' he said."

Mr. Perkins, a witness called by plaintiff, testified that he had been in the grocery business for about twenty-six years. He was asked: "Where a grocer sells to consumers goods on Mondays or Tuesdays and delivers them and collects on Fridays or Saturdays for those same goods, is that considered in the trade a cash business?" He answered: "I think it largely a matter of opinion, if it is opinion you want from me."

On cross-examination, he was asked: "Where you sell your customer gives an order for goods and they are delivered, and they are paid for, not right at the time of delivery, but within a few days, is that or not in the trade and according to the custom of merchants a cash business?" His answer was: "We consider it is so in our business."

The question which the suit brought before the court for settlement was therefore this: Does a cash business mean only a business which is conducted for spot cash, over the counter, or C. O. D. when the goods are delivered, or does the expression cash business allow any more latitude than that? The court decided that the business as described by Mr. Boogar could truthfully be called a cash business, because it was so understood in the trade. It was further decided that because it was a cash business the buyer had no right to break his contract and withdraw, and because he did withdraw illegally he could not get back the $1,000 he had paid as a deposit.

The court's opinion in part was as follows:—

The extent of plaintiff's testimony shows that goods were sold on Tuesdays or Fridays and paid on Saturdays. To the common understanding this would mean cash. No books of account were kept, and the plaintiff's solicitors were responsible for loss. It is common usage in this business to sell as defendant did; and it is inconceivable that plaintiff should have thought that in a manufacturing town, where employees of the mills and factories are paid on Saturdays, that he could carry on a grocery business if he required the money paid on delivery of the goods. "The usages of a particular trade or business are presumed to be known to those engaged therein:" Carter vs. Philadelphia Coal Co., 77 Pa. 286.

The evidence, in our opinion, did not establish fraud on the part of the defendant. At most there was a difference of opinion between the parties as to what was meant by a "cash business," as is shown by defendant's exclamation, "that is cash." Each party relies solely on his own construction of the meaning of the words used by defendant. There may be an honest difference of opinion.

Fraud in fact is a matter of intention; and where the expression "cash sales" may admit of different construction, there can be no fraud in the absence of other circumstances showing an intention to deceive. The fact that defendant kept no books, that his solicitor was responsible for orders delivered, and the universal custom to pay within a few days, confirm defendant's idea that his business was really in fact a cash business as understood by the trade.

If plaintiff had reason for rescinding because of any act of defendant, this claim could be sustained; but here we have a case where plaintiff's withdrawal was not justified, and under such circumstances the authorities are that he can recover nothing.

What Carelessness in Figuring Profits Lead To?

Western Grocer Gives Twelve Examples in Every One of Which There Was Either No Profit or Much Less than the Dealer Thought.

A well-known retail grocer of Seattle, Wash., has made a public statement that many a retail grocer, so careless is he in the matter of figuring profits, is actually selling at a loss goods that he thinks he is realizing a profit upon. To substantiate his statement he has made some calculations, which the "Grocery World" reproduces below:—

Best patent flours at present cost per barrel $5.15. The average cost of doing business in this city is 17 per cent., or per barrel, 88 cents; total cost, $6.03. Retailed at $1.50 per sack, $6.00. Loss per barrel, 3 cents.

It will be seen by this that grocers are selling flour at a loss of 3 cents per barrel, when cost of doing business is considered. Yet some grocers try to make themselves believe that they could sell for less and make profit.

Best cane sugar at present cost per sack, $5.65; cost of delivery, 3 cents; total, $5.68; less discount of cash 25 cents; total, $5.43. The average cost of doing business, 17 per cent., is 93 cents. Total cost, $6.36.

Sold at 15 pounds for $1, the prevailing price, amounts to $6.67, or a margin of 31 cents on a sack of sugar.

Deduct from this the full sacks that are sold at $5.65 to $6, and sugar is handled without profit. Condensed milk costs per case, $4.05, less discount for cash, 2 per cent., 8 cents; total, $3.97.

The average cost of doing business is 17 per cent. or per case, 67 cents; total cost, $4.64; 48 cans to case, sold at 10 cents per can, $4.80; margin of profit, 16 cents.

Deduct from this the cases sold at $4.40 and $4.50, and condensed milk pays no profit above the cost of business. Yet there are some grocers so foolish that they are trying to make their business pay by selling condensed milk at 3 cans for 25 cents or $4 per case, that costs them, when cost of doing business is considered, $4.64. Is it any wonder that such grocers generally wind up in bankruptcy?

Standard tomatoes now cost, per case, $1.90; the average cost of doing business, 17 per cent., 32 cents; total cost, $2.22; 24 cans retailed at 10 cents per can, $2.40; margin of profit above actual cost of doing business, 18 cents; this would be ¾ cent per can.

Tomatoes are always sold very close to cost. Still we find some grocers selling them at three cans for 25 cents and believe they are making a profit. They argue that because they purchased futures at 85 cents per dozen, or $1.70 per case; to which should be added 14 cents for interest, plus 31 cents for cost of business, making a total cost of $2.15 per case, or a net loss of 15 cents on every case sold at three cans for 25 cents. Interest should always be added in figuring cost of future goods, for the reason that they are actually purchased far in advance of their sale.

Lenox soap costs, per case, $3.20; cost of doing business at 17 per cent., 55 cents; total cost, $3.75; retailed at 6 bars for 25 cents, $4.20.

Margin of profit on 17 sales, 45 cents. Fels-Naptha soap costs, per case, $4.50; cost of doing business at 17 per cent., 76 cents; total, $5.26; sold at 5 cents per bar, $5; actual loss per case, 26 cents.

Quaker Oats cost, per case of 36 packages, $3.80; cost of doing business at 17 per cent., 63 cents; total cost, $4.43; or a possible margin of 1 cent per sale, 7 cents.

Violet Oats cost, per case of 36 packages, $3.75; cost of doing business at 17 per cent., 63 cents; total cost, $4.38; sold at two packages for 25 cents, $4.50; total, 12 cents.

Margin of profit trifle more than 2-3 cents per sale.

Cocoa costs, per pound, 43 cents; cost of doing business, 17 per cent., 7 cents; total cost 50 cents.

Commonly sold at 25 cents per package of ½-pound, 50 cents; no margin of profit.

Best potatoes cost, per ton, $22; cost of doing business at 17 per cent., $3.74; cost of delivery, $1.50; total cost, $27.24.

Sold at an average of $1.35 per 100 pounds, $27; actual loss per ton, 24 cents.

Ordinary ham weighing 12 pounds costs $1.50; shrinkage 10 per cent., 15 cents; cost of doing business, 29 cents; total cost, $1.94.

Sold at 15 cents per pound, $1.80; actual loss, 14 cents.

Florida eggplants range from $1.75 to $2.25 per crate. They are coming in bad order and are selling poorly.

The New York Letter

Jobbers Claim to Have Already Defeated Net Weight Bill. Some Opposition also from Retail Interests. Jobbers Plan to Cut Down Immediate Purchases. Small News of the Trade.

Special correspondence of "Grocery World."

New York, April 2, 1908.

An amendment to the Weights and Measures Law of the State requiring that the weight or quantity of commodities in containers be stated is pending at the legislative session at Albany. The New York Wholesale Grocers' Association has made a determined effort to defeat the bill. One of the officers said yesterday that the bill is practically dead as the result of the opposition.

Acting on your instructions, your correspondent tried to get a copy of the letter which the secretary of the Wholesale Grocers' Association sent out to the members urging them to work against the bill, but a copy was not to be had. A. H. Beckmann, the secretary, said that the letter was simply intended for the members and so he declined to furnish a copy for publication. Several members who were asked about the letters said that they had received them but had no copy at hand.

T. H. Ormiston, of Austin, Nichols & Co., said that he had made a personal protest against the bill. He said that people buy certain kinds of food by the package and do not ask what is the weight, and as everybody has been satisfied with this method he saw no reason for changing. He said that certain lines sell for 5 or 10 cents, for instance, and people ask for a package at one price or the other and get the worth of their money in that way, which is more convenient for some kinds of trade than to sell by the weight.

Another objection that he urged against the bill was that there are some kinds of food, such as the canned fruits and vegetables, which cannot be stamped with the weight without the risk of having mistakes through no fault of the packers, because of uncertainties of packing and possible evaporation.

These are the grounds of opposition to the bill, it is said, in the letter which Mr. Beckmann sent to the members.

L. J. Callanan, the chairman of the Legislative Committee of the New York Retail Grocers' Union, said that he is opposed to the bill in its present form, as he believes that the word container is too broad. He said that it would be well to have a law requiring that the true weight of cereals and of butter, lard and many other articles should be stamped on packages of various kinds. But he pointed to his tables filled with canned soups and vegetables and said that nobody could guarantee the exact quantity of food in the cans. He said that the packer must leave the work of filling the cans to girls or other employees who may be careless and there will always be some variations from natural causes.

* * *

Several representatives of manufacturers and packers repeated to-day a report about meetings held by the wholesale grocers for the purpose of restricting purchases in the immediate future. The representatives of the packing interests are, in some instances, quite positive in saying that the meetings were actually held not only by the jobbers in this city, but by some of those up the State. The idea, as it is explained, is for the jobbers not to buy from first hands except when it is essential for immediate orders, and then only for the quantities needed at the moment. The jobbers are furthermore to buy from one another while any of them have old stock on hand.

The jobbers expect, it is said, that as the result of this policy they will not only be playing a safe and conservative game, but at the same time they will make it possible for some of the first hands to weaken in their notions as to prices, and so jobbers may

They Move Rapidly—

Post (Formerly called Elijah's Manna)
Toasties

They simply melt on the tongue and the "mouth waters" for more. That means repeat orders and heavy sales; the dealer's profit is pleasing.

Alternate cartons of Elijah's Manna and Post Toasties in each case, for awhile, makes the "change of name" easy and identifies the food for dealer and customer—no explanations necessary.

The "Toasty" flavor is superior to all other corn flakes, and

"The Taste Lingers"

Postum Cereal Co., Ltd., Battle Creek, Mich, U. S. A.

buy at lower levels after a time than would be possible now.

How much of this is true and how much is due to the suspicious imagination of the food brokers can only be guessed.

* * *

Attendance at the Food Show of the New York Retail Grocers' Association in the last week has been steadily large and the members are greatly pleased with the results thus far.

* * *

The New York Consolidated Milk Exchange this week reduced the prices paid to producers ¼ cent a quart. The new price is $1.61 per 40-quart can.

* * *

A certificate was filed Monday incorporating the E. H. Thompson Co., grocers, at Watertown; capital stock, $25,000; incorporators, John W. and Mary C. Van Camp, I. J. and J. A. McDonald.

* * *

A. P. Williams, of the jobbing firm of R. C. Williams & Co., will sail next week for France, where he will inspect the French canning industries.

FRED. A. MCGILL.

Pennsylvania Dried Fruit Case Now Before the Court

Facts Agreed to by Both Parties and Court Will Decide the Law. Case Complicated by Alleged Technical Faults in the Appeal.

The Kephart dried fruit case, of Altoona, Pa., which is to decide for this State the status of fruits bleached with sulphur, has been submitted to the Blair County Court on what is known as a case stated. A case stated is a formal statement of a case in which the facts are agreed to by both sides, and the law is put up to the judge to decide.

The case stated filed in the Kephart matter was as follows:—

And now, to wit, March , 1908, this case being before the court on an appeal from the judgment entered by an Alderman for the recovery of the penalty for the violation of the provisions of an Act of Assembly, and costs, it is agreed by and between the Commonwealth of Pennsylvania, on one part, and the defendant, C. M. Kephart, on the other part, that the following case be stated for the opinion of the court in the nature of a special verdict; the same to supersede the statement and affidavit of defense heretofore filed in so far as there may be any conflict in the matters therein alleged.

First. The defendant, C. M. Kephart, is a grocer doing business at the corner of Eleventh avenue and Bridge street, in the City of Altoona, County of Blair, State of Pennsylvania, selling at retail only, and on the seventh day of August, 1907, offered for sale, and had in his possession with intent to sell, "unpeeled peaches," which are articles of food.

Second. On the said seventh day of August, 1907, the defendant, C. M. Kephart, sold to the agent of the Commissioner of the Dairy and Food Division of the Department of Agriculture of the Commonwealth of Pennsylvania, a portion of the said "unpeeled peaches," which were subsequently submitted to a chemical analysis, and which showed that the same had been preserved by the use of sulphur dioxide.

Third. That the peaches sold as aforesaid by the defendant were taken from the box in which they were purchased by the defendant, which said box had a label thereon containing the following directions and instructions: "For the purposes of shipment the peaches contained herein are preserved by the external application of sulphur fuses, which are removable by maceration or soaking in water."

No such label appeared upon the package in which the peaches sold were wrapped or contained when delivered to purchaser.

Fourth. That the analysis made as aforesaid of the said peaches was made without first submitting the same to the process of maceration, as directed on label upon said box.

Fifth. Sulphur dioxide is not native in peaches, but is added as a preservative and is injurious to health.

Sixth. The rules and regulations promulgated for the enforcement of the Act of Congress, approved June 30, 1906, known as "The Food and Drugs Act," permit the use of sulphur dioxide as a preservative in peaches and the amount found in the peaches in this case is less than the amount allowed by such rules and regulations.

Seventh. The defendant purchased said peaches from a dealer residing outside of the State of Pennsylvania, and received a guaranty in writing, signed by the vendor, who resides in the United States, to the effect that the said peaches were not adulterated or misbranded within the meaning of the Food and Drugs Act of June 30, 1906, enacted by the Senate and House of Representatives of the United States of America in Congress assembled, and the said peaches were sold and delivered to the defendant in a sealed package. The said guaranty contained the name and address of the vendor.

Eighth. The Commonwealth, contending that the peaches in question were adulterated within the meaning of paragraph five of the Fifth Section of the Act of June 1, 1907, P. L. 386, brought a suit for the recovery of the penalty provided in said Act before Alderman John J. Irvin,

TO-DAY TO-MORROW EVERY DAY

We are { **Selecting the Highest Quality of Merchandise,**
Figuring Prices Down to the Lowest Possible Notch,
Zealously guarding in every particular the interests of the CASH buyer.

GROCER: Keep Us in Mind for Your Wants, To-Day—To-Morrow—Every Day.

Absolutely Pure Black Pepper, very fine quality,		
bbls. about 225 lbs.	per lb.,	.08½
Half Bbls, about 125 lbs.	per lb.,	.09¼
50-lb. Drums	per lb.,	.09¾
25-lb. Pails	per lb.,	.10
6 and 10-lb. Boxes	per lb.,	.10
We think this is probably the lowest price you have ever heard on absolutely pure ground pepper of guaranteed high quality.		
Sour Krout, 50-gallon tierces	per tierce	4.50
45-gallon Bbls.	per bbl.,	3.65
70s-80s Wheel Brand Fancy Santa Clara Prunes,		
25-lb. boxes	per lb.,	.05½
50-lb. boxes	per lb.,	.05¼
⅛c. per lb. less in 5 or 10-box lots.		
Rogers' Fancy 4-Crown Ondara Layer Valencia		
Raisins, 28-lb. boxes	per lb.,	.06¼
5 or 10-box lots	per lb.,	.06⅛
White Ribbon Brand Choice Coast-packed Seeded		
Raisins, 45 12-oz. packs	per pack,	.05½
Extra Quality Ring Cut Evap. Apples, 48-1 lb cartons	per lb.,	.09¼
Standard Ring Cut Evap. Apples, 48-1 lb. cartons	per lb.,	.08
Fancy Ring Cut Evap. Apples, 25-lb. boxes	per lb.,	.08⅞
Fancy Ring Cut Evap. Apples, 50-lb. boxes	per lb.,	.08¾
National Cream Chocolate Drops, 30-lb. pails	per lb.,	.09½
5 or 10-pail lots	per lb.,	.09⅜
Acme Chloride Lime, 25-1 lb. zinc cans	per lb.,	.05⅛
Fancy New York State Medium Beans, very white, very clean, finest quality we have seen for many a day, genuine New York State goods, grain bags about 2½ bushel	per bu.,	2.35
5 or 10-bag lots	per bu.,	2.32½
Standard Brands Lard Compound, 60-lb. tubs	per lb.,	.07¼
5 or 10-tub lots	per lb.,	.07⅛
This is much below the market.		
Best Quality Sugar-cured Hams, 14 to 16 lb. average, bbls.	per lb.,	.9⅝
Finest Quality Small Easter Hams, 8 to 10 lb. average, bbls.	per lb.,	.10¾
Picnic Shoulders, 6 lb. average, bbls.	per lb.,	.08
Easter Hams will not be ready for shipment until April 9th.		
Prime Rio Coffee, whole bean, clean bright roast, elegant goods, fine drinker, 25-lb. lots or over,	per lb.,	.09¼
100-lb. lots or over	per lb..	.08¾
Fancy Laguayra Coffee (genuine Pto Cabello) 25 lb. lots or over	per lb.,	.13¼
100-lb. lots or over	per lb.,	.12¾
J. B. Brand Fancy No. 4 Norway Mackerel, 450 to 460 fish, bbls.	per bbl.,	20.00
Half Bbls.	per ½ bbl.	10.60
Quarter Bbls. (50-lb. blue painted tubs)	per ¼ bbl.,	5.45
Ocean White Fish, 200-lb. bbls	per bbl.,	3.20
Quarter Bbls. (50-lb. blue painted tubs)	per ¼ bbl,	1.25
Golden Rule No. 2 Tomatoes, good seconds, 2 doz.,	per doz.,	.55
Osborne's Shoe Peg Corn, small grain, sweet and tender, single cases, 2 doz.	per doz.,	.70
5 or 10-case lots	per doz.,	67½
Fancy Cal. Lima Beans, bags about 80 lbs.	per lb.,	.05⅜
5 or 10-bag lots	per lb.,	.05¼
Force Food, 36 packs	per case,	3.20
Thistle Brand Fancy Cal. Yell'w Peaches, 50-lb. bxs,	per lb.,	.10⅞
Harlem Oil	per gr.,	2.50
Harlem Oil	per doz.,	.25

There is a very strong sugar market. We carry a very full line of them and solicit your orders, as we are in a position to do you good on them.

These Prices for This Week Only—April 6th to April 11th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

of the City of Altoona, Pennsylvania, who, after hearing, entered judgment against the defendant for the penalty of $60.00 and costs, from which said judgment an appeal was allowed by this court without notice to the Commonwealth, plaintiff, and without hearing upon the question of the allowance of said appeal; that for the purposes of this case it is agreed that the question of the right of the court to allow an appeal in this case and whether said appeal was improvidently allowed shall be considered by the court with the same effect as though a motion had been made by the Commonwealth to strike off said appeal.

Ninth. All the formalities which may be conditions precedent to bringing the said suit under the provisions of said Act of June 1, 1907, have been complied with.

Tenth. If the court be of the opinion that under the facts as above stated the defendant is liable under said Act of June 1, 1907, for the penalty of $60.00 provided therein, then judgment to be entered for the Commonwealth in the sum of $60.00 and costs; and if the court be of the opinion that the defendant is not so liable, then judgment to be entered for the defendant; but if the court be of opinion that the defendant has no right of appeal and that the judgment of the magistrate is final or that said appeal was improvidently allowed, and for either reason the appeal should be stricken off then an order of the court be made accordingly; the costs to follow the judgment, and either party reserving the right to appeal from any judgment that may be entered thereon.

It will appear from the above that one of the main questions involved in the case is the technical question of the appeal; whether it was properly taken or not. If this question is decided in the Commonwealth's favor, the case will of course be ended without any real settlement of the most important question involved.

Storage Eggs for Fresh

How Can the Two be Told Apart? Continued Discussion Among Jobbers on the Secretary of Agriculture's Campaign. When the Practice is Fraudulent and When it is Not.

The announcement by the United States Secretary of Agriculture that he intended to stop the sale of storage eggs as fresh is still being warmly discussed by the wholesale egg trade.

While, as stated last week, opinions upon the legitimacy of the practice differ, all classes of egg jobbers agree that in many cases it is practically impossible to tell a storage egg from a fresh one, for which reason the results of the Secretary's campaign are problematical.

There is no chemical way of telling fresh and storage eggs apart. Occasionally they can be told by experts, who judge, however, from exterior conditions and not for any special change which the storing has produced.

For instance, eggs are mostly stored in April, when eggs are full and strong. If an egg were kept in storage thirty days, it would be practically impossible to tell by any known test that it had been in storage at all. Excepting, of course, by such simple tests as that the egg happened to be cold or sweaty.

The longer an egg remains in storage the easier it is to tell it from a fresh egg. Very often it can be recognized as a storage egg, because at the time it is removed from storage it is actually better than the fresh eggs which are being produced at that time. In August, for instance, storage eggs which have been put away in April are much superior to the fresh August egg, which is almost sure to be heated.

Certain jobbing handlers of eggs defend the practice on the ground that between the jobber and the retailer of eggs there is perfect understanding always as to whether an egg is storage or fresh, no matter whatever it may be called. The price is almost invariably a criterion which informs a dealer as to exactly what he is buying, and for that reason, even if a storage egg is called fresh, there is no fraud, because nobody is deceived. The jobbers who take this stand, however, agree that the practice has no defense when perpetrated by a retailer upon a consumer.

In case of fire, if you use Forbes Indexed Coupon Books, your accounts are in the ledger in the safe. If your accounts are all in a large cabinet, in case of fire, they are in danger. See Forbes Coupon Book advertisement.

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COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

To the Trade:

Do you thoroughly understand that

YOUR SUCCESS

with

CEYLON TEA

is dependent on

EXPERT BLENDING?

The climate and water of your Locale, the tastes of its people, Require a Tea differing in Certain Essentials from One Grateful Elsewhere.

Blends in Infinite Variety

Can be Made of the Products of the

Ceylon Tea Estates

that stretch

FROM SEA LEVEL TO 7,000 FEET ABOVE

Grocery World

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The Manufacturers' Change of Heart.

The readers of the "Grocery World" are generally familiar with a fact which is further demonstrated by a communication from the Great Western Cereal Co. which appears in another column, viz., that the concern named has been strenuously trying for several months to induce retail grocers to sell its leading brand of rolled oats at 12 cents per package. Not to help itself in any way, but to increase the retailer's profit.

The fact is notable because it introduces a revolution. In most cases the past attitude of the manufacturer was to care only for himself. To get his goods sold—that was the aim, whether the actual distributers profited or not. It is true, certain manufacturers have made efforts to safeguard the dealers' interest, but most of them have been perfunctory and some insincere.

The Great Western Cereal Co. deserves credit not for doing a philanthropic or charitable thing, but for business sagacity. As a matter of fact, there is neither charity nor philanthropy about it. The Great Western Cereal Co. acknowledges what has always been the fact, that the most successful business method is the unselfish method; that the manufacturer who sees that other factors in the distribution of his goods are decently compensated for their labors, is the manufacturer who will have the largest and particularly the most unshakable business.

Isn't This Toadyism?

It seems to the "Grocery World" that the National Wholesale Grocers' Association, which has accomplished some important reforms within jobbing circles, is inclined to toady large concerns in a wholly unwarranted way. Take the incident reported in another column, in which the Tobacco Trust, at the association's instance, stops the subsidizing of jobbers' salesmen. In the warm glow of gratitude over the favor thus done jobbers, the National Association has sent to all its members a letter stating that "inasmuch as the American Tobacco Co. has now concluded to eliminate this objectionable feature at the request of this association, it is your duty and should be your pleasure to further the best interests of said company, as well as your own, by promoting the sale of its products."

In Heaven's name, why? The subsidizing of jobbers' salesmen has never been a square deal. Bribing other men's salesmen to specially push goods which may or may not be profitable to the employer of those salesmen is swinish to the last degree. Naturally it is not illegal, as the average wholesale grocery salesman is paid by commission and is therefore to a great extent his own master.

The Tobacco Trust has now stopped, under pressure, a thing which it never had any business to do. What special consideration do the jobbers owe a concern that simply gives them, tardily, a square deal?

Why, as a matter of fact, the jobbers owe the Trust retribution for not doing the right thing sooner.

The Procter & Gamble Company.

In discussing the move of the Procter & Gamble Co. against the Philadelphia Retail Grocers' Association, reported last week, the general attitude of the trade is that of utter wonder. That a concern so weighty and important should make a move so absolutely illogical, unbusiness-like and unfair, is regarded as inexplicable to the last degree. Even those who hate the Retail Grocers' Association, and who maliciously rejoice at what has happened to it, express great surprise that the Procter & Gamble Co. could bring itself to so endanger its own interests. For any concern endangers its own interests when it treats customers inequitably.

Consistency is at the very foundation of business success. No concern which was inconsistent in its dealings with its customers, which made fish of one and flesh of another, has ever permanently succeeded. That is exactly what the Procter & Gamble Co. is doing in Philadelphia. It has withdrawn an advantage from the Retail Grocers' Association, because it is composed of retailers, yet it still sells the chain stores. It is compelling the Retail Grocers' Association to pay $6.80 per box for Ivory soap, while it permits the chain stores to buy *smaller lots* at $6.50. Is this fair? Is it logical? Is it good business for the Procter & Gamble Co.? It seems to the "Grocery World" to be an attitude which a fifteen-year-old boy would know too much to adopt. The Procter & Gamble Co. is a gigantic and a very successful concern. It is not big enough, however, to safely do such things as this.

The New York Jobbers' Opposition to the Net Weight Plan.

In another column it is stated that Secretary Beckmann, of the New York Wholesale Grocers' Association, has issued a letter to all members inciting them to oppose the pending New York bill labeling package goods with net weight. The secretary has refused to permit the "Grocery World" to examine his letter, which may or may not justify suspicion of his belief in the strength of his arguments. From another source, however, it has been learned that Secretary Beckmann urges opposition to the bill on two grounds: —

(1) That it is not practicable to state accurately net weights in all lines of food in containers.

(2) That the trade has been educated to buy by the package, a five or a ten-cent package, perhaps, and it would be undesirable to switch to weights. People do not ask for the weight, now, and there is no use in stamping the weight on such packages.

These reasons don't seem to the "Grocery World" to amount to much. The first reason probably has no basis of fact whatever. Certainly with goods that do not shrink, and in which the weights are uniform, as they should be, there is not the slightest reason why the net weight should not appear upon the label. In the case of goods that do shrink, it was pointed out only a week ago that the net weight *when packed* can easily be placed upon the label.

The second reason is believed to be scarcely sincere. Suppose the trade does buy by the package, what about the public? It is true that the public also does buy many goods by the package, but it is almost always in the belief that the package represents a pound or an aliquot part of a pound. Why would it be "undesirable" to switch to weights? As a matter of fact, the change would involve no switch at all—no change in the packages, nothing in fact, save the printing of an extra line upon the label; a matter quite too trifling, if there be nothing behind it, to justify the heated opposition that has developed.

The "Grocery World" is very much afraid that some of the concerns who are against this net weight plan fear to lose something by it. And in the case of 7-ounce packages bought under the belief that they represent a half pound, the packer doubtless would lose something. But isn't it something he never had a right to have?

National Wholesale Grocers' Association Stops Tobacco Trust's Subsidizing of Salesmen.

Through the efforts of the National Wholesale Grocers' Association the American Tobacco Co. has at last agreed to stop its practice of subsidizing the salesmen of wholesale grocers into making a special push on Trust tobaccos. The success of the move is announced in the following letter, just sent out to the trade by secretary Berkman:—

After carefully considering the arguments presented in favor of withdrawing the subsidizing practice, as outlined by your committee, the American Tobacco Co. has concluded to discontinue said practice, effective May 1. This to apply to all of its customers. .

It is contended that premiums or subsidies to jobbers' salesmen by manufacturers is to a large extent responsible for demoralized condi-

tions in the distribution of the product, upon which such subsidies are allowed. Inasmuch as the American Tobacco Co. has now concluded to eliminate this objectionable feature at the request of this association, it is your duty and should be your pleasure to further the best interests of said company, as well as your own, by promoting the sale of its products and in no instance permit your reprensentatives to accept subsidies from other manufacturers.

It is your further duty to notify your salesmen that the "premium offer" has been withdrawn at the request of the wholesale grocers, and that in consideration of said request having been granted by the above company, you will expect, as the employer, the same or better efforts exerted in the sale of said company's products, in order that you may realize a more liberal compensation than now exists, to cover the increased cost of distribution. You, the jobber, must now do your part in bringing about this condition.

The Man Who Can Only Sell on the Price

Of all the merchants on the face of the earth, it seems to me that the most forlorn is he who can only sell goods by underselling the market!

It gives a man a warm glow at the heart to reflect that he is selling his goods because they are good goods. That men respect the goods because of their goodness and respect him as the seller of them.

But to reflect that men have no respect for your goods and no particular respect for you as the seller of them—that indeed must be a humiliating realization.

And yet there are such merchants.

I have in mind a certain canned goods packer. Not very long ago he sold some tomatoes in the Philadelphia market. The quality was not satisfactory and the buyer rejected them. In the course of a consultation between the buyer, the seller, and the representatives of both, the packer made the following naive remark:

"I admit that last year I had to fill my cans with water from the pump, because tomatoes were hard to get. This year, however, I didn't use a drop."

The same packer not so long ago had occasion to store a lot of tomatoes in a Philadelphia warehouse. The market soon after began to rise, and before it was done prices reached $1.10 per dozen. These tomatoes were packed in regular-sized cans and with the relaxation in the strictness of examination which always comes when demand exceeds supply, they were bought and paid for at the full market rate.

Some of those tomatoes proved to be so bad that they had to be sold at 75 cents!

More recently the same packer took an order for 10,000 cases of tomatoes from one of the large chain-store concerns of Philadelphia. The order was obtained upon a sample case which it afterward developed was carefully packed for the purpose by the packer himself.

The broker who sold these goods, knowing the packer, went to the factory just as the 10,000 cases were about to be shipped and insisted upon seeing them.

They were no more like the sample than day is like night. The broker refused to permit them to be shipped and the deal fell through.

When these facts were related to me by a man who knew them of his own knowledge, I asked this question:—

"How can a packer like that, known to be a crook by everybody, or at least by most, continue to do business?"

"He couldn't, if he didn't cut below the market," was the answer. "He usually will sell goods 2½ cents below other people, and there's always somebody who considers the price more important than anything else."

That packer is a type of many merchants in other lines who never once in a year get the preference on the quality of their goods. Occasionally they get the preference on price with some one who can't see that price is always an index of quality, but they're not really entitled to it even then.

I should think such men would be intensely uncomfortable, when they realize their real position in the world of trade.

Always provided that they do realize it, which I sometimes doubt.

E. J. B.

Just Compare Aromas

The strong, rich, mellow aroma that comes from a pound of **Moco-Mo** coffee when it is opened, as compared with the aroma that comes from others, is our best advertisement for the value of our double-packing plan.

"The coffee in the bag, the bag in the carton."

The other coffees may have had as much aroma as **Moco-Mo** in the beginning; but they have lost it. No packing system can hold all the coffee strength intact like our system.

Moco-Mo retails—at a good profit to you—at 25 cents. A popular price and a popular coffee. Use it as a leader, and it will make you money.

The John H. Fitch Coffee Co.

Importers, Roasters and Jobbers of High-grade Coffees

YOUNGSTOWN, OHIO

Your Customers Want

Foods that you can absolutely guarantee. There is both safety and good profit for the grocer in selling

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

(The kind that contain no preservatives)

because he can unhesitatingly recommend them to his best trade. They stand every test of the Pure Food Laws, and are guaranteed to suit. Money back to your customer if they ever fail to please.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

The Voice of Experience

Instead of talking about the **American Slicing Machine** ourselves this week, we are going to let one of our customers do the talking for us.

This letter is from the Fulton Market Company, operating a grocery and market at Elkhart, Ind. It is no different from thousands of others in our files, except that it goes a little more into detail.

Read it. It will interest you:

"We find after using your cutter nearly four years that in material, workmanship and construction it is faultless. We also find when we get a customer started on boiled ham, bacon or dried beef sliced on the machine, we have that customer's trade cinched on at least those items. Bacon, boiled ham, dried beef and boned smoked ham sliced on the machine, will go 25 per cent. further and give 100 per cent. better satisfaction. Hotels, restaurants and boarding house trade are not slow to see this and appreciate it. A regular customer on those items always uses other goods. Aside from that they are worth the price as an advertisement. We certainly are pleased with it."

You ought to investigate the machine, in view of these facts. Drop us a card.

American Slicing Machine Co.
54 Fifth Ave., Chicago

It Costs You to Push Things

WE admit that you can make a higher profit on some of your own brands of coffee than you can on **Ariosa.**

But you can make a lot more on **Ariosa** than on any brand of your own which sells at the same price.

Two reasons for that: **Ariosa** has been advertised so widely it's a household word. You don't have to waste time and breath pushing it. You make a fair profit for doing little or no work.

Even if you made twice as much on another brand, it would net you no more, for you'd have to push it more, and every minute you spend in pushing costs you something.

Arbuckle Brothers
New York

Attention Called to Two Parcels Post Bills

Both are Pending Before Congress. One is a Straight Parcels Post Bill, which Probably has No Chance of Passage. The Other is the Bill Recommended by New York Merchants' Association and Could be Used by General Storekeepers and Grocers.

Hicks Run, Pa., March 31, 1908.
Editor "Grocery World,"
Philadelphia, Pa.

Dear Sir:—I am inclosing a copy of Bill No. S 5,122; I think it would be a good idea to bring this bill before the readers of the "Grocery World," if you have not already done so.

Yours very truly,
HICKS RUN STORE,
S. O Johnson, Mgr.

The above correspondent inclosed copies of two bills, both of which have to do with delivering merchandise by mail, and both of which are now pending in Congress. With the bills the correspondent inclosed the following letter, which had been sent to him by one of the Senators of Pennsylvania:—

UNITED STATES SENATE,
Committee on Post Offices and Post Roads.
March 9, 1908.

Hicks Run Store Co.,
Hicks Run, Pa.

Dear Sirs:—I inclose herewith copies of bills which have been presented in the Senate at this session of Congress providing for a parcels post, and will thank you to give me an expression of your views on legislation of this character.

Yours truly,
BOIES PENROSE.

Both of the bills inclosed are short, so that the "Grocery World" reproduces their text for the consideration of its readers.

The following is Bill No. 5115:

A BILL

To increase the limit of weight of fourth-class mail matter, to amend the postage rates chargeable thereon, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That parcels of merchandise or other matter not embraced in the first, second, or third class of mail matter, and not exceeding eleven pounds in weight, shall, subject to the provisions of existing law governing matter of the fourth class, except as hereby amended, be admitted to the mails as such matter at the following rates of postage: One ounce, one cent; over one ounce and not exceeding three ounces, two cents; over three ounces and not exceeding four ounces, three cents; over four ounces and not exceeding five ounces, four cents; over five ounces and not exceeding six ounces, five cents; over six ounces and not exceeding eight ounces, six cents; over eight ounces and not exceeding twelve ounces, nine cents; and over twelve ounces and not exceeding sixteen ounces, twelve cents.

The above is a straight parcels post bill, and would be of immense aid to the mail-order houses.

Following is Bill No. S. 5122:

A BILL

To provide a rural delivery parcel post for merchandise and other articles mailed on rural delivery routes, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the Postmaster-General is authorized, under such regulations as he may prescribe, to establish a domestic rural parcel post at special rates of postage, for the delivery on rural delivery routes, of foodstuffs (including groceries, provisions, meats, fruits, and vegetables), dry goods, drugs, books, and other merchandise, unless the same shall be unmailable under this Act or any other Act as hereby amended.

SEC. 2. That such special rates of postage on such parcels of merchandise shall be five cents for the first pound and two cents for each additional pound or fractional part thereof, and on parcels weighing less than one pound as follows: Two ounces or less, one cent; over two ounces and not exceeding four ounces, two cents; over four ounces and not exceeding eight ounces, three cents; over eight ounces and not exceeding twelve ounces, four cents; and over twelve ounces and not exceeding one pound, five cents: *Provided,* That such postage shall be prepaid by ordinary postage stamps affixed to such parcels, and that the character of such matter shall be indicated by the words "Rural Parcels Post," stamped on each of such parcels by the postmaster or rural carrier receiving it: *Provided further,* That the establishment of such rural parcel post and special postage rates shall not in any wise affect the mailing of or postage rate on packages of third and fourth class matter, except within the limitations stated: *Provided further,* That nothing herein contained shall be taken as authorizing the acceptance or delivery at the special rates of postage herein provided of any parcel offered by any person acting as agent or representative, upon commission or otherwise, for any person or company not resident on such rural delivery route: *And provided further,* That only such parcels shall be received for delivery at the special rates of postage herein provided as are offered by bona fide merchants or dealers whose regular places of business are on rural delivery routes covered by this Act, in the ordinary and regular course of their business, and by residents on such routes in their individual capacity.

SEC. 3. That parcels covered by said special postage rates and deliverable by said rural parcel post under this Act shall not exceed eleven pounds in weight, three feet six inches in length, or six feet in length and girth combined, and such parcels

shall conform to the Postal Laws and Regulations concernig mailability, except as they are modified by this Act and regulations promulgated in pursuance thereof.

SEC. 4. That perishable articles of food submitted for mailing under said rural parcel post shall not be accepted by postmasters or rural delivery carriers more than three hours before the departure of the mail, and then only at the risk of the sender, and the postmaster or rural carrier shall stamp or note on any such parcels the time of acceptance and of transmittal, and the words "At the sender's risk."

SEC. 5. That the provisions of this Act shall apply only to parcels mailed on and addressed to rural delivery routes, as follows:—

(1) From the post-office or station from which one or more rural delivery routes emanate to any intermediate post-office or to any patron on any of said routes emanating from said post-office or station and supplied by rural carrier.

(2) From any intermediate post-office on any rural delivery route to the post-office or station from which said route emanates, or to any intermediate post-office, or to any patron on that or any other rural route emanating from said post-office or station and supplied by rural carrier.

(3) From any patron on any rural delivery route to the post-office or station from which said route emanates, or to any patron or intermediate post-office on that or any other rural delivery route emanating from said post-office or station and supplied by rural carrier: *Provided,* That in all cases where, under this Act, parcels are mailed at a post-office on a rural route which emanates from a station of such post-office, such parcels shall be offered for mailing at such station; and in all cases where parcels mailed under this Act are addressed to a post-office on a rural route terminating at a station of such post-office, such parcels shall be delivered to addressees at such station, and in the latter case addressees shall call or send for such parcels.

SEC. 6. That the proviso in the Act of April 28, 1904, Chapter 1,759 (Thirty-third Statutes, page 440), relative to the transportation of merchandise by rural carriers for patrons, is hereby repealed.

SEC. 7. That seeds, cuttings, bulbs, roots, scions, and plants, when mailed under this Act, shall be chargeable with the postage rates and subject to the limit of weight herein provided.

SEC. 8. That all provisions of law applicable to the third and fourth classes of mail matter, and all provisions of law applicable generally to mail matter, and not inconsistent with the provisions of this Act, are hereby extended and made applicable to matter of like character mailable under this Act: *Provided,* That matter so mailable shall be subject to the rates of postage and the limitation of weight herein provided.

The above bill is the one which the New York Merchants' Association recommended in the last issue of the "Grocery World." It could obviously be used to the advantage of general storekeepers and grocers along rural delivery routes, and it would seem to be more of value to merchants of that class than to regular mail-order houses, which cannot ship goods at the rates provided unless their places of business are actually on a rural delivery route. This is not the case with any of them now.

Past Dried Fruit Season Highly Unprofitable

Practically no Jobber has Made any Money on any Staple Dried Fruits. Peaches, Prunes and Raisins all Ruling Much Below the Opening Price, at Which Jobbers Bought.

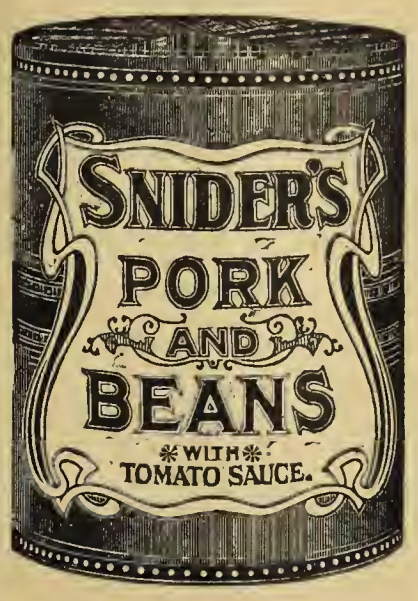
The dried fruit season now drawing to a close will long be remembered by wholesale grocers the country over as one of the most unprofitable, and in some cases the most disastrous, in recent years. Practically all staple dried fruits can now be purchased on a much lower basis than at the opening of the season last year.

Jobbers bought their future peaches last year on a basis from 2 to 5 cents per pound above present prices. In consequence of the exorbitant prices the consumption of peaches was very small during the entire season, and the jobbers were left with their high-priced stocks. Several weeks ago the weight of the market broke it, and prices took a decided slump. It will be impossible for jobbers who still have high-priced peaches on hand to get out whole.

Prunes are now selling on a basis from 2½ to 3 cents. The opening price at the beginning of the season was a 3½-cent basis, and later, when the price sharply advanced, some jobbers bought stock at 4½ to 5 cents per pound.

The worst case is that of raisins. Very high prices were made on raisins at the opening of the season, and for a while those prices were gotten. Later, however, the market slumped, and prices are now 2 to 3 cents lower on seeded goods than the price at which most jobbers bought. Loose raisins are about 2 cents lower.

If you say so, it's all right.



WE believe grocers have more influence with their customers than any manufacturer could possibly have through advertising, no matter how good it might be. We advertise ***Snider's Pork and Beans*** with Tomato Sauce extensively, in most of the big national mediums, to help the demand for this product, but we particularly want the grocer to know how good it is—because we are certain if he does, that no matter WHOSE Pork and Beans his customers ask for, he will tell them to take

SNIDER'S

because he will want them to be grateful to him—

AND THEY WILL.

THE T. A. SNIDER PRESERVE COMPANY
CINCINNATI, OHIO.

TIN CANS



"Half Bushel" Measure

Capacity: 15 lbs. Coffee; 20 lbs. Ground Spice

AN ideal shipping package for coffee, spice or other similar commodities. The body tapers slightly, thus permitting the nesting of the empty measures. The metal cover fits into the top and is securely fastened by lugs clinched over the wired top. The measure is japanned black and graduated for peck and half-peck.

Descriptive leaflet upon request.

Submit your requirements to our nearest office.



Closing Tongs

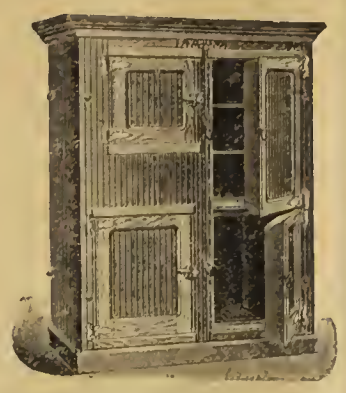
AMERICAN CAN COMPANY
NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES

REFRIGERATORS

THAT REFRIGERATE

Ranging in Prices from **$9.00 up.**



Water Coolers, Ice Cream Freezers

AT LOWEST CASH PRICES.

JAMES M. VANCE & CO.

Jobbers in Hardware

211 and 213 Market St., Philadelphia



WOODCOCK MACARONI

is not just dough with holes in it. It has a fine, rich flavor that keeps people coming for more and beats the best imported as a seller. Your best customers will thank you for starting them on it and we will give you a good profit.

WOODCOCK MACARONI CO., Rochester, N. Y.

MOTHER'S OATS

We Want You to Want to Sell Them

We realized long ago that instead of making a grocer sell **Mother's Oats,** it was better to make him *want* to sell them.

That we do first by making them the most salable rolled oats on the market, and second by doing nothing to prevent him from getting out of them all the profit he feels entitled to.

We never put a retail price on **Mother's Oats,** either in advertising or any other way. They ought to retail around twelve cents, and they mostly do retail around there, largely because in all our advertising we never make any attempt to boom them for less.

Then the coupon deal helps lots, too.

***The* Great Western Cereal Co., Chicago, Ill.**

THE GROCERY MARKETS

Tea.

The tea market is absolutely unchanged for the week. All grades are maintained on last week's basis, the lower grades being firmer than either the middle or the higher grades. No change is in sight unless the demand should increase much beyond its present volume. The consumptive demand for tea is moderate.

Coffee.

There is nothing new to report for the week's coffee market. Rio and Santos coffees are dull and stupid, sales being very small, so small in fact that options have declined slightly during the week. Spot Rio and Santos is unchanged and in light demand. Mild coffees are steady and unchanged, and so are Java and Mocha.

Sugar.

The sugar market is very firm, and an advance is expected in refined at any moment. Up to this writing no change has occurred for the week, but an advance may come before these words see print. Raws have not advanced further, but are firm as the week closes, though on one or two days they have manifested a temporary easiness. The general situation, however, by reason of actual scarcity of sugar, is strong. The demand for sugar is moderately active.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is dull an account of the warming weather, and rules at unchanged prices. Sugar syrup is taken eagerly as soon as produced, mostly, however, for export. Prices are strong, but unchanged. Molasses is unchanged in price and in light demand.

Fish.

The market for Norway 3 mackerel has shown some weakness during the week, owing to the fact that this size has not been selling very freely, and holders therefore want to move stock. Irish mackerel and other grades of Norways are scarce and high; demand fair. Cod, hake and haddock are unchanged and in light demand. Domestic sardines remain unchanged and dull. No considerable number of packers have named future prices as yet. Imported sardines are still scarce and firm. Salmon is in light demand at unchanged prices.

Canned Goods.

Tomatoes are undeniably soft. Sales of standard spot goods have been made during the week at 75 cents f. o. b., which is equivalent to a decline of about 2½ cents. Futures have also declined, and can be obtained now at 77½ cents, f. o. b., which is also a decline of about 2½ cents. Corn is dull. Future corn has sold well, but there is very little demand for spot corn. Spot peas are also dull and weak. Future peas are unchanged and in good demand. Apples are unchanged and in fair demand. Peaches are scarce and very dull. The small line of Maryland canned goods is unchanged, except as to spinach, which shows a decline of 5 to 10 cents per dozen. New spinach is now being packed and sold. California canned goods are unchanged and dull, not only in first hands, but in jobbers' hands. It is believed that generally speaking, the stocks of California canned goods in jobbers' hands are comparatively large.

Dried Fruits.

Prunes are unchanged in price and in light demand. Peaches are very dull, at prices which show no further decline. Raisins are dull and weak. Currants are in fair demand at unchanged prices. Apricots are still high and dull. Apples are steady and in moderate demand. Citron, dates and figs are unchanged and dull.

Beans and Peas.

Pea beans are firm, at a price both on spot and to come forward of $2.40. Foreign beans command $2.05. The demand is fair. Marrows have improved somewhat, and now command $2.15. Sales were made as low as $2. California limas are unchanged on spot, but are about ⅛ higher on the coast. Exact knowledge of the size of the stocks out there is responsible for the increased firmness. Dried and split peas of all grades are unchanged in price and in good demand.

Butter.

Since a week ago the market on both solids and prints has advanced 1 cent per pound. There has been a falling off in the make of fresh butter, as is usual for the season, and stocks of storage but-

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

ter are very light. Present conditions are likely to last for a few weeks yet, and so long as they last prices may continue to advance. Under grades of butter are getting scarce and have also advanced in sympathy with the better grades.

Eggs.

The receipts of eggs are still very liberal. The market is ruling on the same basis as a week ago, as the speculative demand is very good. The consumptive demand for eggs is very good also and the quality of the present receipts is fancy. Present conditions are likely to continue during the month of April.

Cheese.

The cheese market is unchanged. Stocks are gradually getting lower and the market is likely to continue firm and unchanged until new cheese begins to come in June. There is very little under-grade cheese in market and they are selling at 1 to 2 cents below the price of the best.

Provisions.

Everything in the smoked meat line is very firm at ½ cent advance, which is due as well to the increased demand as to the advance in the price of hogs. Pure and compound lard are both firm at ¼ cent advance, due in the case of pure lard to the advance in hogs, and in the case of compound to sympathy with pure. Barrel pork is about 25 cents per barrel higher and canned meats and dried beef are unchanged.

Produce.

Pennsylvania potatoes, 85 to 90 cents per bushel; York State, 70 to 80 cents per bushel, demand fair; sweet potatoes, primes, $1 to $1.25; seconds, 50 to 60 cents, demand slow; Ohio globe onions, 50 cents per basket; York State, 50 cents per basket, demand fair; Bermudas, $1.50 to $1.75 per crate, demand slow; Spanish, 90 cents to $1.10 per crate, demand slow; yellow turnips, 30 to 35 cents per basket; white, 20 to 25 cents per basket, demand slow; carrots, 35 to 40 cents per basket, demand slow; beets, $4 to $5 per 100 bunches, demand fair to good; oyster plants, 3 to 3½ cents pe bunch, demand fair; watercress, $1.50 to $2.50 per 100 bunches, demand fair; Danish cabbage, $10 to $12 per ton, demand slow; domestic horseradish, $2.50 to $3 per barrel, demand good; spinach, 80 cents to $1 per barrel, demand good; scullions, 75 cents to $1 per 100, demand good; salad, $2 to $2.50 per barrel, demand fair.

Green Fruit.

Bananas, firsts, $1.50 to $2 per bunch; 8-hands, $1.15 to $1.40 per bunch; 7-hands, 75 cents to $1 per bunch; 6-hands, 50 to 65 cents per bunch, demand poor; lemons, $2.25 to $3 per box, demand poor; California oranges, $2.50 to $3.25 per box, demand poor; pineapples, $3.50 to $5 per box, demand poor; apples, Baldwins, $2 to $3.50 per barrel; Hulbersons, $2 to $3.50 per barrel; Spy, $2 to $3.50 per barrel; Spitz, $2 to $3.50 per barrel; Kings, $4 to $5 per barrel; Russets, $2 to $2.50 per barrel, demand fair to good.

Nuts.

Peanuts, roasted, choice, $1.05 per bushel; fancy, $1.30 per bushel; jumbo, $1.55 per bushel; green, choice, 4¼ cents per pound; fancy, 5½ cents per pound; jumbo, 6½ cents per pound, demand fair; almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

We have had some steady buying of tomatoes this week. While there is no heavy business, yet such orders as are coming in are usually accompanied by instructions for quick shipment. The market is without any changes and there is practically no pressure to sell tomatoes; at least holders of good stock are not showing any disposition to cut prices. As a rule, we find where there is a cut in the price it is due to some irregularity in quality or condition.

There seems to be a little bit better inquiry for future tomatoes.

The oyster packing season is drawing to a close here. Prices are low and ought to be attractive. If past seasons furnish any basis for an opinion, it is fair to suppose that there will be a good many oysters wanted between now and next fall and it would not take very much buying to cause a reaction from present low prices.

THOS. G. CRANWELL & Co.
Baltimore, Md.

Spices.

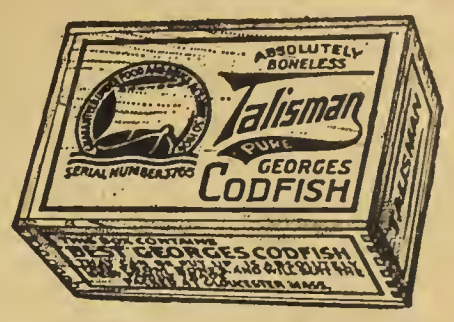
The market has been exceedingly active during the week, especially for spot goods and the steady demand has had the effect of greatly reducing spot supplies, especially on peppers. The general tone of the market is good.

Pepper.—There has been no change in spot prices during the week. Futures however, are easier and slightly lower prices have been cabled from the other side on Lampong. This we understand is simply due to liquidation in Holland as well as the East, and we look for prices to soon react and move slowly upward.

Cayennes.—We look for a sharp advance. Spot supplies are very small and not sufficiently large for consuming needs. London is asking higher prices at this time.

Cloves.—Slightly lower during the week. All arrivals have been quickly bought up. As stated in previous letters it is hard to predict just what this spice will do.

Pimento (Allspice) fairly active with small stocks. Present low prices are no doubt safe. Good prime stock is scarce and the demand is quite satisfactory.



KINGS OF THE CATCH

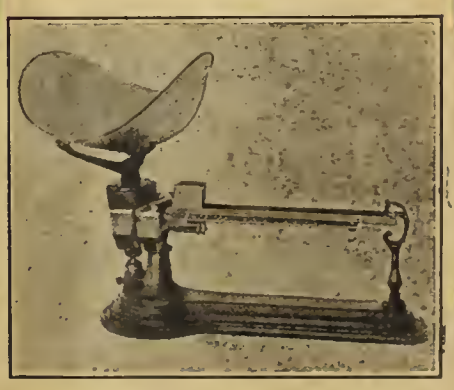
If you want an absolutely straight, pure, Georges' Codfish, not mixed with poorer fish, like hake or haddock, sell **Talisman Georges' Cod.**

No finer fish swims than these true, hand-line caught, old-fashioned codfish. Prepared as the Kings of the Catch should be. White, tender, delicate and absolutely boneless.

Packed in three-pound boxes, sometimes in two-pound, very occasionally in ten-pound, and once in a great while in one-pound. Protected from the wood of the box by waxed paper. Every ounce edible,

SWIFT & COMPANY

Better Than Ordinary COUNTER-SCALES



This scale is far better than the ordinary counter scale, because it has no weights to work. This makes it about twice as quick and easy to operate as the counter scale.

And while costing only a fraction as much as a computing scale, it has the computing scale's most valuable quality—it prevents overweight, and so saves profits.

Handsome, accurate, simple and durable, full-jewelled bearings.

Write for price.

C. B. Willison & Co.
267 Halsey Street
Newark, N. J.

Nutmegs unchanged during the week. Demand has fallen off somewhat.

Cassias steady and firm. China case Cassia is still very scarce.

Gingers.—No change to note. Prices are steady and same as in effect last week.

Seeds.—Caraway has moved upward fully ¼ cent higher. Poppy somewhat weaker. Celery, coriander and mustard unchanged.

McCormick & Co., Inc.
Baltimore, Md.

MARKET NOTES.

Florida oranges are about unchanged in price, though some of the fancier grades command $4. From that figure the price declines to $2. The demand is fair.

Florida strawberries are very cheap. On account of large supply and lack of demand, the market has declined to 15 to 25 cents. The quality is fair.

Florida tomatoes range from $2 to $3 per crate, and are wanted. Hothouse tomatoes average 20 cents per pound.

New potatoes average $6 per barrel for No. 2s and $7 for No. 1s. The demand is good. All the new potatoes on the market are from Bermuda except a very few Charleston reds.

Florida beans range from $3.50 to $4.50 per crate, and the demand is good. The quality is fair and will improve from now on.

Florida squash averages $2 per bushel and the demand is light.

Rhubarb ranges from $6 to $8 per 100 and the demand is fair.

Hothouse radishes average $4 per 100 for red and $5 per 100 for whites. Southern radishes range from $1.25 to $1.75 per 100. The demand is good.

Salad is scarcer and higher. The average price is $2.75 per crate. Most of the present supply is from South Carolina.

Florida cucumbers are scarce. Hothouse cues range from $1.25 to $1.50 per dozen and are wanted.

Charleston asparagus ranges from 55 to 65 cents for prime stock. The price is 5 to 10 cents less for poorer stock. California asparagus is not wanted very eagerly.

The Erie, Pa., Association Will Censor Advertising Schemes.

The Advertising Committee has Prepared a List of Desirable and Undesirable Mediums. Druggists Start Co-operative Buying.

Special correspondence of "Grocery World."

Erie, Pa., April 3, 1908.

The Advertising Committee of the Erie Business Men's Exchange has prepared a classified list of approved mediums for advertisers, including all newspapers in Erie County, and such other forms of advertising as are considered by the advertisers worthy of patronage. Each advertiser is to be furnished a list of approved mediums with request not to use those not approved. Each advertiser will give the secretary a list of contracts with mediums not approved and expiration dates for classification. If a majority of the advertisers are using a medium which has not been approved by the committee, the secretary will notify the advertisers thirty days before expiration of their contracts that the medium is not approved, with request that contracts be not renewed. Any information regarding contracts is confidential with the secretary. All solicitors for approved mediums will have cards of introduction from the committee, and all solicitors without credentials will be referred to the secretary for investigation. A card index will be maintained in the secretary's office covering all advertisers and advertising mediums.

* * *

Co-operative buying is practical in other trades beside grocery stores. On recommendation of State Secretary A. M. Howes, Erie druggists have started co-operative buying with very satisfactory results.

A. M. Howes,
State Secretary.

The little round cracker with "Exton" stamped on it. It has been on the market over half a century, and no consumer will use any other oyster cracker if she can get the Exton, because no oyster cracker can take its place in the esteem of those who know the difference between fair and good.

The Question of Canned Tomato Weights

Likelihood of a Bill being Presented to the Next Pennsylvania Legislature to Cure Lack of Uniformity in Weights. No Uniformity in Size of Cans and None in Weight of Contents.

No article which the "Grocery World" has published in recent years has aroused so much discussion as an article in a recent issue on the widely varying weights of several samples of tomatoes which had been bought, according to the buyer's own statement, as standards. Though the goods were sold as 3s, the weights varied all the way from 1 pound 8¾ ounces to 2 pounds 5¾ ounces, and the article made the point, with the list of widely varying weights as proof, of the great need of some standard of weight for canned goods, especially tomatoes.

Certain representatives of packers, in discussing the article in question, have contended that the goods in question were not sold as "3 pounds," but as No. 3s, and consequently should not be judged by any three-*pound* standard. The reply to that would seem to be that while the food law, forbidding the use of false statements of weight, has made it illegal to sell as "three pounds" tomatoes that weigh everything but three pounds, the origin of "No. 3s" was a size that was supposed to mean three pounds. But even if it is admitted that the standard is No. 3s, and not three pounds at all, certainly if No. 3 means anything it must mean uniformity along some line. Any standard is violated by goods that show such a wide range of weights as the tomatoes referred to, all of which were sold as 3s. For it is quite certain that if a can of tomatoes weighing 2 pounds 5¾ ounces is a standard No. 3, a can of the same brand weighing only 1 pound 8¾ ounces cannot be. The "Grocery World" contends that there is no room for such goods in market at all, even if sold "as is."

There is not much uniformity about the quality of canned tomatoes, but there is practically none as to weights, and never has been. Most Jersey packers use what is called a Jersey can, which is 5 inches high. Some, however, use a 5½-inch can and some a 5¾-inch can. Most Maryland packers use what is called a standard Maryland can, which measures 4⅞ inches high. A few use a 5 or even a 5½-inch.

A standard Jersey can, that is, one 5 inches high, will weigh, if properly filled, 2 pounds 10 to 11 ounces. A standard Maryland can, if well filled, should weigh 2 pounds 7 to 8 ounces.

There is, as pointed out, no uniformity as to sizes of cans used, and even if there were there would be none as to the weight of the filled can, for the reason that packers fill their cans more or less full, according to their ideas of honesty and square dealing. The writer has seen during the past week a No. 3 can of tomatoes weighing, can and all, 1½ pounds! The honest packers complain that if they fill their cans honestly full they are compelled to compete with others who, though using the same sized cans, fill them less full, and are therefore able to sell for less money.

From the latest bulletin of the Virginia Department of Agriculture, just received, are taken some figures which corroborate everything stated above. Several samples of canned tomatoes, all No. 3s, were bought and weighed. The results follow, being stated not in pounds and ounces, but in pounds and percentages of a pound:—

2.13 pounds, 2 pounds, 2.09, 2.02, 2.13, 2.37, 2.02, 2.10, 2.04, 2.09, 2.06, 2.13, 1.99, 1.98, 2, 2.38, 2.07, 1.91, 1.98, 2.02, 1.98, 2, 2.10, 1.96, 2.04, 2.03, 2.06, 2.35, 2.06, 2.07, 2.01, 2.02, 2.03, 2.05, 2, 2.02, 2.11, 2.02, 2.09, 2.05, 2.06, 2.09, 2.39, 2, 2.13. Thus the weights shown here range all the way from slightly less than 2 pounds (1.91 pounds) to nearly 2½ pounds (2.39 pounds).

It is not at all improbable that in order to cure this obviously improper condition a bill will be presented to the next Pennsylvania Legislature, requiring net weight to appear on all package goods.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Wheeling, W. Va., March 19, 190c.
Editor Science of Advertising.

Dear Sir:—Inclosed please find a few of our homely, home-made ads. Your paper is all right in general, "The Stroller" in particular.

Very respectfully,
$AM B. MCKEE CO.

The above correspondent sends in a batch of single column newspaper advertisements, each one six inches single column. I reproduce several of them.

* * *

I don't altogether like the way these advertisements are set. The one headed "Peanut Butter" is the best, in my judgment, speaking only of appearance, but even it is too black. The border is much too heavy for an advertisement of this size. It is a mistake to think that a border cannot be too heavy. A border is not intended to dominate an advertisement; it should simply be the frame for the picture. The advertisement should dominate always. The compositor who set these advertisements up saw that the black border would be too heavy for light type, so he has crowded together a lot of heavy faced lines. That makes the whole advertisement look over-heavy. To illustrate my ideas I have had the peanut butter advertisement reset:—

Peanut Butter

Made by McLaren Cheese Co., getting very popular; *special this week*

a Pound, 16c.

Raisins

4-Crown Muscatels—large, meaty, finest obtainable; eating quality equal to a 30c. table Raisin

a Pound, 10c.

Prunes

Then we have them at 8⅓c., 10c., 12½c. and 15c.—*all good value*—well worth the price.

a Pound, 6¼c.

Peaches

We have excellent evaporated Peaches to sell this way—

a Pound, 15c.

and the *finest* you have seen in many a day

at a Pound, 18c.

Evaporated Corn

A pound equals 3 cans. Excellent for soup or a table dish, like canned corn.

a Pound, 10c.

Home-raised Potatoes, Fresh Eggs, Pure Lard, Smoked Haddies, Smoked Lake Herring and Trout, Lake Herring in pails, 49c.; Cod Fish, Mackerel, Surpassing Cheese in variety, and Lenten Delicacies.

$am B. McKee Co.
Grocers
Center of Center Market Square

These are all good advertisements, however. They are short, terse and snappy and they waste no space. Not even in headlines or introduction—the advertisement starts right in to say its say without even a line of preliminaries. In a large advertisement it is not always well to do that, but in six inches I believe in making every inch count. The average small advertisement that comes to this department wastes a good deal of its space in introduction, talking sometimes of things that have little or no application to the advertisement itself. The McKee Co. is apparently such a stickler for whittling an advertisement down to real heart, I note that one useless line appears frequently through all of the advertisements they send me, sometimes several times in an advertisement. That is "We sell it this way." The whole advertisement is devoted to telling how you sell it—why use space to specifically say "We sell it this way"? In my judgment it is just as superfluous as it would be to say "Following is the price." When an advertiser is clearly describing his methods and quoting his prices, it is perfectly obvious that he is doing so, and therefore unnecessary to say that he is.

Florida peppers range from $1.75 to $2 per crate and are selling well.

Crab Soup
"One of the glories of Maryland Cookery" prepared by the Martin Wagner Co.'s chef. Large No. 3 cans, full to the roof,
At a Can..... 10c
At a Dozen..... $1.10

Beans
Red Kidney and Navy Beans, hand-picked, fine cookers.
This way 3 quarts..... 25c

Mackerel
Fat and fine 5¢, 10¢, 15¢, 30¢ Each

Corn Meal
From Old Virginia, made on a water mill, from sweet white corn. "There's a difference." Sweet as a nut. We sell it this way
Three Pounds..... 10c
12 Pounds..... 35c

Ohio Swiss
And Cream Cheese, mild, sweet,
A Pound..... 16c

Smoked Haddies, Trout chunks, Lake Herring, Bloaters, Crab Meat, Lobsters, Shrimp. Pickled, Salted, Smoked, Dried and Canned Fish.

$am B. McKee Co.
Grocers.
Center of Center Market Square.

PEANUT BUTTER
A Pound 16 Cents
Made by McLaren Cheese Co., getting very popular; special this week
A Pound, 16c

RAISINS
4-Crown Muscatels, large, meaty, finest obtainable; eating quality equal to a 30c table Raisin,
A Pound, 10c

PRUNES
A Pound..... 6¼c
Then we have them at 8 1-3, 10, 12½ and 15c, all good value—well worth the price.

PEACHES
We have excellent evaporated Peaches to sell this way,
A Pound, 15c
And the Finest you have seen in many a day
At a Pound, 18c

EVAPORATED CORN
A pound equals 3 cans, excellent for soup or a table dish like canned corn,
A Pound, 10c

Home Raised Potatoes, Fresh Eggs, Pure Lard, Smoked Haddies, Smoked Lake Herring and Trout, Lake Herring in pails, 49c; Cod Fish, Mackerel, Surpassing Cheese in variety, and Lenten Delicacies.

Sam B. McKee Co.
Grocers.
Center of Center Market Square.

Cream Cheese
We have some rare old New York Cream Cheese, with the "bite" that just suits the English and Welch taste,
A pound 20¢

Prunes
A pound 6 1-4, 8 1-3, 10, 12 1-2, 15¢—All excellent value.

PIGS FEET
a pound..... 6¼c
Cooked, in spiced vinegar, ready to eat.

Herring
Fine Round Shore Herring, good size,
A dozen 24¢

Crab Soup
"One of the delights of Maryland cookery." Martin Wagner & Co.'s chef is responsible for it; in large No. 3 cans.
We are selling it this way:
A can 10¢
A Dozen $1.10

Fresh Limes, Brushes, Chamois Skins, Step-ladders, Garden Seeds in bulk and packets, Grass Seed, Onion Sets, Seed Potatoes.

Sam B. McKee Co.
Grocers.
Center of Center Market Square.

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

"Sunny" Millbourne Flour
Demand for our new five-pound sack is very gratifying
Millbourne Mills
63d and Market St.
SHANE BROS. & WILSON CO.
308 Bourse

NO CHARGE
We will send any grocer not selling our goods a free 25c. bottle
GOFF'S HERB BITTERS
The Great Remedy for
Dyspepsia *and* Constipation
Write to-day.
S. B. GOFF & SONS CO., Camden, N.J.
ESTABLISHED 1872

Oakdale Steam Crisp Pretzels Salted
¶Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."
Write for Samples and Prices.
Oakdale Baking Co.
Oakdale Building, Philadelphia, Pa.



Catch the Sharp Appetites

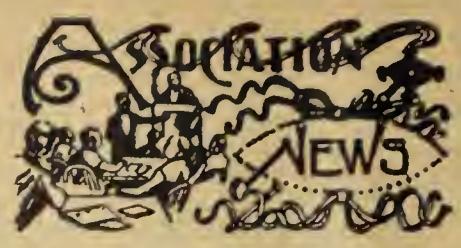
Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia



Seattle, Wash.

The Seattle (Wash.) Retail Grocers' Association is after local and State manufacturers of butter for giving short weight. In a recent investigation made by the association it was ascertained that of the butter now on the market, both bulk and brick goods, but one brand made in Washington is of honest weight.

Secretary Higgins, of the association, recently sent a letter to the butter manufacturers, which said, in part:—

> The question of honest weights in the matter of butter is of as great interest to the manufacturer as it is to the retailer, because the consumers are weighing their goods quite regularly, and refuse, in some instances, to buy certain brands of butter because they are short weight. The retailer, in self-defense, has to place the blame where it rightfully belongs, on the manufacturer.
>
> Personally, I do not believe it to be the intention of the manufacturer to purposely put up the butter in short weight packages, but when the butter of a certain brand shows from ½ to 1 ounce short to a pound without any bricks showing even the fraction of an ounce over-weight, it looks very much to the consumer and retailer as though it was the policy of the manufacturer of such brands to purposely put up short weights. We hope you will call the attention of your employes to the necessity of more care in the packing of your butter.

New York Jobbers.

The New York Wholesale Grocers' Association will take a hand in the effort to prevent the passage of the proposed amendment to the Weights and Measures Act requiring the printing of the net weight on the label. In a circular letter to the members, Secretary Beckmann calls attention to the proposed amendment and urges the members to communicate with their Assemblymen, and otherwise use their influence to prevent the proposed law passing the Legislature.

National Jobbers' Association.

The committee in charge of the coming convention of the National Wholesale Grocers' Association, which will be held at Atlantic City June 3d, 4th and 5th, have sent the following letter to every jobber in business:—

> The annual meeting of this association will be held in Atlantic City, N. J., on June 3, 4 and 5, at the Marlborough-Blenheim.
>
> Every wholesale grocer is cordially invited to attend the meeting.
>
> The "objects" of this association have been outlined to you in a previous communication and presume you are interested in having them accomplished.
>
> Our special efforts have been directed to "pure food" legislation and the enactment of State laws to conform to the National law.
>
> To obtaining recognition from the manufacturer to the end that the wholesale grocer is the legitimate and most economical distributer to the retailer for the manufacturer.
>
> To receiving from manufacturers increased "cash discount" and proper remuneration commensurate with the cost of distribution.
>
> The elimination of "deals and schemes" of manufacturers, which are burdensome and unprofitable for the jobber to handle.
>
> The discontinuance of "subsidizing salesmen" of wholesale grocers by manufacturers, a practice which is not only demoralizinz, but wrong in principle.
>
> Presuming that you are interested in the above and recognize the value of organization among wholesale grocers, your presence at the meeting in June will be appreciated.
>
> Yours very truly,
> ALFRED H. BECKMANN,
> Secretary.

California.

The associated retailers of Placerville, Cal., have put themselves on record regarding wholesalers who sell consumers in the following agreement:—

> TO ALL CONCERNED.
>
> On and after May 1, 1908, the undersigned retail grocers of Placerville will not recognize as wholesalers any firm who sells its goods in any quantity to consumers in the territory in which we sell at retail the same commodity.
>
> The custom of so doing has become obselete with practically all firms who do a legitimate wholesale business.
>
> From above date we will encourage only such wholesale firms or their agencies with our patronage, who wholly refrain from competing with us in the retail trade.
>
> (Signed) THE RETAIL GROCERS' ASSOCIATION, of El Dorado Co.

GOOD NEWS FOR GROCERS.

Opportune Time to Take Advantage of a Big Bargain.

Usually "bargains" are offered by manufacturers who sell to dry goods and department stores. The grocer does not often have a chance to participate in a profitable purchase whereby he can get the same goods he always buys at a price that permits him to make an extra profit.

The pioneer cereal company—the Malta-Vita Pure Food Company—whose fame is known from ocean to ocean, has placed upon the market a superior corn flake, and to make a quick introduction, they offer a liberal free deal on a basis of 1 case free with 7; that is, get 1 case and pay for ⅞ of a case, or 2 cases and pay for 1¾, and thereby make an extra profit of 40 per cent. per case.

A dealer can also profit on the old "stand-by"—Malta-Vita—as the company offer a choice of all wheat, all corn, or assorted, as desired, so that a dealer is enabled to get this extra profit on all cereals sold to his regular wheat flake customers, as well as those asking for "corn flakes."

Their deal closes April 15th, and to the wise buyer belongs the chance to profit by ordering now.

Profit—not a chance—a certainty.



CORN FLAKES that sell—

and sell quickly—the biggest and best 10c p'k'ge on the market. Make us prove our claims by ordering on our

Free Deal

Until April 15th order all corn—all wheat—or assorted as desired and get

1 case free with 7

With 7	cases	1	case	free,	equivalent	to	$2.36	net	per	case	
" 5¼	"	¾	"	"	"	"	2.36	"	"	"	
" 3½	"	½	"	"	"	"	2.45	"	"	"	
" 1¾	"	¼	"	"	"	"	2.45	"	"	"	
" ⅞	"	⅛	"	"	"	"	2.45	"	"	"	

Regular prices $2.85 per case—$2.75 in 5 case lots.

Order thro' your Jobber.

Malta-Vita Pure Food Co.,

Battle Creek, Mich.



"When the Well Runs Dry."

You fellows whose wives help you in your business may think you appreciate 'em, but you don't.

It's a harder thing than you think to properly size up a good wife, particularly if she helps you in the business.

Until you lose her.

You can't lose some wives. You try but——well, never mind.

I know a grocer out in the Western part of Pennsylvania who's up against a lot of trouble.

It comes from appreciating his wife too much. And too late.

He had a dandy wife! I always said she was the real head of his business. They had no children, and they lived in nice rooms over the store. She had nothing much to hinder her, and so she was able to be in the store most of the time.

That wife was one of the best business partners a fellow could have. She kept all the books and did some of the buying. As a matter of fact she could have done it all as well if not better than her husband.

She helped wait on trade, too. She was all right, and I told her husband when she died about three years ago that he'd never in the world be able to replace her. He pretty soon found it out, too.

Yes, that woman was all right. But she worked a lot harder than she had a right to. What's more, her husband let her.

As I say, she died. It hit her husband fearfully hard. They had been practically one person in everything, and when she dropped out of the business it meant a whole lot more work for him.

Just how much he had no idea of until he had to do it.

A couple of years ago he married again. The second could give the first cards and spades on a lot of things. She was a better looking woman and a good deal younger, and she liked to fling her hoof.

Liked to go and have a good time. With the other one the store was all the good time she ever asked for or got.

The grocer knew his second wife was pretty skittish, but thought to himself, she'll settle down and help some a little later. The little later's never come. She's hotter after a good time today than she's ever been before, and as for helping in the store—not guilty!

She simply won't do it. Her argument is that she can't do it—has no knack that way—and I believe she's right.

What would you do if you were up against a contrast like that? The first wife faithful, hard-working, interested in the business, able to run it and indispensable in it, and the second no good at all? At least no good in that way.

I guess you'd do just as he does. You'd tell her. And you'd keep on telling her. And you'd tell her again.

And you'd have scraps and things would go all to hen.

That's exactly what things have done there. That grocer is trying to change a leopard's spots. He's trying to compel his wife to take an interest and do some work in something that she has no interest in and don't know how to work for.

Will he succeed? He will not.

But maybe the poor devil don't appreciate his dead wife now! Didn't he appreciate her while she lived? Not half. But if the poor dead soul has a jealous disposition, she's getting her revenge now, all right, for her memory and her reminiscences are making the life of her successor a regular bear-garden.

The other day I stood looking at the cashier in another grocery store not very far away from the other one. She was a woman of about thirty-five and a hard worker, as I know from periodical visits to the store.

The night I was there she looked tired. It was a sweaty night and there was perspiration all over her forehead.

I didn't say, did I, that she was the wife of the proprietor?

"Your husband certainly ought to appreciate you," I said as I looked down at her sweaty little face.

She laughed a little.

"I hope he does," she said, "but I don't feel sure. I think he takes it as a matter of course.

"We've been married five years," she went on, "and in the beginning I had nothing much to do in the daytime—we board—so I thought I'd like to be in the store. John liked the idea, so I came. Sometimes I think I work harder than anyone else in it. I don't mind it, though."

The grocer just then came back—I've known him for years—and I said:—

"See here, old man, you're working this little woman to death."

He thought it was a joke.

"Pretty healthy looking corpse, ain't you, Jen?" he said with a laugh, and that was all the good it did.

Some of these days Jen may die. These overworked women have a way of doing that.

Will John realize then that she was overworked?

He sure will!

THE STROLLER.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

NEW BRUNSWICK, N. J., *February 29, 1908.*

THE MODEL CASH GROCERY STORE.

GENTLEMEN:—In reply to your inquiry of recent date, we enclose a few sample slices of sandwich dried beef, sliced in the highest style of the art, sliced on Johnson's patented "EVERSHARP." These slices, thin as paper, smooth as glass, soft, moist and delicious, were cut the full size of a six-pound knuckle. The whole knuckle was sliced to perfection in six minutes.

I also enclose, in separate wrapper, some very small, very thin slices cut from the meat that covers the knuckle bone. Please notice that the little nub end of gristle and skin remaining unsliced weighs less than a quarter ounce, every particle of edible meat sliced up in thin, bright, salable slices. Of course we never sell any one a quarter pound of these little slices; but every half or quarter pound we weigh up gets alike its equal share of little and broad slices.

Please note the saving in time—as much work done in six minutes as the best circular-knife machines can do in twenty minutes, and then the quality of our work—slices thinner, smoother and more perfect than any other machine can possibly produce. So moist, so soft, so juicy, so broad, so transparently thin they cause enthusiastic comment wherever introduced, resulting in a large increase of very profitable trade.

We sell our machines for forty-six dollars on small monthly instalments, and every machine can be depended on to more than earn its own cost. If you prefer to pay cash we allow you a liberal discount. Hoping to receive your order.

Respectfully yours,

A. W. JOHNSON.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Full Weight Window.

Herewith is an illustration of a "full-weight" window display for sugar.

Place a pair of scales in the centre of the window and have a carton of sugar on one scale and the weight on the other, exactly balancing it. Arrange cartons of the sugar in the rear and along the sides of the window. In the open space have several cartons of the sugar open so as they can be seen, and in the front of the window spread several piles of granulated sugar, as shown in the drawing. The cartons may contain lump or granulated sugar. but it is more attractive if the goods are mixed. That is, have some lump sugar exposed and also some granulated. The covering of the floor should preferably be of a dark color, for instance, dark green, so as to show off the exposed sugar. Of course the sugar must have no dust or specks among it, as cleanliness is one of the chief factors of the display.

Above the packages of sugar and the scales have a sign calling



attention to the full weight, and add any other desirable matter which is suitable for such an advertisement.

The scales or balances used should be polished up a little so as to add to the effect.

There is no expense connected with the display and when the idea is carried out with little more detail the window will be very attractive.

A Dessert Window.

The illustration shows a very attractive window dressing arrangement suitable for the display of different kinds of desserts and jellies. Have the window spotlessly clean, of course, for nothing adds more to the attractiveness of a display than cleanliness. Cover the bottom of the window with suitable paper and arrange the packages of the goods to be displayed in the manner shown in the drawing.

Then have in the forepart of the window a variety of cooked dishes, such as jellies and puddings. The desserts are not hard to make and the little time that is expended in making up the dishes is well invested. The jellies can be in a variety of flavors and cut fruit can be placed inside the jelly. The dishes, which should be of different designs, should be placed on neat, fancy paper napkins.

Have a sign with a suitable advertisement thereon hung in the centre of the window. The two tapes holding the card from the top of the window can be fastened to the front top corners of the window, while the lower tape may be fastened to the lower rear corners of the window. This display is very neat and appetizing and is sure to draw trade. If desired, small neat cards with the prices



of the goods written on them can be placed in suitable places in the window.

JURGEN N. A. KNOOP.
1512 Poplar street, Phila., Pa.

Pennsylvania News Items.

From every county in Pennsylvania outside of Philadelphia and Allegheny, the Dairy and Food Division of the State Department of Agriculture has collected samples of canned goods offered fo sale, and Dairy and Food Commissioner Foust has ordered thorough analyses of each. Chemists Evans of Erie, Frear of State College, Cochran of West Chester, and Ashman and Steiffel of Pittsburg, are making the analyses, and they have been directed to report not only as to adulterations, but as to misrepresentations in the labels.

Put Your Money in "Chain Stores"

Here is an opportunity for you to invest some money in a chain of meat stores in Philadelphia that will pay you a larger profit than any other safe investment can possibly do.

The PURE FOOD BEEF CO. who now have **Eight** paying meat stores, located at

2112 Ridge Avenue,
2431 Ridge Avenue,
4205 Haverford Avenue,
3508 Haverford Avenue,
749 North 24th Street,
2022 Montgomery Avenue,
726 North 44th Street,
12 North 52nd Street,

are offering for sale a limited amount of their capital stock at

$1.00 per Share

for the purpose of getting money to open additional stores ; new ones are added almost weekly, and it is reasonably sure that when in full operation this stock will pay fully as well as other chain stores do, and it is common knowledge that they pay fully

35 Per Cent. in Dividends

The officers of the Company are practical meat men, and the entire proposition is open to the fullest investigation.

Call or write for particulars.

Pure Food Beef Co.
2112 Ridge Avenue, Philadelphia
A. L. HANWAY, Pres.



Use a Box Yourself

Before you decide positively to stock **Ohio Blue Tip Safety Matches** get a box and use it yourself. We're perfectly willing to rest our ease on that box. Write us for it if you can't get it anywhere else.

You'll find every match perfect, every one instantly ready for business. Just as safe as any safety match and better because you can strike the tip anywhere.

Much safer than any parlor match.

OHIO MATCH SALES COMPANY
NEW YORK, N. Y.
Philadelphia Office and Warehouse
411 Marshall Street.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

To Buy Horse Radish.

Hummelstown, Pa.,
March 26, 1908.

Editor "Grocery World."

Dear Sir:—Please inform me where I can purchase horseradish by barrel, either grated or whole.

Yours truly,
E. Z. Etter.

Robt. McCaulley, Jr., 156 Dock street, and W. S. Sheehan & Co., 118 Dock street, both of Philadelphia.

* * *

The Minimum Price of Trading Stamps.

Bristol, Pa., March 27, 1908.

Editor "Grocery World."

Dear Sir:—I write to ask if you can find out or tell me the lowest possible price which Sperry & Hutchinson green trading stamps can be purchased. I know there is an inside price and would like to find out the same.

Trusting you will be abe to furnish me with the information I ask, I am,

Yours truly,
L. M. Worthington.

To the best of the "Grocery World's" knowledge and belief, there has never been, except in the very early days of the trading stamp scheme, any fixed price for the stamps. The sellers got all they could and the price has generally ranged from $5 per 1,000 down to $2.

* * *

To Help Retailers' Rolled Oats' Profits.

Chicago, March 27, 1908.

Editor "Grocery World."

Dear Sir:—From various comments that have been made by the trade press throughout the country, you are probably familiar with the successful efforts we have been making during the past season to force our principal standard size brand Mother's Oats to a more profitable price to the retailer. In our ads. which have appeared in the trade press we have gone so far as to state that 12 cents is the minimum price at which our package should be sold, this price having appeared on thousands of store cards which we have distributed throughout the country during the past season.

We have followed up this campaign by recently sending out over 200,000 circulars to the retail trade, insisting on their getting the price mentioned. It develops that in most markets, through the work which we have done unaided and unsolicited, the grocers are now obtaining a profitable price on all standard size brands which they are distributing, having made 12 cents the minimum.

We have received splendid support from many of the retail associations and resolutions which are being passed by them with a view of assisting us in the good work are increasing; hence inasmuch as all of the officials of the associations from whom we have heard on this subject heartily approve of our policy, we believe with the timely support of the trade press this movement may be made a national issue at the annual retail convention to be held in Boston in May.

Since the movement so far as rolled oats are concerned does not apply to our brand alone, but should receive the support of all manufacturers who cater to the retailer, and who desire to see him get a fair profit, we feel that the matter is one that we hope will receive the support of your paper, and trust that having satisfied yourself of the correctness of the foregoing statements we may look for some strong editorial comment in your columns on this most important subject, affecting the retail grocers' interests so vitally.

Every grocer in the United States, large and small, handles some brand of standard size rolled oats; hence each can appreciate what this movement means to him, and if it is possible to set in motion a movement that can be brought to a successful issue, so far as rolled oats are concerned, it should result in the grocer, as an individual and as an association, taking up other commodities on which the present margin of profit shows him less than a living profit and place same on a basis of paying him at least a living profit. It is viewing the proposition from this, a broader standpoint, that we respectfully invite your attention to the possibilities of the subject in question.

Yours truly,
The Great Western Cereal Company,
N. H. Armour, Mgr. Eastern Sales Department.

AMONG THE TRADE.

Beginning with April 20th, the members of the Philadelphia Produce Exchange will endeavor to sell fruit and produce under different arrangements as to hours. Instead of opening at midnight as now, which compels retail grocers to lose half their night's sleep in order to get satisfactory stock for the next day's sales, the wholesale places will be kept open from 5 A. M. until 5 P. M. If the plan works it will be a boon to everybody concerned.

—

William H. Sutter and Elmer J. Harding, merchandise brokers, have formed a partnership under the name of Sutter & Harding, and will conduct a merchandise brokerage business at No. 5 South Front street.

—

Suchard's and Peters' Swiss milk chocolate, which advanced 25 per cent. in price several months ago, have declined to the old price during the past week. As reported last week, Cailler's took a similar drop the week before.

You Can Sell These Refrigerators.

Whenever James M. Vance & Co., of Philadelphia, Pa., tell you that they have something at a special price, it will pay you to buy because in coming from them it is backed up by their reputation gained through many years of fair business dealings. They are offering Refrigerators at a price that will appeal to you.

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Just a Few Moments

To call your attention to a line of goods that you should be interested in, all sell well, some better than others. Can we serve you?

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

NEW ORLEANS MOLASSES—It is good business to anticipate your wants in Molasses and stock up before the warm weather sets in. We have good assortment of all grades. Ex. Fancy L. C. Plantation, at 45c.; Ex. Fancy Hardtime Plantation, at 44c.; Engleside Plantation, fancy quality, at 40c.; Cruiser Ex. Choice Open Kettle, at 38c. Also, a Good, Pure New Orleans Molasses, guaranteed to bake well, at 24c.

CANNED LIMA BEANS—Small Green Lima Beans, selected from best stock, Cruiser Brand, per doz., $1.40; Bridgeton Lima Beans, a standard quality, New Jersey packing, per doz., 85c.; Brownie Lima Beans, per doz., 75c.

IMPORTED PEA BEANS—We have a nice lot of Imported Pea Beans, bright, clean goods, bags 225 lbs., per bush., $2.20.

EXTENSION MOP HANDLES—Can be attached to any broom, duster or window washer; can be used as an extension handle to a feather duster, a broom or a dust rag, 1 doz. in a bundle, at $1.80.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice From the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

EXPECTED RESULTS.

Nothing beats confidence in ourselves. The first of the season's enthusiastic efforts were made last week on shad. It was a success. Congratulations. We went in to win. We had the goods. We had the price. These created confidence. First in the conditions. Second in yourselves. Everybody was in your favor. That's how we want you to feel at all times. Stick to the belief that "you can." Never mind the sneers. Never mind the cold water. When the foundation is right—build. Build quickly and strongly and perfectly, looking to the completed structure as you have it built in your own mind.

JERSEY TOMATOES.

Monday we'll take in a couple hundred cases of Jersey tomatoes from the Pennington Canning Co. For one week we'll put them out at three cans for 25 cents. Now, here's something worth talking about. These goods are worth 90 cents at the factory by the carload. It will be the bargain tomato sale of the year. It will make talk. It will make new buyers. Last fall packed, solid selected full 3s. Not one of you ever sold such goods at such a price. Say so to your customers. You ought to write from three cans to a case on every order you take. Put emphasis on Pennington. Point to the name on the can. Tell about poor watery Marylands being sold at 10 cents straight, and say, with truth, that whatever of these are left will go to 12 cents next week. That's the way to make your bargain sale felt.

MEAT—ABOUT HIGH PRICES.

We had to advance our fresh meat prices, of course. Legs of lamb from 16 to 20 cents a pound is a big jump. Best steak from 22 to 25 cents, and roasts from 16 to 19 cents is staggering to the average Saturday buyer. Now's your chance to talk canned tongue, fresh fish, smoked meats, and by the way, canned roast beef, 2s, at 25 cents. The last has been a dead letter since Sinclair opened fire on the packers. Nevertheless, talk it and display it, and prove it to be an economical purchase. People of the poorer class simply must resort to something of this kind. Dig in while the time is ripe and let us clean up this stock.

COMMISSIONS FOR THE WEEK.

Johnston's preserves, in stone pots, 60 cents. Three cents a pot commission. We have twenty-three crates of these goods, and they're usually a good seller at this season. Nearly all the kinds.

American macaroni. "Our" brand, 10 cents straight. One cent commission. Made in the cleanest macaroni factory in the country. Macaroni and cheese is a favorite dish, easily made. Mention this.

Karo syrup, half gallon size, 25 cents. Five cents commission. Another month and you won't hear of Karo until next fall. Do your best with it. The commission is a liberal one, and we make it so as to move a few cases between now and Saturday night.

Usual commission on teas and coffees.

Three cents a pound on peanut butter at 25 cents a pound.

Five cents a keg on Holland herring, Milkers, at $1.

GRENOBLE WALNUTS.

Funny time to talk these, but the less we have to put in storage the better. There's about a bale left which is unusual for us. Make a good show of them. Crack open a few and scatter the cracked ones over the display. Make the price 16 cents a pound. You'll be surprised how many you'll get rid of by judicious

BB

A Special Sale of

Glassware, Crockery and China

B·B

¶ These are THE lines for April pushing—in any store. House cleaning and "moving day" create new needs in these lines in every home and the Merchant will not miss such an opportunity.

¶ Glassware, Crockery and China are featured in our April catalogue.

¶ The book begins with a Special Sale of leader items as extraordinary as you'd expect from our unique facilities. And there is an exceptional plenty of Profit Payers on the regular pages.

¶ Besides the goods—this catalogue of ours contains the Plans for the April pushing of Glassware, Crockery and China in YOUR store.

¶ Make your storekeeping fully resultful—through a Special Sale of Glassware, Crockery and China draw more people to see ALL your goods—THIS April.

¶ Don't delay. Send NOW for our April catalogue (No. D660). Then—PUSH the lines it pays to push in April.

B·B

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE, DALLAS

BB

handling. Hand a cracked one to the men buyers and watch the result.

AN OBJECT LESSON.

Last week the writer opened an account with a most prominent and most desirable customer, who quit dealing at a certain store because the salesman gave her an argument. She returned a ham stating that it was unsound. The salesman couldn't see it and tried to make her look through his eyes and smell through his nose. Avoid this. Don't argue. Don't for any sake try to make a woman believe a thing is all right that she takes the trouble to return as all wrong.

Preserve Eggs a Year with Lard.

New French Scientist Develops a Plan by which He Can Keep One Hundred Eggs a Year with Four Cents' Worth of Lard. Process Said to be Even Better Than the Liquid Glass Plan.

Special correspondence of "Grocery World."

Washington, D. C.,
April 3, 1908.

Consul D. I. Murphy, of Bordeaux, forwards to this country a synopsis from a French journal on a new method of preserving eggs, which, he says, appears to have the double merit of cheapness and simplicity. The article was based upon the experiments of Doctor Campanini, as reported by him in the December bulletin issued by the Italian Minister of Agriculture.

Doctor Campanini, after reviewing the various known means of preserving eggs—by salt water, lime water, silicate of potash, vaseline and cold storage—described his experiments, which showed better results than all others.

His theory is that to preserve eggs some system must be adopted that will absolutely prevent the exchange between the air outside and that inside the egg—for it is this continual exchange that causes putrefaction.

Doctor Campanini selected perfectly fresh eggs and covered them with lard, so as to effectually stop up all the pores. The shells were thus rendered impermeable, the exchange of air was prevented and, the obstruction of the pores not permitting the evaporation of the water, there was no loss of weight. The whites and yellows of the eggs retained their color perfectly and the taste was not modified in the slightest degree. When properly coated with lard—not too thickly—the eggs are put in baskets or boxes upon a bed of tow or fine odorless shavings and so arranged that there will be no point of contact between them—otherwise a mold will develop and putrefaction result. The packing room should be perfectly dry, the question of temperature not being important. By his process Doctor Campanini kept a quantity of eggs for a whole year—through a very hot summer and a very cold winter—and they were perfectly preserved. He says that 4 cents' worth of lard suffices to coat 100 eggs, and that anyone could easily prepare that number of eggs in one hour's time.

HOLT.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

Our registered guarantee under National Pure Food Laws is Serial No. 80

Walter Baker & Co.'s

Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—Coffee mill, Enterprise, No. 18, five foot high, good condition, $10; also printing press, 5x8, hand power, self inker, 3 fonts type, quads, etc., $12. Bargains. C. H. Saxer, S. E. cor. D and Wishart Sts., Philadelphia, Pa. 15

FOR SALE.—1600 shares Finley Acker Co. preferred stock, 6 per cent. Dividend payable quarterly. One payment due May 1st. At par, $1 per share. A good investment. Arthur Yeakel, 4664 Frankford Avenue, Frankford, Pa. (Phone.)

FOR SALE.—An old-established, up to-date grocery store, doing a good business, that will stand close investigation. Owner wishes to retire from business and will rent the large, well lighted and heated store rooms with large refrigerator and stable in rear, very cheap. This is an excellent chance for some one. Address, G. F. J., "Grocery World," Philadelphia, Pa. 15

FOR SALE.—Three-shelf revolving vegetable display stand with mist machine attachment. Nearly new. Price, $8.00. Mrs. E. H. Hoffman, Malvern, Pa. 17

FOR SALE.—Walker Pivot Bin, shelving, coffee mill and butter box, cheap. Apply, Hobson Bros., Narberth, Pa. 17

FOR SALE.—One of the most up-to-date grocery stores in a live New Jersey manufacturing town of about 18,000 inhabitants. Best location in town, doing over $20,000 business per annum, 90 per cent. sales cash. Stock and fixtures will inventory about $3,000. This will stand the very closest investigation. Full particulars to anyone meaning business; no time for triflers. Address R. M. C., "Grocery World," Philadelphia. 14

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 286.—Near Chester, Pa. Store 27 x 125 feet. Does $37,000 yearly, three-quarters cash. Stock $2,500 to $3,000. Uses three teams. Good house adjoining, within twenty feet of store and stable. Nets clear 8 per cent. above everything. Bad health cause of selling. Price inventory.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 340.—In West Philadelphia. Groceries, meats and provisions. Size 24x60 feet. Does $45,000 yearly. Three fourths cash. Stock carried, $2,500. Uses two teams. Actual net profit, 12 per cent. Reason for selling, ill-health. Established 21 years. Price inventory. Fixtures will run about $1,500. Amount required, around $3,800. No dwelling.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22x60. Does $500 weekly, all cash. Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 348.—In booming New Jersey resort Cash Grocery, doing a yearly business of $20,000, can be greatly increased. Well established. Will sell at inventory. Stock about $1200. Will stand fullest investigation. Owner has another store in another town and cannot attend to both.

No. 351.—In southern Philadelphia. Tea, coffee and groceries. Size, 17x40 feet. Does $16,000 yearly, all cash. Splendid

transient trade—3,000 people pass the store every two days. Stock only about $100. Net profits, 12½ per cent. Owner has trouble with help and wants to retire. Fine place for man and wife. Price asked, complete, about $700, including fine National cash register.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

LIVE AT THE SEASHORE.

A cash payment of $1,000, with security for about $500 more, will get a live grocery store at Wildwood, N J., the cleanest, most progressive seashore resort on the Jersey coast. Size, 18 x 60. Does $20,000 a year, all spot cash. Stock about $1,200. Uses one team. Clears 10 per cent. actual net profits. Owner has other business at a distance. Price, inventory, will run from $1,500 to $1,700.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24 x 60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

GOOD WEST PHILADELPHIA STORE.

Owner of a fine West Philadelphia grocery is obliged to go South and offers his store for sale. Groceries, meats and provisions. Size, 25 x 72 feet. Loes $500 yearly, nearly all cash. Stock will run about $1,000. Clean net profits 10 per cent. Uses one team. Fine fixtures. Will sell complete for $2,000, or at inventory throughout. Cash, good security, or property.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

AN UNUSUAL BUSINESS

We offer now a wonderfully profitable business in meats, poultry, butter and eggs. Located near Philadelphia. Does $1800 weekly, 65 per cent. cash. Average stock is only $1000 as it is turned very rapidly. Uses two teams. Nets clean profits of 12½ per cent. Real estate if wanted. Owner started this business thirty three years ago and wants to retire. Does some small manufacturing, such as sausage and has fully equipped plant. Price complete, which is simply inventory, is about $7000.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SEASHORE GROCERY DEPARTMENT FOR SALE.

The owner of a large department store in the cleanest seashore resort on the Atlantic Coast offers his grocery department for sale; the whole place is too big for him. Does $42,500 yearly; 20 per cent. cash; 50 per cent. weekly, 20 per cent. monthly and 10 per cent. seasonable. Present stock $4,300, but this includes a lot of futures and can be reduced. Fixed charges moderate. Net profits 9 to 10 per cent. Price inventory. This is an unusual chance.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED—Traveling salesman for large spring wheat flour mill. Previous experience selling flour not strictly necessary. Must, however, be a man with a good record for successful salesmanship in some specialty line. No other than high-grade man need apply, as the work requires a high order of salesmanship. Good opportunity for advancement to highly competent man. Address 8580, "Grocery World," Philadelphia. 14

WANTED—A good salesman for New York State, from Albany west; must know tea, coffee and spice trade. Address Samuel Wilde's Sons Co., 11 Dutch street, New York. tf



ABSORBINE

Removes the inflammation and Bunch. Restores the Circulation in any Bruise or Thickened Tissue, without blistering, removing the hair or laying horse up. Pleasant to use, clean and odorless. $2.00 per bottle delivered. Book No. 1 free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Bunions, Corns, Chilblains, Sprains, etc., quickly. Genuine manufactured only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.



"If I go into the class-room to demonstrate the action of a stimulant and tonic food-beverage, I use Blooker's Cocoa; I cannot afford to employ any other."

W. H. MORSE, M. D.,
Consulting Chemist.

American Depot, 46 Hudson St., New York

Anker's **Bouillon Capsules**

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.



ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company

QUINCY CHICAGO BUFFALO

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. April 6, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.20 per bunch
Selected, 8 hands, packed 2 in crate	1.15 per bunch
Selected, 8 hands, packed 3 in crate	1.10 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.35 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.60
Fancy Brights, 150-176 size, per box	2.75
Fancy Brights, 200-216 size, per box	2.65
Fancy Brights, 250 size, per box	2.50

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$2.70
Fancy quality, 126 to box	2.75
Fancy quality, 150-176 to box	3.00
Fancy quality, 200-216 to box	2.90
Fancy quality, 250-288 to box	2.65
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.65
Extra choice, 150-176 to box	2.90
Extra choice, 200-216 to box	2.75
Extra choice, 250 to box	2.65

CALIFORNIA LEMONS.

Fancy quality, 300 to box	2.75
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.65
Choice quality, 240 and 270 to box	2.50
Choice quality, 300 to box	2.50
Choice quality, 360 to box	2.60

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$2.75
Choice Messina, 300 size, per box	2.60
Choice Messina, 360 size, per box	2.75

ALMERIA GRAPES.

Fine quality, kegs, 61 lbs.	$4.50
Choice, kegs, 61 lbs.	3.50
Good quality, kegs, 62 lbs.	3.00
Good quality, kegs, 60 lbs.	2.50

Get People In Your Store

There is no surer way of doing it than to have a handsome display of the right kind of fruit.

You can make this end of your business more profitable than any other department if you get the right goods at the right prices, and you can do both at

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



The Greatest Fly Catcher Ever Invented

FLY RIBBON has gone through several successful seasons. Sells at sight.

FLY RIBBON has all the advantages, and none of the disadvantages of the ordinary fly paper. Catches mosquitoes as well, and frees the house of the disease-carrying insects.

FLY RIBBON does not drip. Is neat, clean and economical. Retails at 5 cents.

CATERPILLAR GLUE for the protection of ornamental and fruit trees, keeps moist for several months.

MANURENE—The Magic Plant Fertilizer.

Address Dept. D. for samples, circulars, testimonials and prices. On account of the big demand, place your order at once.

THE FLY RIBBON MFG. CO.

202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.11
No. 2 Rio	.09½
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Ooleng	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.50
Wagner's, 3 lb., plain, 2 doz	1.05
Wagner's, 3 lb., sauce, 2 doz	1.10
Excursion, 3 lb., sauce, 2 doz	.90
*Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1 35
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.65
Pin Money, standard early June, 2 doz	1.15
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.9[illegible]
Standard, 3s, 2 doz	.85
Gallon, ½ doz.	2.95
Fair Quality, 3s	.80
2s, 2 doz	.65

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1 45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ½ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.30
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	8.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 oans	9.50
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1.50
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.15
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	09
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.12
Best, 25 lbs	.13½
Apricots—	
Evaporated, 25 lbz	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.08
60- 70, 25 lbs	.07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.05½
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb packages	
Sultana, bulk .25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.06¾
No. 2 Head, bbls. or 100 lb. sacks	.05½
No. 3 broken, bbls. or 100 lb. sacks	.04½
Japan, 100 lb. sacks	.05½

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.70
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 8s, 3⅓ to bbl	2.23
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per doz.	.90

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2.45
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O.	.30
Julian F. Bradshaw's Melasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
OrangeBrand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz.	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	At very lowest prices day order is received.
Cut loaf	
Powdered	
XXXX, powdered	
Cubes	
Fine Granulated, American	
Fine Granulated, 100 lb. sacks	
Confectioners' A	
No. 1, A	
Light Yellow	
Fine Granulated, 2 lb. bags	
Fine Granulated, 5 lb. bags	

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.00
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.35
Red Cross, 4 doz	4.60
Star, 4 doz	4.65
Dime Brand, 4 doz	3.75
Lion, 4 doz	4.50
Premium, 4 doz	4.25
Hires' Silver, 4 doz	4.45
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.10
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.75
Our Pet, baby size, 6 doz	3.60
Peerless, small size, 4 doz	1.90
Peerless large size, 4 doz	3.50
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 8 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	8.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 200 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	8.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 86 lb....per lb.		.08
White Castile, 86 lb....per lb.		.10
Conti, imported Castile, 36 lb....per lb.		.13
Oat Meal....per doz.		.40
Glycerine....per doz.		40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.85
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand....per bbl.		2.50
American Scourer	100	3.75
Bon Ami, 10c. size	8 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen per case,	2.90
Quarts, 2 dozen per case,	2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen per case,	1.95
Tins, 2½-lb., 2 dozen per case,	2.30
Tins, 3-lb., 2 dozen per case,	2.50
Tins, 5-lb., 1 dozen per case,	2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, oonnt 85@ 95	32.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 300@400	23.00
Norway, count 400@450	22.50
Norway, count 300@350	27.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
	Per lb.
Codfish—	
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.33
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fuchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½

Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2½s	3.20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2.40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2.75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ½s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb
Seeded Raisins—	
Fancy, 1-lb. cartons	.09¼
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08½
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2¾-in., 10 lbs	11½
2½-in., 12 lbs	
2¾-in., 12 lbs	.09
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.06¾
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 50-lb. case	.10
Persian Dates—	
60 lbs	.05¼
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.08
40x50, choice	.07
50x60, choice	.06¼
60x70, choice	.06¼
70x80, choice	.06
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in cartons—	
Fancy 40x 50	.10½
50x 60	.09½
60x 70	.08½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs	
Unpeeled, fancy, 25 lbs	.14
Extra Choice Muir	.13½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ½s, accord'g to qual.	19.00@35.00
Mushrooms, ½s, accord'g to qual.	15.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Butter	7
Provisions	43
Dressed Sheep and Lambs	44
Lard, Pure and Compound	44
Dressed Beef	44

DECLINES.

	Column.
Canned Asparagus	10
Flour	29

ADDITIONS.

Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	56 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	56 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	38
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	16
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	23
Meats	13
Soups	25
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	16
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	29
Flour, Self Rising	29
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SUGAR.

Confectioners' Lozenge, XXXX	5.65
" Powdered	5.65
" Crown A	5.85
" Crystal A	5.50
" Coarse Granulated	5.75
Eagle Tablets	6.80
Crystal Dominoes	7.85
Cut Loaf	6.50
Patent Cubes	5.75
Powdered	5.60
Extra Fine Granulated	5.60
Coarse Granulated	5.60
Granulated	5.50
Fine Granulated	5.50
" in 50-lb. bags packed 2 in 100-lb. bag	5.55
" in 25-lb. bags packed 4 in 100-lb. bag	5.55
" in 10-lb. bags packed 10 in 100-lb. bag	5.65
" in 5-lb. bags packed in bbls	5.70
" in 5-lb. bags packed in 100-lb. bags	5.70
" in 2-lb. bags packed in bbls	5.80
" in 2-lb. bags packed in 100-lb. bags	5.80
" in 2-lb. cartons in cases	5.70
" in 2-lb. paper packages in cases	5.70
Confectioners' A	5.30
1—Keystone A	5.25
2—American A	5.20
3—Centennial A	5.15
4—California A	5.10
5—Franklin B	5.05
6—Keystone B	5.00
7—American B	4.95
8—Centennial B	4.90
9—California B	4.85
10—Franklin Extra C	4.80
11—Keystone Extra C	4.75
12—American Extra C	4.70
13—Centennial Extra C	4.65
14—California Extra C	4.65
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, Englisb Breakfast, Gunpowder, Mixed Tea — .50

Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas — .40

Tetley's Tea — Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades — per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels	per lb. net	.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20
¼ lb. silver bags	" "	.21

Packed in cases containing 100 pounds.

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McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz. per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's, ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

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Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purity Brand 5 " ½ " "	6.00
" 1 " 1 " "	1.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	3.60
" " 3, "	3.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Brown's, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	.10 @.12½
" Fancy	.09½@.10½
" Choice	@.09½
Maracaibo, Strictly Fancy, Mild	.12 @.12½
" Choice	@.11½
Washed Caracas, Fancy	.14 @.14½
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ⅛ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@ 12
" Prime	@.10½
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drivo	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Arlosa	15½	15 25/100
Lion	13⅜	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins	.26
Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.24

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 200 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35

Levering Coffee Co.—	
Tourist, 40 or 60 2 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	.14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essonce, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05⅞
" English Ground, bags about 160 lbs.	.05¾
" Francks', stick, 65 lbs	.06⅛
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04⅛

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz.	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.32
" First, "	.31
" Second, "	.29
" Third, "	.28- 30
" Imitation, 30-60 lbs.	.25-.27
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.33
Ladles, 30-60 lbs., bakers' use	.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.35
B. B., E. D. brands, 20-50-lb. boxes	34
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.33
Sheaf ("400") Elgin, 20-50-lb. boxes	.32
Sheaf	28.-.31
Milhen Farm, lbs. and ½ lbs	.36
Gurnse, pounds or half pounds	.34
Belle Spring	.32

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅜
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " " per box	2.20
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1¼	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4 50
Mason's, quarts, per gross	4.75
Mason's, half-gallons, per gross	6.75

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Jelly Tumblers—	
Barrels, 22 doz. per doz.	
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 2 doz. cartons, per lb.	.45
" medium, 2 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

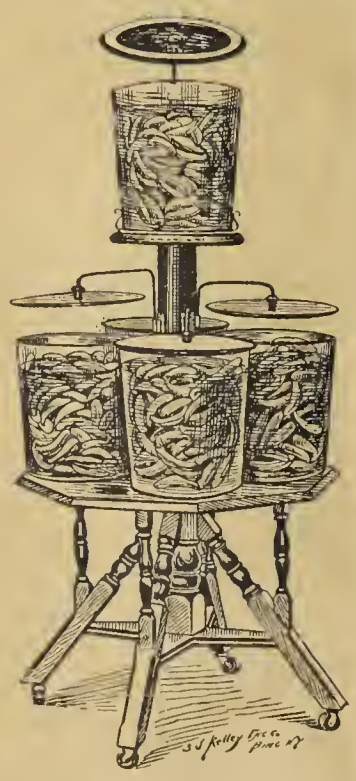
COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage "	.25
" Thymo "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz. per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz. per doz.	.90
¼-lb. square cans, 2 doz. "	.85

CANNED GOODS.

Tomatoes—	Per Doz
Mrs. Hancock's Frying	1 22½
Frying, Good Luck Brand	
DuBois' Frying	1.15
Jersey King, No. 3, Standard Jersey	1.00
Blue Hen Chickens, No. 3	.92½
Silver Lake, fancy, Jersey	1.07½
Heffecker's, standard, No. 3	.82½
Plantation, No. 10, 1 doz	2.75
Silver Lake, No. 10, 1 doz	3 00
Golden Rule, No. 3, off standard	81½
Alta, No. 2	.65
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1 00
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.60
Mikado, Penna., fancy	.95

A Fixture You Need



Our Five-jar Fixture, one of the useful and ornamental fixtures you can have. Made in both oak and cherry, 3-coat finish. No old style hinges; but the lids lift and spring to right, thus completely exposing the contents.

Occupies no more room than a 4-jar fixture, is a silent salesman, and helps to make a grocer proud of his store. All trimmings nickeled.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

WHY AND BECAUSE

Why has the Exton Cracker kept growing in popularity from 1847 to 1908? Because you can induce people to buy some other oyster cracker only *once,* and because you can induce them to stop using the Exton only *once.* Why does the Exton cracker *lead* and the others *follow*? Because there *is* no other oyster cracker for the *Exton* to follow, so it *must lead.*

"The Best Known and Known as the Best"

A. EXTON & COMPANY
Trenton, New Jersey

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co., Distributing Agents, 116 S. Delaware Ave., Philadelphia

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
31 South Front Street

—9—

Boyer's, 2s	.75
Acorn, 3s	.98
Acorn, No. 2	.70
Safe, No. 2	.55
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sance	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1 05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sance	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauee	1.05
Martin Wagner Co., Mldnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. ..... per doz.,	1.80
2-lb. cans, 3 doz. ..... "	1.40
1-lb. cans, 4 doz. ..... "	.90
1-gal. cans, ½ doz ..... "	5.00
Sunnyslde Pork and Beans, plain or In sance—	
3-lb. cans, 2 doz ..... per doz.	.95
2-lb. cans, 3 doz. ..... "	.70
1-lb. cans, 4 doz. ..... "	.45
1-gal. cans, ½ doz ..... "	3.00
Red Kldney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. ..... per doz.	.82½
Corn—	
Kornlet	1.75
Paris, fancy Malne	1.20
American Beauty, extra fancy, Shoe Peg	.87½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.82½
Shoe Peg, Osborn's	.72½
Mark, crushed	.65
Rex, No. 2, Fancy Whole Graln	.67½
Vanity, No. 2, Whole Grain	.65
Royal Exchange, Whole Grain	.62½

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10 75
Boyer's, Mldgets	1.85
Boyer's, Extra Sifted	1 50
Boyer's, Slfted	1.35
Boyer's, Early June	1.15
Parrot Junes	1.05
Jumbo June	1.10
B. F. F. Junes	
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.05
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
Splnach—	
Champlon, No. 3	1.17½
Shawnee, No. 3	1.27½
Farren's, No. 3	1.20
Farren's, No. 10	3.85
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.10
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra faney, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz	2 35
Asparagus—	
Superior, large, No. 2½	4.10
Staple, medium, No. 2½	3.50
Swan, medium, No. 2½	3.75
Del Monte Tips, No. 1½	3.60
Extra Tips, No. 1½	3 50
El Dorado Tips, No. 1½	3 35
El Rlo, medium, No. 2½, 2 doz	3.45

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2.75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherrles—	
Extra quallty, 2½s	3.40
Extra standard, 2½s	3.30
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.60
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.22½
Lake View, No. 2½, yellow free	2.10
Oak, Sllced, Lemon Cllng, No. 1, 4 doz	1.60
Columbus, No. 2¼, pie peeled yellow free	1.87½
Columbus, No. 2¼, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.90
Keystone, No. 3, 2 doz	.95
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pltted, No. 2	
Flour City, whlte, No. 2	1.60
Peaches—	
Maryland Leader, yellow, No. 3	1.90
Maryland Leader, white	1.85
P. & B. yellow, No. 3	1.80
Gypsum, No. 3, pie	1.45
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.30
Ayres Good, No. 3	1.10
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.50
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhnbarb—	
Ayres, No. 10, 1 doz	
Strawberries—	
Anchor, No. 2	1.00
Jumbo, No. 1, 4 doz	1.10
Silver Lake, No. 2	1.75
Defence, No. 2	2.00
Pineapple—	
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian Rlver, E. & C., No. 2	1.65
Terrapln, E. & C., slIced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.65
Wallace, E. & C., slIced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	.95
James, No. 3, ple, grated	.90
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineappie, extra preserved.

Chop Tan Hin, ⅞ lb., cubes	.75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.17½
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 00
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.30
B. & M., No. ½, flat, 4 doz	2 35
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¼, flat, 4 doz	2.90
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.25
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Pickert's, soused, No. 2, 2 doz	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.80
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.95
Boyer's, No. 2, 2 doz	1.82½
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.87½
Victory, No. 1, 2 doz	90
Klppered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	85
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1 25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.35



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.35
White Raven, ½s	.95

Plain.

Chancerelle, ⅛s, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
⅛s, Martels	13.25
Morel, ⅛s, boneless	17.50
¼s, Aurora, smoked	
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.25
¼s, Fox, 100 cans	3.40
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	2.50
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	6.90
" with key, No. 14, ⅛ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ⅛, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.20
Kingan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ¼ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Taploca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.12
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozenges	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.90
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate	per jug .85

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?



40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

Do You Want to Make $300 More Every Year?

It is a mighty nice thing to be able to increase your profits by such a tidy sum as $300 a year on an investment of less than $20, but that is what you can do if you will put in an **Acme Peanut Roaster** (equipped for kerosene, gas or gasoline), the simplest and cheapest automatic roaster made. Anybody can operate it. There is nothing to get out of order and little or no expense in running it.

Give your customers a chance to buy freshly roasted peanuts and you will make from $1 to $3 a day. We would like to tell you more about it.

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.



If you could see some brands of rennet made, you'd never offer them to your customers in a thousand years!

Filthy, unclean and nasty! We wouldn't sell such rennet if we had to work in the streets!

James T. Shinn's **Liquid Rennet** is guaranteed to be perfectly and absolutely clean. It's the best in other ways, too—strongest, purest and most profitable.

It makes you 100 per cent.

SHINN & KIRK, 1400 SPRUCE ST., PHILA., PA.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ½-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.32
" ¼-lb. " "	.33
Premium Chocolate, ½s, 12 lbs	.33
" ¼s, 12 lbs	.34
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hershey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.48
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—

Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36

Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35½
" ½-lb. tins, 6-lb. boxes, per lb.	.33½
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.33
Sweet Clover, ½s, 6-lb, per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ½s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ½s, 12 lb. "	.31
" " ½s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to balt case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.90
Defiance, 4 doz	3.90
Magnolia, 4 doz	4.75
Rose, 4 doz	4.20
Dime, 4 doz	3.55
Winner, 4 doz	4.20
Baby, 1 doz., glass	1.90
Red Cross	4.50
Peninsular	4.50
Leader	4.30
Banner, 4 doz	4.40
Star, 4 doz	4.50

EVAPORATED MILK.

Peerless, family size, 4 doz	3 50
Peerless, 5c. size, 4 doz	2 60
Yacht, family	
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.90
Pet, 10-c. size, 4 doz, per case	3.45
Pet, 5-c. size, 6 doz, per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.35
Van Camps, 4 doz., large	3.90

HIRES CONDENSED MILK AND CREAM

Per case.



Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

THEY WILL WALK BLOCKS OUT OF THEIR WAY TO GET THEM

When a woman gets hold of a broom that lasts two or three times as long as the ones she has been buying, she will walk blocks out of her way to get that kind of a broom again.

We are making this kind of brooms **only.** Try a dozen, tell your trade that they are the finest ever put on the market and CHIPMAN BROOMS will keep people coming to your store regularly, if nothing else will. **$2.25 per doz.** is our price for a broom that retails for 25c., and any one of your customers will pay 30c. for them and be satisfied.



Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.

NO POISON HERE



This pictures the famous **Steel Jar Cap,** the one that doesn't get a poisonous corrosion on it when it seals a jar of fruit. Wouldn't your customers like to know this? Won't they buy it when they learn that it doesn't cost any more than the old-fashioned zinc kind? Sure they will.

THE WM. GLENNY GLASS CO., Cincinnati, Ohio

EGG INSURANCE



To Deliver I M. Dozen Eggs Costs You



IN PAPER BAGS

Standard Bags per M,	$1.20
Twine, 2 Balls,	.10
Clerk's Time Handling and packing, 1 minute each doz., 16⅔ hours at 15c.,	2.50
Breakage, average 8 eggs per case of 30 doz., 33⅓ doz. at 24c.,	8.04
	$11.84

IN STAR EGG CARRIERS

1 doz. No. 1 Star Egg Carriers,	$2.25
1 M. No. 1 Star Egg Trays,	3.00
Clerk's Time filling Carriers, 5 sec. each doz. 4 1-6 hours at 15c.,	.63
	$5.88
(Can be emptied in 1 second.)	
	$5.96
1 doz. No. 1 Star Egg Carriers left on hand when eggs are delivered,	2.25
AMOUNT SAVED when delivering with STAR EGG CARRIERS and TRAYS,	$8.21

IN PASTEBOARD BOXES

For 1 M. Pasteboard boxes,	$ 5.50
Breakage, 1 egg every 3 doz. delivered,	8.04
Clerk's Time, handling, setting up and packing, 15 hours at 15c.,	2 25
	$15.79
Delivering with STAR EGG CARRIERS and TRAYS, cost as specified in opposite column,	3.63
STAR EGG CARRIERS SAVE YOU,	$12.16

Star Egg Carriers Prevent Miscounts

STILL GREATER SAVING BY USING NO. 2 SIZE, AS PER CUT ABOVE.

THOUSANDS HAVE BEEN CONVINCED. WHY NOT YOU? A TRIAL ORDER WILL DO IT.

Star Egg Carrier & Tray Mfg. Co., Rochester, N. Y., U. S. A.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅓s and ½s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs	.11
" " in boxes, 25 lbs	.10½
" " in barrels, 140 lbs	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs	.10
Bakers', Macaroon, barrels, 140 lbs	.10½
" Slice, " 120 lbs	.10½
" Strip, " 120 lbs	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08⅓
Oyster "	.08	.08⅓
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07⅓	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08⅓	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08⅓	09
Fruit Gem		.08
Grandma Cookies	.08⅓	.09
Honey Jumbles, XX	.09⅓	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09⅓	.10
Iced Vedette Wafer	.07⅓	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07⅓
Orange Cookies	.07⅓	.08
Quaker City Mixed	.07⅓	.08
Salted Strips	.08⅓	.09
Sa ltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07⅓	.08
Sunshine Cookies	.07⅓	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06⅓	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1.00
Milk Lunch	1.00
Our Ginger Snaps	50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

—23—

Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars.....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 1 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
.....loaf,	.26½
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin.....per lb.	.26
" 1-lb. tins.....per case	3.25
Camembert, in wood boxes.....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese.....per lb.	.18
Brick Cheese, No. 1..... "	.16
English Dairy Cheese..... "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box..... "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 doz. in case..... "	2.40
Picnic size, 2 doz. in case..... "	1.35
Trial size..... "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	1.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box..... "	1.40
Neufchatel (Cow brand), 15 in box.....per box	1.05
Star Cream, or Phila., 12 " ..... "	1.20
Miniature Cream, or Phila, 18 " ..... "	1.10
Hand Cheese, 8 doz..... "	1.35
" 4 " ..... "	.70
" 4 " Thuringer..... "	.85

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Farmer Hand Cheese, 4 doz. in box.. per box	1.45
Schutzen Cheese, 12 in box..... "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages.....per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon)..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, Imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short.....per lb.	.24
" " long..... "	
" Mortadella, Dry.....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75..... .....per doz.	1.40
" Cervelat (E), 50 and 100-lb. boxes, .19½; less	.21
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .18; less	.20
" Cervelat, Crescent, 50 and 100-lb. boxes, .15; less	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22; less	.24
" Salami (E), 50 and 100-lb. boxes, .19; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17½; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less	.17
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham..... "	.28
" Petit Delicatess Frankfurters, plain, per doz	1.00
" Petit Delicatess Frankfurters, with Saner Kraut.....per doz.	1 00
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck..... "	.18
Mettwurst, half-round..... "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.14
Smoked Thuringer Blutwurst..... "	.18
" Pfefferwurst..... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz	4.75
" (Derby Brand), quart glass jars per doz	5.75
" (Derby Brand), 10-oz. jars, per doz	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass..... "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

They Look Alike But Aren't

At first glance all starches look alike, both Laundry and Corn Starches. There is really a heap of difference, though it takes use to bring it out. In other words, if you sell a poor Starch your customer will find it out before you will.

Take our word for it, no Starch has ever been quite so fine and good as **Murdoch's Laundry and Corn Starch.** With manufacturing improvements of our own, and a genius for the most painstaking care, we are producing goods we are proud of.

Does it commend itself to you that we are independent of any Trust?

Oswego Maize Products Company
Oswego, New York

Do You Buy Pasteboard or Apples when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY
A card brings delivered quotations.

E. V. Peirson & Co., Newark, Wayne Co., N.Y.



MAKE MONEY SELLING FINE FISH

¶ Winter-caught goods are taken at a temperature of 40° below zero. They freeze hard as rocks instantly. This insures the delicious flavor that has made them so famous.

¶ Our lower lake fish are ***unexcelled. Maximum quality at minimum cost.***

NIAGARA FISH CO.
LAKE ST., BUFFALO

has for years made a special study of these varieties and the conditions that place them, perfect, into your hands.

¶ ***Right now*** is the best time to send for our exquisite fast-day art calendar and our price-list. Remember who

SUPPLIES THEM

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ⅛bbl. 5.50	60–75
" milkers, " ⅛ bbl. 6.50	75–85
" mixed, Standard, bbl. ⅛ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl. ⅛ bbl.	
Scotland Herring. mixed, large fulls, bbl. ⅛ bbl. 8.00	
" milkers, large fulls, bbl. ⅛ bbl. 8.00	
Marinirte Herring, Imported, about 40 in pail.	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail.	1.00
Norway Stockfish, dry per lb.	15
Matjes Herring per pail	

BISMARCK HERRING.

Pint size, round tins, with key per tin		.20
Quart " " " "	"	.35
2 Qt. " " " "	"	.55
4 Qt. " " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand) per keg		.75
" 5-lb. pails per pail		.55
" 10-lb. pails "		1.05
Cut Spiced Sardines, por 10-lb. pail	"	.75
" " 5-gal. keg per keg		2.75
Russian Sardines, in glass jars per doz.		2.25

NORWAY ANCHOVIES.

Original Package per ⅛ bbl.		5.50
Repacked in 5-lb. pail per pail		.60
" in 10-lb. pail "		1.10
" in 5-gal. kegs per keg		2.75
" in ½-lb. flat tins per doz.		.95
" in ½-lb. tall tins "		1.50
" in 1-lb. tall tins "		2.00
Fancy Kegs—1½ keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 190z per anker		16.00
Repacked—kegs, about 8 lbs per keg		3.25
" pint jars per doz.		6.00
" large tumblers "		2.25
" small tumblers "		1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.			19.50
½ " "	10.50	¼ " "			10.50
¼ " "	5.50	⅛ " "			5.50
⅛ " "	2.75	1/16 " "			2.75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000	per cask	
50 " bbl.— " 1200	per bbl.	
15 " keg— " 500	per 100	
10 " keg— " 300	"	1.00
5 " keg— " 150	"	
10 lb. pail— " 50	"	

DOMESTIC SOURKROUT.
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusso (Pfeffernusso) per lb.		.18
Spitzkugoln "		.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg per bundle		.30
Basler Lebkuchen, No. 1, 6 " "		.50
" " No. 2, 6 " "		.75
" " No. 3, 6 " "		1.00
Amandines, 9-lb. tins per tin		5.25
" small tins "		.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern per lb.		.10½
Potato Flour "		.08
German Dried Pears "		.14
Dried Mushrooms "		.60–1.00
Juniper Berries "		.08
St. John's Bread "		.05
Bay Leaves "		.06–.08

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COTTOLENE.

30 2-lb. tins per case		6.25
15 4-lb. " "		6.25
6 10-lb. " "		6.25

Freight prepaid on twe-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.18
Western	.17

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.16
New York, Full Cream, new, 1st's, 40-lb. bxs.	.14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Pasto, 5-lb. cans, per lb		.28
Anchovies, in oil, ⅔ bottles		4.50
" " ¼ "		3.25
Anchovy Paste, fancy, per doz		4.75
" plain, per doz		3.75
Bouillon, Burnham, pints, 2 doz. in case		3.75
" " ½ pints, 2 doz. in case		2.00
Capers, Nonpariel, ½ gallon kegs		1.50
" " Quart, glass per doz.		7.00
" " bottled, ⅔ size .per doz.		2.35
" " " ½ " "		1.90
" " " ¼ " "		1.15
Canton Ginger, large pots, cases 6 jars, per case		4.65
" med. " " 12 " "		5.00
" small " " 24 " "		4.75
Cherries in Maraschino, in glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. csc. p. dz.		.90
" " 3 lb., 2 dz. case "		2.20
Currie Powder, pints, per doz		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ½'s		2.65
" ¼'s		5.00
" ⅛'s		9.85
" 1's		18.50

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French Peas, Extra Fins, por case		18.00
" Fins, por case		16.00
" Moyen's, per case		13.50
Hill's Irish Oatmeal, 14-lb. tins, 10 per case		12.00
Huntley & Palmer's Petit Beurro Biscuit, lb		.19
" " Dinner Biscuits, per lb		30
" " Breakfast Biscuits, per lb.		.32
(Packed 7 lbs. and 5 lbs. in a can.)		
Red Pepper, Ring, pints, per doz		1.25
" " ½ pints, per doz		.60
Salt, in 4-doz. stone jars		1.75
Morris' Extract of Beef, 4 oz., per doz		6.50
" " " 2 oz., "		3.55
Anker's Extract of Beef, 120 vials		4.00
" " " 4 oz. per doz.		4.00
" " " 8 oz. "		7.25
" " " 16 oz. "		13.50
Theodore Marquet Mushrooms:—		
First Choice		27.00
Choice, 100 tins per case		25.00
Extra, " "		
Hotel, " "		23.00
Truffles, 1 per tin,		.30
" 1/8 "		.55
" ¼ "		1.15
" ½ "		2.25
Shrimps, Pickled, small size		1.15
Dunbar's Shrimps, 2 doz., per doz		2.25
" Figs in Cordial, 1 doz., per doz		5.00
Bishop's Figs in Cordial, 1 doz., per doz		6.50
Crystallized Ginger, 1-lb. tins, per doz		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz		3.60
Victor Rose Water, per doz		2.25
" Peach Water, per doz		2.25
Pitted Olives, per doz		5.25

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50

A new product from an old house

DIXON'S
POWDERED
STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

WASHBURN-CROSBY CO'S
Gold Medal Flour



Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.50
Gold Medal	6.10
Millbourne	6.10
On Top	6.40
Ceresota	6.10
Pillsbury's Best	6.10
Taylor's Fancy	5.40
Semper Idem	4.75
Pride of the West	5.15
Sunbeam	5.05
Quaker City	5.70

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	2.50
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.85
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	3.15

FARINACEOUS GOODS.

	Per Bal.
Corn Meal—	
Lea's, white, Table, 100 lbs.	2.00
" yellow, granulated, 100 lbs.	2.00
" " table, 100 lbs.	1.95
Western yellow, granulated, 100 lbs.	1.75
Western white, granulated, 100 lbs.	1.65
Quaker, 36 packages	2.85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05⅝
Marrows, Fancy N. Y. State, grain bags bush	2.15
Medium, Fancy, grain bags, bu.	2.35
Pea, fancy, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags, bushel	2.35
Red Kidneys "	1.95
Peas—	
Green, per bushel	2 42½
Scotch "	2.50
Split, yellow "	2.05
" green "	

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Lentils—	
00000, 110-lb. bags, per lb.	.07
Less quantity "	.07½
Shaker Corn—	
Fancy, barrels, per lb.	.05¾
Less quantity "	.06¼
Hominy—	
Lea's Breakfast, 10 pkgs., case	1.50
Lea's Pearl, 100 lbs., per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.15
Western Pearl, 100 lb. bags	1.80
Western Grits, 100 lb. bags	1.60
Barley—	
OO	.06½
No. 3, 100-lb. bags	3.65
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl.	6.95
" " kegs 100 lbs., per keg	3.65

Oaten Goods, in cases—	Per case
Avena, 18 packages	1.47½
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	
H. O. Oats, 18 packages	2.32½
Mother's, 18 packages	1.75
Quaker, 18 small size	1.50
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs.	6.30
Avena, per keg, 90 lbs.	3.30
Standard, 180-lb. bbls.	6.10
" 90-lb. bags	3.00
Sago—	
Fine, bags about 160 lbs.	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs.	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs., per lb.	.04⅝
" " less quantity "	.05
" Pearl, 150 lbs. "	.04½
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.65
Mapl Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Elijah's Manna, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.65
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	2.65
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17¼
Zest, 24 packages, 15 cent size	1.80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.10
" Acidulated "	1.10
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz. "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz. "	.87½
Jell-O Ice Cream Powder, 2 doz. "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.85
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs.	
Kusto, 60 5-cent packs, per case	2.70
Puddine, assorted, 2 doz, per case	2.00
D-Zerta Jelly, assorted, 2 doz., per doz.	1.60
	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	.05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs.	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs.	1.60
" in boxes, 12 lbs.	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3, "	6.50
" " " 4, "	4.50

Do You Know What Ramly Stands For?

We'll tell you—the finest Turkish cigarette ever made to sell for 10 cents. It is the one that is so widely imitated by our competitors.

If you want particular smokers to come to *you*, put the **Ramly** in stock.

MENTOR CIGARETTE CO.
404 Atlantic Avenue - - BOSTON, MASS.
Philadelphia Representative:—ARTHUR HAGAN & Co., 151 N. Third St.

On Your Shelves For Years

¶Old goods are like old friends—you have a warmer feeling for them than you have for strangers.

¶Take **Babbitt's Best Soap.** For years it's been the standard laundry soap of the country.

For years, probably, it has stared back at you from your shelves until you and your customers both have come to consider it as much of a fixture as your scales.

¶Don't be tempted to displace it by any get-rich-quick soap. Stick to tried and true friends. **Babbitt's Best Soap** has always paid you a good profit; hasn't it earned your good will?

Made by
B. T. Babbitt
New York

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Tobacco Cutters	1.5e
Alarm Money Drawers	1.5e
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.5e
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Butchers', without weights, No. 0
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.37½

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6.50	1.45	1.21
Ex. Bloaters, xxx...	40.00	20.60	10.45	2.25	1.95
Ex. Bloaters, xx...	36 00	18.60	9.50	2.05	1.69
Fancy Shore, No. 1...	30.00	15.60	8.00	1.75	1.45
Med. Shore, No. 1 ...	25.00	13.00	6.65	1.50	1.25
Large Irish, No. 2...					
Extra Irish, No. 2...	24.00	12.60	6.50	1.45	1.21
Medium Irish, No. 2..					
Small Irish, No. 2...	22.00	11.60	6.00	1.35	1.13
Irish, No. 3...					
Large, No. 3 ... Herring.	20.00	10.60	5.50	1.25	1.05
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.00	4.10			
Shore, Round, Med...	6.00	3.60			
Ocean Whitefish...	5.00	3.10	2.00	.50	
Salmon, Halifax ...					
Shad, No. 1, Mess...	15.00	8.10	4.25	2.00	.85
Shad, No. 2, Mess...					
Haddock, Pickled ...					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case...	1.30
" small size, 2 doz. in case...	.90
Glass Tumblers, sealed, 2 doz. in case ...	1.30
Screw Top Jars, 2 doz. in case ...	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.06
Medium Bank	.05¾
Pollock	.05
Hake	.04½

In original cases, 45c lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring ...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.11
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.80
" " 100s ... "	1.25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.08¾
Fancy N. Y. State, 48 1 lb	.09½
Choice N. Y. State, 50-lb. boxes	.08½
Apricots—	
Extra Choice Royals, 25 lbs	.22
Choice Royals, 25 lbs	.19
Standard Royals, 25 lbs	.16
Cherries—	
California, unpitted, Black, 25 lbs	
California, pitted, Black, 25 lbs	.24
Currants—	
Gold Medal, recleaned, 36 1s	.08¼
Gold Medal, loose, 25 lbs	.08
Private Growth, extra, cleaned, 36 lbs	.07¾
" cleaned, 30 lbs. bulk	.07½
Peaches—	
Extra Fancy Muirs, 25 lbs	.14½
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12½
Choice Muirs, 50 lbs	.12
Pears—	
Fancy Calilornia, Bartlett, 25 lb	.12½

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.08½	.08¼	.07½	.07¼
40- 50, 25 "	.07¾	.07½	.07¼	.06¾
40- 50, 50 "				
50- 60, 25 "	.07½	.07	.06¾	.06¼
50- 60, 50 "	.07¼	.06¾		.06
60- 70, 25 "	.06¾	.06½	.06¼	
60- 70, 50 "	.06½			
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.05½		.05¼	
90-100, 25 "				
90-100, 50 "	.05¼	.05	.04¾	
100-120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11
Ensign, fancy, pitted, 50 1s	.08½
Raisins—	
Muscatels, 4 crown, 50 lb	.06
" 3 " 50 lb	.05½
" 2 " 50 lb	.05¼
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Roger's, Layer, Valencias, 28 lbs	.07
Llano, Layer, Valencias, 28 lbs	.06½
Gilabert's, Layer, Valencias, 28 lbs	.07
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07⅝
Butterfly, fancy, 36 1s	.08⅜
Tiger, fancy, 36 1s	.08¼
Admiral, fancy, 40 1s	
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb.... per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = = Philadelphia, U. S. A.

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INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

	Per case of 6 doz. No. 0.	No. 1.	No. 2.
Lamp Chimneys—			
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass per doz		2.25
1- " Galvanized "		2.10
5- " Lenox, Spout "		5.00
5- " " Spigot "		5.50
5- " Columbia "		7.00
5- " Banner "		8.00
5- " Climax, Pump "		10.00
5- " Home Rule, Pump "		12.00
Lanterns—		
No. 0, Standard per doz.		4.75
No. 0. Dash "		7.80
Cold Blast "		8.00

LIME.

Prepared, 2 doz. in case per doz		.52½
Chloride, sifting, 25 lb. boxes, 1 lb. per lb.		.05¼
" " 25 lb. boxes, ½ lb. "		.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz per case		3.15
Babbitt's Potash, 4 doz "		3.30
Lewis' "		3.25
Red Seal, 2 doz "		1.87½
" 4 doz "		3.65
Popular, 4 doz "		1.45

MATCHES.

	Per gro
Ohio Blue Tips—	
200's, 1 gross per case	1.70
500's, 100 packages "	3.25
500's, 1 gross "	4.50
Ohio Noiseless—	
500's, 1 gross per case	3.75
King Bird—	
100's, 3 gross per case	2.85
500's, 1 gross "	4.00

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Swift & Courtney's, 200's, 1-gross case		1.75-1.90
" 400's, 1 "		3.50-3.70
" 500's, 1 "		3.75-4.00
Blue Hen, 200's, 1 "		1.50-1.60
" 500's, 1 "		4.00-4.25
	Per Gross.	
Vulcan Parlor, 65's		.41
" 100's, 5-gross in case		.90
" 500's		3.95
Vulcan Safety, 65s, No. 37		.55
" 65s, No. 2		.45
Columbia Safety, No. 2, 5-gross cases		.55
" No. 37, 5-gross cases		.50
" 100's, 5-gross cases		.90
" No. 15, gross cases		1.20
" No. 32, 5-gross cases		.55
Safety		.45
Mazeppa, Parlors, 500's		3.50-3.75
Searchlight, 500's		4.25-4.50
Press, 200's		1.80-1.90
" 500's		4.50-4.75
America, 200's		1.30-1.35
American Paraffine, 500's, ex. qual		4.15
Telegraph, blue head, 5-gross cases		.60
Our Darling, 1 gross, No. 3, 1,000		5.50
Our Darling, ½ gross, No. 4, 1,000		2.75

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior per lb.		.08¾
18, 37 and 68-lb. buckers, " "		.09
10-lb. buckets, 6 in crate, " per crate		6.25
5-lb. " 6 " " "		3.65
5-lb. glass jars, 6 in case, " per case		3.80
18, 37 and 68-lb. bcks., XXX, Superior..per lb.		.13
5-lb. gl. jars, 6 in case, XXX, " per case		4.40
Barrels and half barrels, Fairmount per lb.		.07¾
18, 37 and 68-lb. buckets, " "		.08
Wm. J. Troth:—		
Barrels and half barrels, Famous per lb		.08¾
18, 37 and 60-lb. buckets, " "		.09
10-lb. buckets, 6 in crate, " per crate		6.25
5-lb. " 6 " " "		3.65
5-lb. glass jars, 6 in case, " per case		3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.		.13
5-lb. glass jars, 6 in case, XXX, " per case		4.40
Barrels and half barrels, Golden per lb.		.07¾
18, 37 and 60-lb. buckets, " "		.08
Campbell's Mince Meat, 30-lb. pails "		.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.		.06
New Year, bbls and kegs and 30-lb. kits..per lb.		.05
Crescent, bbls., ½ bbls. and 30-lb. kits "		.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb.		.07½
" 18 and 37 lb. Kanakins "		.08
" 10-lb. Kans, 6 to crate...per doz.		9.80
" 5-lb. " " "		5.30
" 5-lb. Glass Jars, 6 to case "		6.25
National, 30-lb. Kits, bbls., ½ bbls. per lb.		.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "		.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars per case 6 jars		4.50
No. 3, glass jars per case 6 jars		3.15
Family—Seedless.		
No. 5, wooden pails per box 6 pails		3.75
No. 10, wooden pails per box 6 pails		6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters per lb.		.08¾
Wooden Pails, 18, 37 and 68 lbs "		.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters per lb.		.07¾
Wooden Pails, 18, 37 and 68 lbs "		.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline per gal.		.18
Headlight, 150test "		.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	12.50
" Extra, 64 oz	11.50
" Mammoth, quarts	6.50
" Extra, quarts	6.00
" Extra, pints	4.00
" Mammoth, ½ pints	2.75
" Extra, ½ pints	2.60
Fourees, 19 oz., tinted bottle	4.00
De Lucques, 10 oz.	2.40
Farcies	3.00
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case...per case,	8.50
Pints, " 2 " " "	9.00
½ Pints, " 2 " " "	4.75

Oliver's Olive Oil—	
1 dozen large	6.00
2 dozen medium	6.75
2 dozen small	4.25
6 1-gallon tins per gal.	2.10
10 ½-gallon tins per gal.	2 20
20 ¼-gallon tins per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz per doz.	.55
Stohrer's, No. 16, 2 doz per doz.	.90
Stohrer's, No. 32, 1 doz per dez.	1.80
Keystone, bottles, 2 doz per doz.	.90

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

The "Whole Dam Family"

JUDGES THE GRUB

So please them all by sending Mrs. Dam home with a can of Pork and Beans that "tastes like more." There will be no doubt about pleasing them if you sell

VAN CAMP'S PORK AND BEANS

Test them with your own taster—open up a can and try them. When it convinces you you can convince others. That's business.

VAN CAMP PACKING CO., Indianapolis, Indiana



"GET SOME"

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.21
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25

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Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10
Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

45 gal., 1200s per bbl.	10.15
45 gal., 1000s per bbl.	10.15
William Bros., 16 gal., 800s	6.10
" " 16 " 600s	5.25
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal. per keg,	3.30
Sweet Pickles, 700s, 5 gal. "	3.60
Sweet Pickles, 1,000s, 5 gal. "	4.15
Sweet Pickles, 2,000s, 5 gal. "	5.00
Chow-Chow, No. 1, 5 gal. kegs	1.95
Chow Chow, No. 2, 5 gallons	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.25
No. 8, Sour Gherkins, 2 doz	.90
No. 8, Sweet Gherkins, 2 doz	.90
No. 8, Sour Mixed, 2 doz	.90
No. 8, Sour, assorted, 2 doz	.90
No. 8, Chow-Chow, 2 doz	.90
No. 8, Onions, 2 doz	.90

Crosse & Blackwell's:—	
Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.	.16
" " " 40 grain, bbls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strengtb	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18-20 lbs	.11
" 14-16 lbs	.10
" 10-12 lbs	.10½
Picnics, 6-8 lbs	.08
N. Y. Shoulders, 10-12 lbs	.10
Dried Beef, sets (city smoked)	.17
" Tenders and Knucks	.19
" Flats	.15
" Air Dried, sets	.21
" " Tenders and Knucks	.21
Jersey Pork, Butt per bbl.	16 00
" Family "	17.50
Breakfast Bacon, rib in	.11
" boneless	.12
S. P. Bellies, 14-15 lbs	.09
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.18
Beef Tongues, smoked, 5-6 lbs. per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ¼-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.12
" " large	.12
" " medium	.12
" " small	.12
" Breakfast Bacon	.12
" " boneless	.14
Beef, air-dried, regular sets	.20
" " insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.20
Beef Tongues per doz.	9 00-11.00

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Swift & Co.—	
Premium brand Hams, 10 lb	.12½
Premium brand Hams, 12 lb	.12½
Premium brand Hams, 14 lb	.12¼
Premium brand Hams, 16 lb	.12¼
Premium brand Hams, 18 lb	.12¼
Premium brand skinned Hams, 18-20 lb	.12½
Premium brand boiled Hams, skinned, fatless	.21
Premium brand Bacon	.18
Premium brand Dried Beef, insides	.21
Premium brand Beef Tongues, short cut	.16
Winchester brand skinned Hams, all aver	.11⅛
Winchester brand Picnics	.08

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	09¾	7⅜
Plain Tubs, 50 and 60 lb. cans	09½	7⅛
10-lb. Tin Pails, 60 lbs	10½	8⅜
5 " "	10⅜	8⅛
3 " "	10¾	8⅜

John Bower & Co.—	
Pure Kettle Rendered, tierces	.09¾
" " tubs	.09½
" " 3, 5 and 10-lb. cans	.10½

Swift & Co.—	
Premium brand, tierces	.10¾
Silver Leaf brand, tierces	.09¾
Jewel, compound, tierces	.07⅜
Cotosuet tierces	.07⅞

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	10¼-.11
Common to fair, native	08½-.09½
Western Dressed Beef—	
Choice, native cattle	10¼-.11
Common to fair "	08½-.09½
City Dressed Veal—	
Prime	-.13
Good to choice	-.08
Dressed Hogs—	
Pigs	-.08
Hogs, heavy	-.08
" 180 lbs	-.08
" 160 lbs	-.08
" 140 lbs	-.08
Dressed Sheep and Lambs—	
Lamb, Western, good	.15
Lamb, Western, culls	.12
Sheep, choice	.14
" medium	.12

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90-1.00
Cow Tongues	.75-1.00



Sell It Under Money Back Plan

We who make **Nicelle Olive Oil** have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find **Nicelle** superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



SOLVING HAM PROBLEMS

All of the problems of your ham department are solved by selling PREMIUM HAMS — the same yesterday, to-day and forever. We can and do control our raw material, and so PREMIUM HAMS steadily maintain the same perfect quality.

And the advertising we do for them brings a steady stream of trade to the grocers' door.

Swift & Company, U. S. A.

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Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.28
Fresh Pork, loins, city		.08
" " western		.08

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.18 –.20
" Y. T., 15 to 17 lbs	.18 –.20
Old hens and toms	.16 –.18
Common to Good	.14 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.35 –.45
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.35 –.45
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.35 –.45
Western, 4 to 4½ lbs. to pair, fancy	.20 –.22
" 3 to 3½ lbs. to pair, fancy	.22 –.24
" fair to good	.17 –.20
Fowls—	
Western, fancy	.15 –.16
Heavy Roasters, 4 to 5 lbs	.17 –.19
Fair to good	.15 –.16
Old cocks	.10 –.11
Western capons, fancy	
" " small	
Squabs—	Per doz.
Prime, large, ancy	3.50–4.00
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.35 –.40
Large Springers	.17 – 20
Fowls	.14 –.16
Roosters	.10 –.11
Ducks	.15 –.16

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 " "	"	.85
Large or No. 2, 1 " "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	4.85
Extra Quality, 15 galz., kegs	2.20
Victory, extra fancy, No. 3, 2 doz. doz.	.85
Spring Garden, fancy, No. 3, 2 doz. doz	.77½
Compass, No. 3, cans, 2 doz	.72½

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ¼ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding—		
Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ¼ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	.97½
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.92½
Schimmel's, No. 10, tumblers	.88
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pailz	.06¼
Southwark, 4½-lb. toy pails, ¼ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.97½
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails per pail	1.15
Apple, 20-lb. crocks per lb.	.07¾
Apple, Schimmel's, 30-lb. pails per lb.	.06
Prune, 30-lb. pails per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz	1.70
Southwark, assorted, jars, 2 doz	.98
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		85	1.95
Spirits Painterz' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd botz	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size	per doz.,	1.20
Laudanum, 25c.-size	per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2.60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.09
Copperas	per lb	.01¼

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Camphor, gum, 1-oz. blocks		.95
" Flakes, 250 bbls		.02¼
" " less quantity		.02¾
" Tar Balls, bbls., 250 lbs.		.02½
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.01½
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	2.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.55
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	29½
" ¼-lb. packages	"	.34
" ½-lb. "	"	.33
" 1-lb. "	"	.32
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.07
" granulated, kegs, " 100 "	"	.07
Sulphur, Flour, 175-lb. barrelz.	per 100 lbs.	2.45
" 100-lb. bags		2.25
" less quantity		.03½
Venetian Red	per lb.	.02
Whiting	"	.02
	1 oz.	2 oz.
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz	per doz.	.80

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

They're Tired of the Imitations

Don't you think your trade are about tired of the rainbow-hued imitation gelatine that desire for novelty has given some vogue during the last few years?

Don't you think they'd like some real gelatine—the pure, fresh, old-fashioned gelatine made of fine calves' stock, clear spring water and nothing else.

You'd probably be surprised at the eager welcome **Chalmers' Gelatine** would get from your customers. Try it. Granulated or shredded.

JAMES CHALMERS' SONS, Williamsville, N. Y.



You Can't Match It Anywhere

If you want to give your customers the very finest corn ever packed it must be "Onarga Country Gentleman." Don't the following reasons convince you that this is true?

1. We grow our own seed at a cost of 13c per lb.
2. We grow every kernel of corn that goes into our cans.
3. Our farms are in the Natural Corn Belt—It doesn't grow as fine anywhere else.
4. We cook our corn by the New Automatic Process during which the cans turn continuously bringing the corn to the heat instead of the heat to the corn. This means that every grain is cooked the same—which isn't the case with the ordinary process because the corn nearest the tin is cooked too much when that in the centre is done.
5. The contents of every can is exactly the same, white, perfect, delightfully flavored. Open a sample, compare it with your best corn and you will see what this means.

Iroquois Canning Company, = = Onarga, Ill.

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W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per doz.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts, "	1.00
" gallons, each	.30
" ½ barrels, "	3.50
" barrels, "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums, per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 2, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.	2.00
" " " " No. 2X, "	.80
" " " " No. X, "	.45
" Lemon, " " No. 25, "	1.75
" " " " No. 2X, "	.80
" " " " No. X, "	.45
Ingersoll's Flavoring Extracts:—	
High Grade Vanilla, per doz.	1.75
" Lemon, "	1.75
Select Vanilla "	.85
" Lemon "	.85
" assorted "	.85
" small size "	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet, per doz.	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.05⅞
" " 3-lb. "	.05¾
Pearl Head, 5-lb. cotton sacks	.04⅞
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.05¾
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03¾
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs.	2.50
" " 60 bags, 5 lbs., lim.	4.00
" " 28 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs.	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs.	2.40
" " sacks, 180 lbs.	1.55
" Cheese, bbls. contain 280 lbs.	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schlimmel's, small, 2 doz., per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 150 lbs., per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small, "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sauce:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

How to Answer Their Questions

Put a box of **I-V Washing Tablets** on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

1—They contain no acid of any sort.
2—They wash clothes without rubbing.
3—They make clothes beautifully white;
4—They can be used in hard water;
5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.
251 North Front Street, Philadelphia, Pa.



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SEEDS.

Canary, bush. 60-lb	3.25	Mustard, Brown...	.07½
Caraway	.12	Mustard, Yellow..	.07
Celery	.10	Rapo, per lb	.05¼
Coriander, bleached	.05	Poppy, per lb	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., kegs, per keg	1.80
" bulk, 25-lb. boxes, per lb.	.02½
" Babbitt's, ¼'s, 25-lb. boxes... "	.04½
Arm & Hammer bd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04½
" " " ¼, ½, 36 lbs. "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.04½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, oase quarts, 1 dos.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 dos.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50

5 per cent. discount on 5 case lots.

Cliequot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, oxtra quality, 2 doz.	2.10
Root Beer, oxtra quality, pints, 2 doz.	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz., per doz.	.72
Putz Liquid, largo, 3 doz., por gross,	16.50
Putz Liquid, large, 3 doz., per doz.	1.45
Pntz Liquid, small, per gross,	7.00
Putz Liquid, small, por doz.	.60
Pntz Paste, large, per doz.	.55
Solarine White Liqnid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans, "	18.00
No 2, pint cans, "	32.00
No. 3, quart cans, por doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans, "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs., per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2 45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5 80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oloine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.35
" Hamilton's	60	2.50
" Kirk's	60	2 25
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4 60
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Clond	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.25
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ¼ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2 37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.30
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Penoywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ⅛ lb.	.40
¼ lb.	.75
Banqnet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ⅛ lb.	.40
¼ lb.	.75

"Well Shown is Half Sold"



A store fitted up like this shows customers what you have, and the cleanliness makes them want what they see. That's good salesmanship. ***"It's our business to show you how."*** Write for our big catalogue.

WALKER PATENTED PIVOTED BIN CO.

18 to 24 S. Seventh Street, Philadelphia, Pa.

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory



This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

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Colburn's Philadelphia Mustard, D. S. F.:—

5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22

Colman's Mustard, D. S. F.:—

1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.09½
Allspice	.07
Cloves	.15
Mace	.48
Nutmegs, large	.18
" Medium.	.15
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

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CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb. "		06½
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs	04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish, 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs	.07¼
Snow Gloss, 3 lb. cartons, 48 lb boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

		Per gro
Enameline Paste, small, ¼ gross		4.00
Enameline Paste, large, ¼ gross		7.00
Enameline, Liquid, large, ¼ gross		6.65
Enameline, Liquid, small, ¼ gross		4.90
Electric Paste, ⅛ gross boxes		4.20
Magic Paste, ¼ gross boxes		4.75
Parlor Pride, large size	per doz.	.87½
" "	per gross	10.25
" small size	per doz.	.70
Climax Enamel ¼ gro	per gross	9.40
Black Jack, ¼ gross, per gross		6.60
Rising Sun	per gro.	5.75
Sun Paste, 5-cent size	"	4.50
" 10-cent size	"	7.20

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X-Ray Stove Polish—		
5-cent size, No. 5, per box of ¼ gross		1.25
Per box of ⅛ gross		2.50
14 dozen to gross		5.00
10-cent size, No. 10, per box of ¼ gross		2.25
Per box of ⅛ gross		4.50
Per gross		9.00
F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¼
McAllister, 36 packs	"	.05⅓
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05⅓
Bird Gravel—		
Bird Food Co., Red, pints, 3 dos.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 dos.	"	.70
Bath Brick, 25 bricks	per box	.60
Tootpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06⅔
6 oz.	"	.07
8 oz.	"	.07½
10 oz.	"	.08⅓
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.09
No. 11, steel	per doz.	.09½
No. 12, steel	per doz.	.12
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90

The Fly Ribbon Manufacturing Co.—	Gross
Single gross	4 80
Two or five gross	4 32
Five to twelve and one-half gross	4.08
Twelve and one-half to fifty gross	3.84
Fifty gross up	3.60
Fly Paper, Tanglefoot, per case	
Fly Paper, Sticky, 10 cartons	2.20
Sticktite Fly Paper, 100, per case	3.00
Sticktite Fly Paper, 10 cartons, per case	2.35
Wax, White and Yellow, per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10⅓
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80

—60—

Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jnts Rope, 16 yds. to lb.	"	.09
Best Jnte Plow Line, 8 yds. to lb.	"	.09
Jnte Clotheslines, 90 ft. to hank	per doz.	1.60
Jnte Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No 669	.40
Fancy, No. 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
Foundry Molasses	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	35
Gold Mine, in bbls	30
Fancy, No 104	32
Fancy, No. 105	.28
Choice, No. 576	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 551	.15

GLUCOSE.

Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

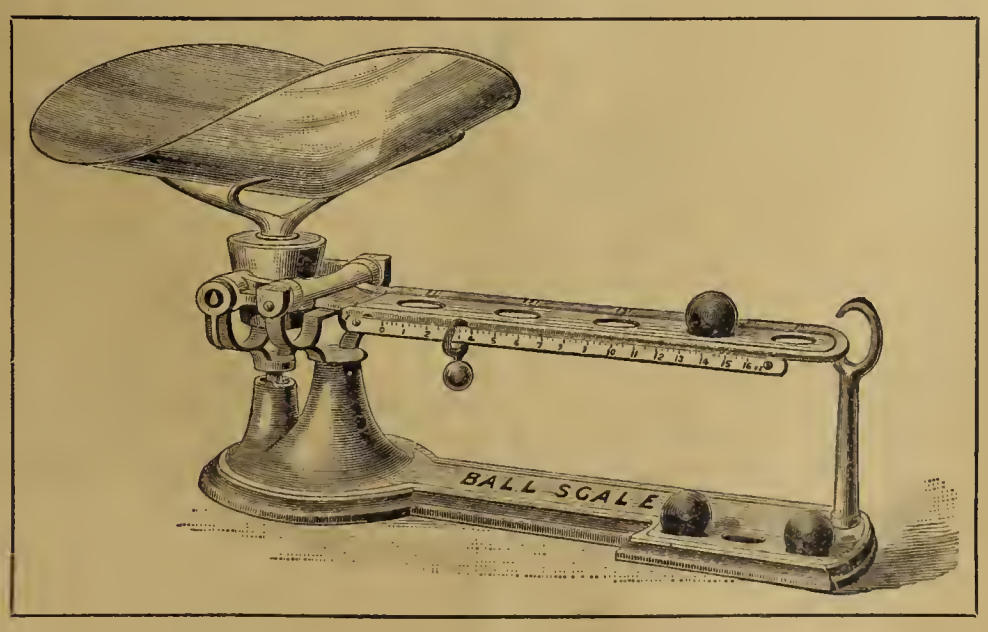
Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schlimmel's, 10-oz. bottles, 2 dos. in case		1.45
" 6-oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 dos. in barrel	per doz.	.92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per case	1.90
Karo, 25 cent size, 1 doz.	per case	2.30
Karo, 10 cent size, ½ doz.	per case	2.30

Losing Your Weights?

Get a Troemner No. 24 Ball Scale



Greatest Improvement in Rapid Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, rod handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protecter	3.65
57, Peerless, double	3.65
80, Seal Globo, double, swing protecter	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.35
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.80
Galvanized, 12 quart	2.05
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	1.55
3, Solid oval	1.80
5, Solid oval	2.15
1, Wire ends	1.20
2, Wire ends	1.40
3, Wire ends	1.60
5, Wire ends	2.00
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
16, Black bristle, curved end, wood handle	1.40
44, All bristle, curved end, wood handle	2.15

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.20
4, Bristle outside	1.50
5, All bristle	1.75
11, All bristle, large	1.85
16X, All bristle, extra value	2.10
19, All bristle, spotted white	3.50

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.50
6, 5 in., Family, extra heavy	.75
8, 6 in., Family, extra heavy	.85
10, 7 in., Family, extra heavy	2.00
12, 8 in., Family, extra heavy	1.15
6, 5 in., A., hair bristle	1.25
8, 6 in., A., hair bristle	1.50
10, 7 in., A., hair bristle	1.85
12, 8 in., A., hair bristle	2.15
6, 5 in., Ideal, all bristle, 3 row	1.85
8, 6 in., Ideal, all bristle, 3 row	2.25
4, Knotted, all bristle, 3 row	1.50
6, Knotted, all bristle, 3 row	1.95
8, Knotted, all bristle, 3 row	2.50
8, 6 in., Royal, all white bristle	2.75

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.88
10, Fibre, wire drawn, extra	1.15
21, All hair, wire drawn	2.00
28, White, wire drawn	2.80
1, 7 in., All hair, flat end	1.95
22, 7 in., Mixed, round end	2.00
11X, 7 in., All hair, round end	2.15

—64—

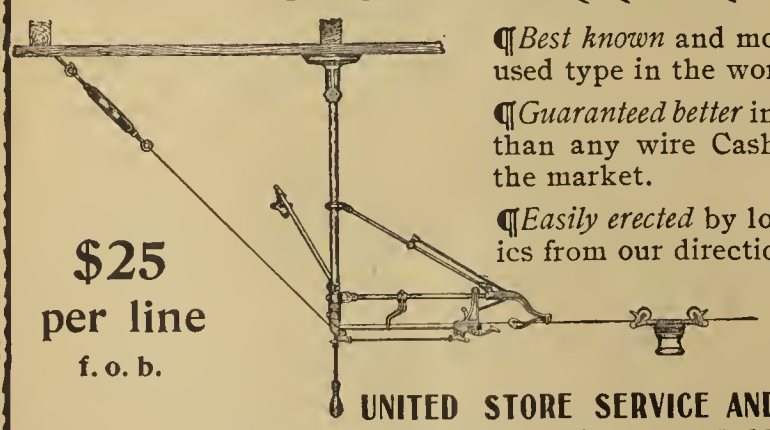
TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58

The METEOR CASH CARRIER



¶*Best known* and most generally used type in the world.

¶*Guaranteed better* in every detail than any wire Cash Carrier on the market.

¶*Easily erected* by local mechanics from our direction chart.

$25 per line f. o. b.

30 Days' Free Trial

UNITED STORE SERVICE AND TUBE CO.

NEW YORK, Times Bldg. BOSTON, Tremont Bldg CHICAGO, Medinah Bldg.

Oliver's Olive Oil

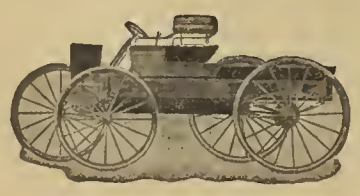
Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases. 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-½ gallons, per gallon	2.25

JOS. M. OLIVER & SONS

IMPORTERS 5 South Front St., Philadelphia



Two Reasons for Horses

You prefer horses to automobiles for delivery for either one of two reasons:—

Either you love horses, or believe they're cheaper.

If you love horses, we have nothing to say except that it's an expensive love, when automobiles do so much more work for the money.

If you believe horses are cheaper delivery than the **Lindsley Car**, you're wrong, begging your pardon. The **Lindsley Car** will run 30 miles on one gallon of gasoline, and it will carry 1500 pounds during every foot of the way.

Can horses do that? Write about it.

J. V. LINDSLEY & COMPANY

Suite 1112 Monadnock Bldg., Chicago

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

DOLLARS IN RETAILERS' POCKETS

Hundreds of Manufacturers and Jobbers of High-grade Standard Selling Goods are offering

UNIVERSAL COUPON CERTIFICATES TO RETAIL DEALERS

as an inducement to push the sales of their goods to consumers. These certificates are given at no increase in the selling prices, or cheapening of quality in their products, but are intended solely as a compensation for your assistance, and are exchangeable through us for valuable and useful merchandise, of which the following list represents a few of the

1000 ARTICLES TO CHOOSE FROM

Pianos	**Harness**	**Buggies**	**Silverware**	**Typewriters**	**Scales**	**Lamps**
Coffee Mills	**Safes**	**Leather Goods**	**Strong Boxes**	**Wagons**	**Trucks**	
Desks	**Tools**	**Chinaware**	**Jewelry**	**Furniture**	**Sporting Goods**	
Rubber Goods	**Watches**	**Cut Glass**	**Toilet Articles**	**Trunks**	**Rugs**	**Clocks**

Any retailer taking advantage of this liberal offer is simply putting extra dollars into his pocket, as the cost to him is absolutely nothing but represents a saving of 15 to 60 per cent. over the cost if he were to buy them in the regular retail way.

Write To-day for List of Goods and Manufacturers

Manufacturers' Trade-Mark Association, Dept. W, 253 Broadway, New York

A Wonderful Increase

In this time of uncertain business conditions, when many manufacturers are having difficulty in marketing their goods, we point with pride to the magnificent record of sales of

DAYTON MONEYWEIGHT SCALES

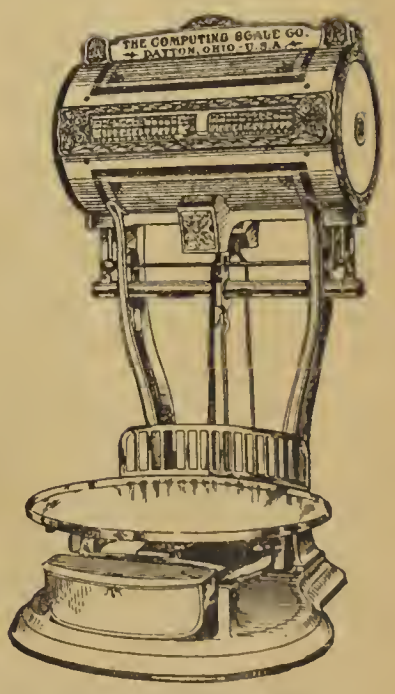
The subject of ***"Saving Profits"*** comes closer to the heart and pocketbook of the retail merchant when trade is dull, than when prosperity is at its highest. Merchandise is sold at a closer margin and in smaller quantities, but the average of loss in the use of old style scales does not decrease in proportion. Merchants are studying this subject as they never did before and this accounts for the fact that ***January, 1908,*** shows

40 PER CENT. GAIN

over January, 1907. Merchants are not buying our scales for fun; they are installing them to save money. ***A MONEYWEIGHT SCALE*** is a ***guarantee*** of protection to both merchant and customer. No other scale has reached the high degree of accuracy and sensitiveness.

Don't overlook the fact that we have an attractive exchange proposition whereby a user of a computing scale of any make can bring his equipment up to-date.

Our agent is frequently near your place of business, and if you will drop us a card, we will have him call and show this scale on your counter.



The new low platform No. 140 DAYTON Scale

Date.....

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME.....

STREET and NO.....

TOWN..... STATE.....

BUSINESS.....

Moneyweight Scale Co.

35 State Street, Chicago

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

DISTRICT OFFICES: Philadelphia Office, 1651 N. 8th Street. Pittsburg Office, 205 McCance Bldg. New York Office, 11 E. 14th Street. Buffalo Office, 62 Pearl Street.

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



Handsome Presents Go With It

ROYAL PEANUT BUTTER is the kind that brings it—Universal Coupons, which you can exchange for almost anything you want. In addition to this it is the most carefully prepared product of its kind ever made. The man and the monkey are both animals, but there is a mighty difference between them. There is just as much difference between Royal and ordinary peanut butter. Your customers will tell you so if you get them to try Royal Peanut Butter.

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio

Take Your Choice

Let us assume that two concerns are making **Macaroni, Spaghetti, Noodles** and **Pastels.**

One of them cares nothing for you, does all of its work on your customers to make them *demand* that you should handle the goods, whether they pay you a profit or not.

The other goes straight to you, works with you to make you want to sell the goods, spends its advertising money with you, gives you *Universal Coupons* to make the goods more interesting, and does everything possible to make you a friend instead of a lackey.

Whose goods are you going to sell?

Our **Macaroni, Spaghetti, Noodles** and **Pastels** are as good as our bread.

The Freihofer

VIENNA BAKING COMPANY

PHILADELPHIA, PA.

We've Taken You into Partnership on These Goods



Of the many thousands of storekeepers who have made **Private Estate** their leading coffee for years we have yet to **lose one.** Everything that makes it worth while for a dealer to stick to **Private Estate** is packed with it, and **none** of the many reasons which would be sufficient to cause him to change **are.**

We divide our profits with dealers by putting our advertising appropriation into Universal Coupons to enable them to get anything they need in their stores or homes without paying for it.

F. A. CAUCHOIS & CO.

THE FULTON MILLS 33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street



"One Ounce of Prevention Is Worth a Pound of Cure"

If you will tell your customers to use the product pictured here, on their floors it will make them look like new and it will preserve them. A floor treated with **Moore's Wax** will last twice as long as one that isn't. Your customers are getting this wax from paint stores. You might as well have this money. Besides the big profit, every case contains Universal Coupons for you and your customers.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.

The Best of the Pure



There are plenty of olive oils on the market, and under the food laws nearly all are pure. So that it is no longer a choice between pure and adulterated oil, but the choice of the best of several pure oils.

At the top of every quality which figures is **La Toscano,** the flower of the Italian oils. Pure, mellow, rich and having the bouquet of the finest olives.

J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.



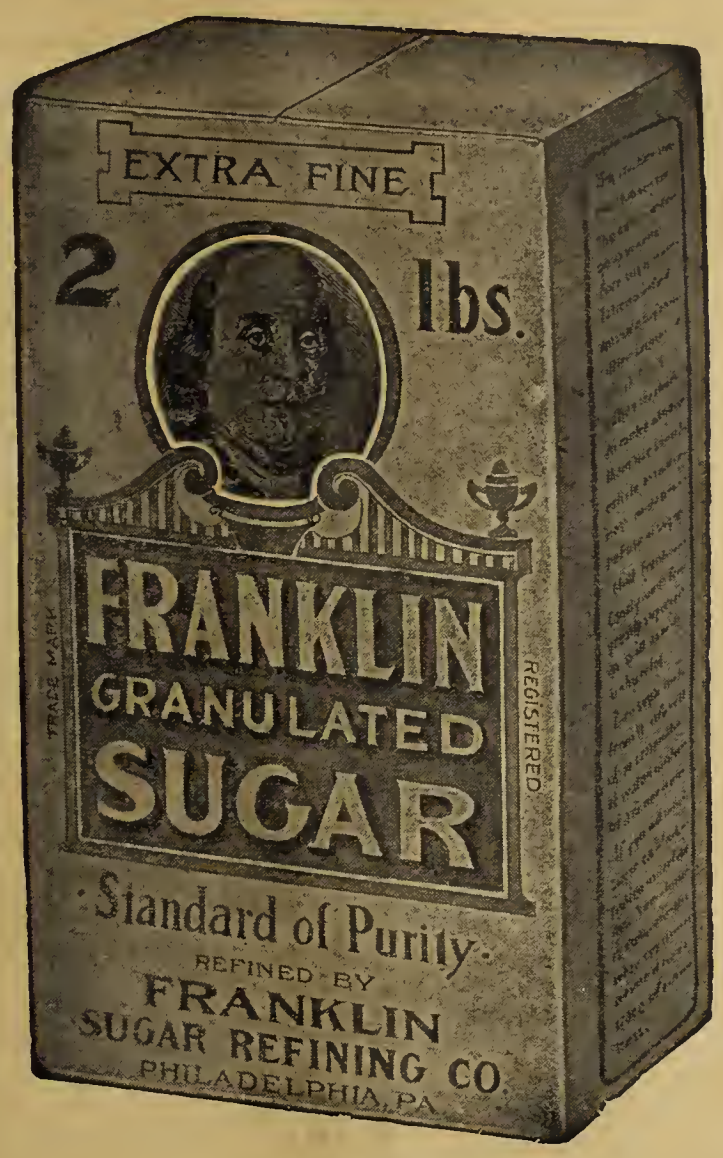
Cut Down Delivery Cost

Think how proud you'd be delivering your orders in a **Lindsley Car.** How enterprising! What strong evidence of success and prosperity.

And as a matter of fact all you'd be doing would be cutting down expenses. Take it from us as a fact that the cost of maintaining a **Lindsley Car** will probably be not over half the cost of maintaining a delivery team, while its capacity for work is at least 3 times a team's.

So that the advertisement would be more than free.

J. V. LINDSLEY & CO.
Suite 1112 Monadnock Bldg., Chicago



YOU WOULDN'T LOSE A POUND

Suppose you were to throw out your sugar barrels entirely and put in **Franklin Carton Sugar.**

Think you'd lose any sugar trade?

It's almost certain that you wouldn't lose a pound. People *must* have sugar—how many haggle over the price? You might decide to sell **Franklin Carton Sugar** at the same price you sell bulk sugar, or you may decide to ask half a cent more for it. In either case you'll sell precisely as much and sell it more quickly, more easily and much more profitably.

Why don't you do it?

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

Oakdale Pretzels

Are What You Want

¶ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

¶ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

¶ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.

We Want You to Investigate

our claim that we will be able to pay fully **thirty-five** per cent. profit on any money you place with the

Pure Food Beef Co.

who are now operating a chain of **eight** meat stores, located at

2112 Ridge Avenue,
2431 Ridge Avenue,
4205 Haverford Avenue,
3508 Haverford Avenue,
749 North 24th Street,
2022 Montgomery Avenue,
726 North 44th Street,
12 North 52nd Street,

and are opening additional stores as frequently as we find suitable locations and have the necessary capital. In order to open up a number of stores quickly we are offering to the public a limited number of shares of the capital stock at

$1.00 per Share

so as to obtain a large amount of money in a short time. The more stores we open, the less the buying and running expenses and the quicker we will be able to pay you the dividends that all chain stores that are successfully managed do. We invite the fullest investigation.

Pure Food Beef Co.
2112 Ridge Avenue, Philadelphia
A. L. HANWAY, Pres.



Perfect for HOT or COLD Starching

Sell Argo Gloss Starch to your customers instead of bulk starch. It is a clean, uniform product of high quality, coming to you in convenient packages all ready to pass over the counter. Saves time and waste, and use of bag and string—and shows as much profit as bulk. Makes a more satisfied customer.

An Instantaneous Success

Popular in Price—Widely Advertised

CORN PRODUCTS MANUFACTURING CO.,
Davenport, Iowa.

The Lever That Moves Mother's Oats

All live grocers push some things more than others. He who has no favorite among his goods is never a man who does much business.

So you will push some one brand of rolled oats more than others. Which will it be?

Here's the nutshell claim of ***Mothers'Oats*** to your preference:

Best oats made, therefore will suit consumers better; we never force you to sell at a given price by advertising a price to your customers; you can get 12 cents for ***Mother's Oats*** without the least trouble; we pay you a net profit of one-half cent each on all coupons you cash for your customers; our premium plans are more successful with consumers than any others ever devised.

Now ask other brands for *their* story.

The Great Western Cereal Co.
Chicago, Illinois

Will You Use Our Ad=writer?



One of the best ad-writers in the country has written for us a series of advertisements intended to be used by retail grocers, either in their local newspapers, or in circulars or folders.

All exploit **Armour's Simon-pure Leaf Lard,** a pure, rich, leaf lard refined in open kettles—in the good old-fashioned way.

If you think this is a scheme to get you to advertise *our* goods at *your* expense—let us reason with you a minute:—

Simon-pure Leaf Lard is a superlatively fine article. No lard can be better, none more fully satisfy your customers or yield a fairer profit.

If it is a good thing for you to sell, it is a good thing for you to advertise, The advertisements we will furnish you are gems of their class. You can unquestionably get results from them, for they will give the signal where to get **Simon-pure Leaf Lard** to hundreds of people who have seen our advertisements in the magazines.

Will you write?

ARMOUR AND COMPANY

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, APRIL 13, 1908. NO. 15.

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Baking Powder Conflict Shaping Up

Royal Baking Powder Trust Organizes a Glucose Company and will Make Glucose. Corn Products Company will Retaliate by Making Baking Powder. Sharp War Expected. Fight Like that of Arbuckle Bros. vs. Sugar Trust.

Gradually the baking powder conflict which now seems certain to take place between the Corn Products Co. and the Royal Baking Powder Co. is drawing to an issue. During the past week the Royal Baking Powder interests have elected the following official staff and board of directors for the American Maize Products Co.: F. J. Boselly, of New York, president, and D. B. Scully, of Chicago, vice-president and general manager; directors, F. J. Boselly, D. B. Scully, W. S. Champs, W. E. O'Neill, P. L. Saenger, W. J. Underwood and C. Burkhert. Mr. Boselly is the present head of the Royal Baking Powder Co. Mr. Scully organized the Western Glucose Co. and was its president.

The American Maize Products Co., which is the successor of the Western Glucose Co., has been incorporated under the laws of Maine with an authorized capital stock of $3,000,000, of which $1,500,000 is 7 per cent. cumulative preferred and the balance common. The Western Glucose Co's capital stock was $2,400,000. The $600,000 of new stock was purchased by the Royal Baking Powder Co. and the money paid into the treasury of the Maize Co. and will be used as working capital.

The head offices of the American Maize Products Co. will be located in New York. The purchasing department will be maintained in Chicago.

In this connection, it is expected that the Corn Products management will be in a position to manufacture baking powders in the early future, when the increased competition, it is believed, will lead up to a sharp cut in prices. President Bedford, of the Corn Products Co., has selected several well known men in trade circles to look after this branch of the business.

Thus the Royal Baking Powder Co., makers of baking powder, will engage in the making of glucose and the Corn Products Refining Co., makers of glucose, will engage in the making of baking powder. In this respect the fight very closely resembles that between Arbuckle Bros. and the Sugar Trust. Several years ago the Arbuckles decided to enter the sugar business and the Sugar Trust, in revenge, acquired the Woolson Spice Co. and began to exploit package coffee. Both concerns lost money until the controversy settled itself, but both are now selling coffee and sugar at a profit.

Rio and Santos Coffee Selling Campaign Under Way.

New Board of Brazilians Appointed to Push Sale of Brazilian Coffee All Over the World. Will Advertise and Demonstrate Coffees in Various Markets.

Special correspondence of "Grocery World."

Washington, D. C.,
April 10, 1908.

The campaign to increase the consumption of Rio and Santos coffee in all the markets of the world, described in a recent issue of this paper, is now officially launched. News comes to the State Department that the President of the State of Sao Paulo, Brazil, has issued a decree organizing the "Coffee Propaganda Service," creating a new board and attaching it to the Department of Agriculture, Commerce and Public Works. The Board's chief functions are as follows:—

To study the conditions of the consuming markets and to lay before the Secretary of Agriculture such proposals as they may consider advisable for the stimulation of consumption, either by developing existing markets or conquering new ones, and for defense against fraud and imitations.

To be constantly studying every possible measure for the propaganda of coffee and to devise means whereby the advantages of using coffee may become more widely known, and to point out to the consumer the drawbacks to himself of using substitutes and imitations.

To direct and superintend the service of propaganda for increasing the consumption of coffee and to see that the companies who have contracted for this service with the State carry out their obligations in a satisfactory manner.

To organize traveling propaganda exhibitions to visit the principal markets under the direction of a member of the board to show the various products of the State and to exhibit on the cinematograph views illustrative of our development and civilization, our agriculture and our industries.

Two members of the board shall take it in turns to travel abroad so that they may always be in touch with the propaganda campaign.

Grants in aid of coffee propaganda shall be made to private individuals or companies who conform to the regulations of this decree.

Grants shall be made for a maximum period of five (5) years in cash or kind—coffee—the price of the latter to be fixed by Government.

Grants of cash shall not exceed 20 per cent. of the capital of the contracting company, nor shall grants of coffee (of a value not exceeding the said percentage) be made until after the money grant has been used up.

Grants shall be made by preference to companies of a national character or whose object is the development of national products.

The trade-mark of the contracting parties shall be authenticated by Government and it shall not be changed while the contract is in force.

Only coffee from the State of Sao Paulo shall be dealt in.

The types of coffee to be used—raw, roasted, in bean, or ground—to which the official mark of the State shall be affixed shall be subject to the approval of the administrative board.

It is expected that representatives of the Brazilian coffee growers will very shortly begin a campaign in the United States, intended to bring Rio and Santos coffee into greater favor. The Brazilians contend that their finer grades of Santos are equal to almost any coffee. They further say that while Santos coffee is sold at a low price it is usually sold as Santos, but that large quantities of it are sold as substitutes for higher grades under the names of the higher grades. The aim will be to have it sold for Santos coffee always, so that Brazil will get the credit.

HOLT.

More Controversy Over What is a Sardine

French Packers Formally Protest Again at the American Ruling Practically Permitting Every Small Fish to be Called a Sardine.

Advices were received from France during the week that the French sardine packers were again agitating the question of the wide latitude which a recent ruling of the United States Department of Agriculture gives for the packing of other fish as sardines. At a Congress of the largest sardine packers in France, held during the week, a formal protest was drawn up which will be forwarded to the United States Government.

The French sardine packers have always claimed that they used the only real sardine in existence. The fish which the Norwegian packers pack under the name sardine, the Frenchmen contend is really a pilchard and not a sardine at all. The claim is also made that the fish used by the American sardine packers is really a young herring.

In spite of this the United States Department of Agriculture recently handed down the following decision:—

LABELING OF SARDINES.

Many inquiries have been made of this Department respecting the extent to which the term "sardine" can be used in food products entering into foreign or interstate commerce. The question of the proper labeling of fish of this kind was submitted by the Department to the Department of Commerce and Labor, Bureau of Fisheries. After reviewing the nomenclature and trade practices the Department of Commerce and Labor reached the following conclusion:—

Commercially, the name sardine has come to signify any small, canned, clupeoid fish; and the methods of preparation are so various that it is impossible to establish any absolute standard of quality. It appears to this Department that the purposes of the pure food law will be carried out and the public fully protected if all sardines bear labels showing the place where produced and the nature of the ingredients used in preserving or flavoring the fish.

In harmony with the opinion of the experts of the Bureau of Fisheries, the Department of Agriculture holds that the term "sardine" may be applied to any small fish described above, and that the name of "sardine" should be accompanied with the name of the country or State in which the fish are taken and prepared, and with a statement of the nature of the ingredients used in preserving or flavoring the fish.

It is held that a small fish of the clupeoid family, caught upon or near the shores of and packed in oil in Norway, or smoked and packed, in oil, is properly labeled with the phrase "Norwegian Sardines in Oil," or "Norwegian Smoked Sardines in Oil," the nature of the oil being designated. In like manner a small fish of the clupeoid family caught upon or near the shores of and packed in France may be called "French Sardines in Oil," the na-

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TRADEMARK REGISTRATION

ture of the oil being specified. Following the same practice, a fish of the clupeoid family caught on or near the shores of and packed in the United States may be labeled "American Sardines Packed in Oil," or "Maine Sardines Packed in Oil," or be given some similar appellation, the nature of the oil being stated. It is suggested that the name of the particular fish to which the term sardine is to be applied should also be placed upon the label—for example, "Pilchard," "Herring," etc.

The decision did not please the French packers and they have never been entirely reconciled to it. Naturally, a decision that the only real sardine was a French sardine would have given them a tremendous advantage. It is not thought likely, however, that they will succeed in their efforts to overturn the existent condition.

Good cauliflower is scarce, much of the receipts being poor. The price ranges from $1.50 to $3 per basket.

Optimistic.

The Francis H. Leggett Company, of New York, announce a special line of olives on page 21 of this issue; they also announce in "Leggett's Weekly," a copy of which is before us, that there has been a steady improvement in business circles since the beginning of the year and we are optimistic regarding the future.

The New York Letter

Callanan After Underweight Raisin Packages. Says Both California and Foreign Raisins are Way Off. Stopped Sale of Package Raisins on this Account. Grocers' Association Will Go After the Matter. Small News of the New York Trade.

Special correspondence of "Grocery World."

New York, April 10, 1908.

Seeded raisins from California and imported table raisins are commonly received here in underweight packages and are so sold to the public. This is the assertion made by L. J. Callanan, the chairman of the Legislative Committee of the New York Retail Grocers' Union, who proposes to do something more than to talk on the subject.

The subject has come up incidental to the discussion of the proposed State law requiring that the exact weight or quantity be stamped on all packages or containers of food and other commodities. The editorial in last week's number of the "Grocery World" had just been read by Mr. Callanan when he was visited by your correspondent. The Vesey street grocer said that he agreed fully with the views expressed in this editorial and he was glad that attention had been called so forcibly to the flimsy nature of the arguments used by the Wholesale Grocers' Association against the bill.

"There is no doubt at all," said Mr. Callanan, "that the public would prefer to buy packages with the weight or quantity marks instead of buying by the package merely. It is the manufacturers and not the public who have brought about the system of selling by the package and not by the weight or quantity.

"There are no kinds of food sold in containers on which it is not practicable to stamp the exact weight, except canned goods that are hermetically sealed. The canning must be done so rapidly that there will always be variations in the quantity put into cans of the same size.

"The claims as to evaporation are nonsensical. The canned food does not lose in weight and the only difficulty with this kind of food is in getting the same quantity into the cans at the beginning, and that cannot be done. There is no evaporation of other kinds of food that prevents a correct stamping of the quantity.

"I bought 100 boxes of California seeded raisins last fall. When I put them on the scales one box weighed 17 ounces, gross, and two weighed each 16 ounces, gross. The others varied all the way down to 13½ ounces gross.

"These raisins I sent back, because of the short weight. Five other boxes more were sent to me and I sent them back because they were short in weight. Since then I have obtained some that average 15½ ounces in gross weight, and that is the best that I can get from the California people. These boxes should each weigh 16 ounces, net.

We Guarantee the Sale of

Post (Formerly called Elijah's Manna)
Toasties

We keep them "on the move" by our well-known, liberal, and convincing advertising.
We save the dealer "the trouble to explain" the change in name from

ELIJAH'S MANNA to POST TOASTIES

by fac-simile display ads.—The food is the same—delicious, crisp Corn Flakes, with the special "toasty" flavor, "browned to a turn."

"The Taste Lingers"

Postum Cereal Co., Ltd., Battle Creek, Mich, U. S. A.

"This season I have been weighing the imported raisins that come in strips of paper. They average in weight between 13 or 13½ ounces and 14½ ounces. Because of this condition of affairs, I finally stopped selling raisins as put up by the shippers in this form. Instead, I have been buying boxes of 22 pounds in loose form and have been putting up my own pound packages, each containing a full 16 ounces. I find that the 22-pound boxes are pretty nearly up to the full weight.

"In buying the imported raisins tied with strips of paper each supposed to contain a pound, the retailer buys 20 in a box. I have searched everywhere, through brokers and by buying in other stores, and am confident that these raisins are regularly sold all through New York in the short-weight form in which they came to me until I ceased buying them.

"As the Government collects a duty on these raisins, I believe that there is a way compelling the shippers to state the weights accurately. The customs authorities should not pass packages which are short of the weight which they are supposed to contain. The Federal food law may also be invoked to stop this practice."

It is Mr. Callanan's purpose to offer resolutions on the subject at meetings of grocers' organizations in this city and to have the matter brought to the attention of the Federal authorities.

* * *

The borough of Brooklyn received this week bids on 4,000 gross cakes of soap for use in the public baths and comfort stations and for 100 boxes of laundry soap for public buildings and 30 gross cakes of soap, oatmeal brand, for the use of city employees.

The bids were, for supplying the entire quantity: Colgate & Co., $4,545; the Hemphill Co., of England, $5,382; Manhattan Supply Co., $3,825; J. F. Reichard & Co., $4,055; John F. Donovan, $3,815. It is claimed that the higher bidders are prepared to furnish better qualities than will be furnished if one of the lower bids are accepted, but it is likely that the lowest bidder will get the contract.

* * *

Permits from the Board of Health must be obtained after this before dealers will be allowed to sell oysters in this city. The Board adopted the regulation too late to have much effect on the present season's business, but it is expected to have the oyster trade well under control by the opening of the next season. The object is to protect the public from the sale of oysters raised in beds that have been contaminated, and it is believed that one result will be an increase of public confidence in the oyster as a desirable article of food.

* * *

The Fruit and Grocery Trade Baseball League organized this week for the season and will have games in May and June. A number of the wholesale houses will be represented by teams.

* * *

The Federal food law has proved beneficial to the poultry trade, according to the remarks made by Harry Dowie, the president of the New York Poultry and Game Trade Association, who was re-elected at the annual meeting held Monday. He said that the association has been glad to co-operate with the Federal food authorities in doing everything tending to establish the purity of meat products and of butter and eggs.

* * *

The Fischel Bros. Co., Newark, N. J., have incorporated and will carry on a grocery and meat business with an authorized capital of $50,000.

* * *

The grocers of Brooklyn and those of the Bronx had a day for each this week at the Food Exposition of the New York Retail Grocers' Union, and the attendance from the sister boroughs was most gratifying and indicated the good feeling that exists all around. The Exposition is drawing large and greatly pleased crowds every afternoon and evening, and it is already evident that the financial results will be highly pleasing to the members of the union.

FRED. A. MCGILL.

IF YOU ARE STILL UNDECIDED ALL YOU NEED TO DO IS TO SEND

A TRIAL ORDER

The **saving** in **price;** the **quality** of the **goods;** and the **guarantee** accompanying **each article** we sell; will be substantial proof that we **justly** deserve **YOUR** patronage.

Best Quality OOOOOO Lentils, bags about 110 lbs.	per lb.,	$0.04½
5 or 10-bag lots	per lb.,	.04⅜
Pearl Tapioca, bags about 190 lbs.	per lb.,	.04
50-lb. lots	per lb.,	.04⅜
Flaked Tapioca, bags about 125 lbs.	per lb.,	.04⅜
50-lb. lots	per lb.,	.04¾
Fine Sago, bags about 160 lbs.	per lb.,	.03¾
50-lb. lots	per lb.,	.04⅛
Shaker Corn, barrels about 170 lbs.	per lb.,	.05¾
25-lb. lots	per lb.,	.06¼
45 gal. 1200s Pickles, fine quality and full count bbls.	per bbl.,	9.75
45 Gallon 1000s Pickles	per bbl.,	9.15
Blue Ribbon Br. Fancy Cal. Yel. Crawford Peaches very large, very bright, meaty fruit, beauties, 25-lb. boxes	per lb.,	.12¾
Green Ribbon Brand Extra Choice Cal. Yellow Crawford Peaches, 25-lb. boxes	per lb.,	.12
Cutting Br. Fancy Cal. Muir Peaches, very bright, good size fruit, 25-lb. boxes	per lb.,	.11

¼ c. per lb. less in 5 or 10-box lots. either kind or assorted.

Thistle Br. Fancy Santa Clara Prunes (remember now, we say Fancy Santa Clara Prunes) at prices that will make you sit up and take notice, viz:

25-LB. BOXES		50-LB. BOXES	
40-50s	.06½	60-70s	.05¼
50-60s	.06	70-80s	.04¾
60-70s	.05½	90-100s	.03¾

⅛ c. per lb. less in 5 or 10-box lots, either size boxes or either size prunes assorted. This is a snap in fancy fruit.

Fancy 4-Crown Loose Muscat. Raisins, 50-lb. boxes	per lb.,	.05
3-Crown Loose Muscatel Raisins, 50-lb. boxes	per lb.,	.04½
2-Crown Loose Muscatel Raisins. 50-lb. boxes	per lb.,	.04¼
Tiger Br. Fancy Coast Packed Seeded Raisins, 36 ls	per lb.,	.07½
Floresco Br. Fan. Coast Pack. Seeded Raisins, 36 ls	per lb.,	.07⅜
Victor Fancy Seedless Raisins, 40-1 lb. packages	per lb.,	.06¾
Sal Soda, best quality, barrels, about 350 lbs.	100 lbs.,	.57½
5 or 10-barrel lots	100 lbs,	.55
Fancy Red Kidney Beans, grain bags ab't 2½ bush.	per bush.,	1.80
5 or 10-bag lots	per bush.,	1.77½
Best Quality No. 3 Barley 100-lb. bags	per bag.,	3.32½
Berkshire Br. Boneless Boiling Pork, 50-lb. tubs	per tub,	3.90

We are fully a penny a pound under the market on this pork.

No. 10 XXX Queen Olives, Tonneau bottles, a new style and particularly attractive, 2 dozen	per doz.,	1.15
5 or 10-case lots	per doz.,	1.12½

If you do not say this is the best 15c. bottle of Olives you have seen for years you may return the goods at our expense and no questions asked. This is a dandy Olive bargain.

Dead Stuck for bugs, regular 15c. size, 2 dozen	per doz.,	.82½
25c. size, 1 dozen	per doz.,	1.45
Insectine, 8-oz. screw top cans, ¼ gross	per gr.,	9.50
Palace Garden Fancy New York State Corn, 2 doz.	per doz.,	.85
Michael's Fountain Br. Fancy Shoe Peg Corn, small grain, sweet and tender, 2 dozen	per doz.,	.70
Lex Brand Fine Quality Crushed Corn, 2 dozen	per doz.,	.62½
Vanity Brand Whole Grain Corn, 2 dozen,	per doz.,	.62½

2½c. per doz. less in 5 or 10-case lots, either kind or assorted.

Small Easter Hams, finest quality sugar-cured goods, very bright, 7 to 10-lb. average, barrels,	per lb.,	.10¾

These Prices for This Week Only—April 13th to April 18th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

This May Mean Revolution in Handling Food Fish

German Fish Company Have Found a Way to Ship Fish Alive Instead of Dead and is Said to be Willing to Extend Their Plan to the United States. Fish are Fed with Oxygen While En Route.

Special correspondence of "Grocery World."

Washington, D. C.,
April 10, 1908.

Every wholesale and retail dealer in fish will be interested in a report of the German method of shipping fish not dead as in this country, but alive. The report has just been filed here by Special Agent G. L. Carden, of the United States Revenue Cutter Service.

It seems that after considerable experiment, transportation of live fish for market purposes is now an established fact in Germany. Under the Erlwein system which is now being operated on the Prussian State railways the fish are being hauled over considerable distances. Briefly the new system permits of a proportion of two tons of fish to one ton of water, and, in instances, as many as four tons of fish have been transported alive in one and a half tons of water. This means that the fish have been packed in almost like sardines. Under the Erlwein system oxygen is forced through the fish tank by means of a circulating pump, and the carbonic acid as exhaled in breathing is absorbed by lime plates. So far only fresh water fish are being transported, but it is the intention to take up the transportation alive of salt water fish. Before this latter result can be effected it will be necessary to equip many of the sea-going fishery vessels with wells or tanks such as are seen in many of the Boston fishing vessels.

German law does not permit of fresh water fish being offered for sale except alive. It is common to see in restaurants tanks of fresh water fish on exhibition in the windows. The law is aimed against the dangers of fish poisoning. It is the opinion in Germany that fresh fish could be transported readily from New York to any one of the large cities in the Mississippi Valley, and, in turn, the fish of the Great Lakes could be transported alive all over the West. Mr. Carden understands that the German company is quite ready to negotiate for American connections to build these fish cars in America.

The sale of fish in Germany is a very important one. It is recognized that the food is not only good and cheap, but offers a ready substitute for meat which, at the high prices now demanded, is placed beyond the reach of many of the poorer people. As originally designed the Erlwein system provided for what is known as a "wet and dry storage." In one instance there was practically no water used. In its present form, however, the tanks only carry enough water to keep the fish moist. The tanks may be constructed of either wood or metal, and the great value of the method lies in the ability to transport a great number of live fish in a comparatively small space.

HOLT.

Pennsylvania News Items.

Application was made to the Dauphin County Court on Thursday for a charter for the Business Association of Pennsylvania, with the following officers: Alexis J. Limeburner, 2024 North Twenty-second street, president; Charles W. Dickenspield, 5211 Baltimore avenue, vice-president; Thomas C. Thompson, Sixteenth and Federal streets, secretary, and Robert Haight, 1524 Chestnut street, treasurer, all of Philadelphia. The purposes of the association are described in the application as follows: "To unite and secure the co-operation of the business men of the Commonwealth of Pennsylvania, to procure the alteration, enactment, amendment, repeal and further regulation of all laws commonly known as the mercantile tax laws, imposing a tax on merchants doing business in the Commonwealth of Pennsylvania, and to disseminate useful information and to watch and influence legislation toward the better protection of their capital."

To the Trade:

You Have Been Advised
That to Handle

CEYLON TEA

With Profit You Must

BLEND IT

Be sure that each Component of your Blend is the Product of the Island of Ceylon.

Do not blend it with Teas Masquerading under the Name of CEYLON

Grocery World

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Monday, April 13, 1908.

The Decline of Chicory.

The presence of a good-sized advertisement of a German brand of chicory in a local newspaper directs the attention to the almost total eclipse which has overtaken the sale of chicory to the American trade in the last ten years.

Before the enforcement of the food laws became vigorous enormous quantities of chicory were sold mixed with coffee, the admixture having the double purpose of cheapening and improving the flavor. Its use was not confined to cheap brands, but extended to some of the highest-priced brands of coffee sold ground.

To-day the situation is vastly changed. Food laws now make it impossible, or at least impracticable, to sell as coffee a blend of coffee and chicory. Such a mixture can be sold if it reveals its real character, but revelation means to the American coffee consumer the absolute destruction of its atractiveness. With him ignorance was bliss. He enjoyed his doctored coffee up to the very minute that he learned it was doctored, but not one minute after.

Chicory is still used very largely by foreigners, but with the better class, always knowingly. And as the foreign population increases, the product may be able to recoup some of the trade it has lost by being crowded out of the American trade. So far as being consumed by the native American is concerned, however, it is probably an outlawed product.

Who Wins?

The net result of the brilliant move of the Procter & Gamble Co., which has been discussed in the last two issues of the "Grocery World," can now be estimated with a fair degree of accuracy. In a nutshell, the move was this: Heretofore the Philadelphia Retail Grocers' Association and the chain stores had bought Ivory soap at the quantity price of $6.50 through a jobber. From now on the chain stores will continue to buy that way and at that price, but the Retail Grocers' Association, a much larger buyer than any of them, will be given only the 20-case price of $6.80, even though it buys ten times twenty cases.

The results of the move have been so overwhelmingly splendid that the "Grocery World" feels constrained to congratulate everybody concerned, particularly the Wholesale Grocers' Association, which brought it about. The sharers in the boon reap benefits as follows:—

The Procter & Gamble Co., without the slightest benefit either to themselves or the jobbers whom they sought to befriend at the expense of the retailers, gain the ill will of one thousand association grocers in Philadelphia and suburbs. That comes from continuing to give the chain stores a quantity price which is denied the Retail Grocers' Association on even a larger quantity.

The Wholesale Grocers' Association gets the benefit which comes from turning the Retail Grocers' Association, hitherto a quiescent factor, into an active disturbing influence with a tremendous power for demoralizing the market. While the retail association was given the quantity price, it considered itself in honor bound to maintain the jobbing price, and it therefore listed Ivory soap to its members at $7, the regular jobbing price, though under no contract to do so. More, no direct rebate was ever given on it. But now that it is denied the quantity price, all incentive to hold the list price disappears, and on all soap purchased from now on the association's straight price to members will be $6.80. This is 20 cents below what it was before, and 20 cents below the price of any jobber who keeps his contract. Thus is the jobbing market demoralized by the jobbers' short-sighted selfishness!

The members of the Retail Grocers' Association get a better deal than they got before, for while under the old arrangement they were charged the list price of $7 for their soap, they now pay $6.80, 20 cents less, we say again, than they can buy of any other jobber, and 20 cents less than any direct price they have ever gotten from the association itself.

Did anybody ever see a prettier muddle? It simply shows what cold-blooded selfishness can do when unmixed with brains and forethought. Wisdom would have solved the problem by recognizing the Retail Grocers' Association as a jobber, which it unquestionably is, and then putting it under the same agreement to hold the price that other jobbers are put under.

Small Selfishness.

Several days ago R. E. Lee, editor of the "Eli Grocer," St. Louis, Mo., was asked by a subscriber for his opinion as to the righteousness of the parcels post bills now before Congress. He rendered and published an opinion which was in part as follows:—

> Any parcels post measure is dangerous. The one which has been fathered by the Postmaster-General is an innocent measure in itself and it must be confessed that it holds out to the retail merchant in the interior town a sop, but— all sops are dangerous.
>
> Let us suppose that we had a parcels post which could be used only on free delivery routes. Of what use would it be to the retail merchant in Joplin or Carthage or Webb City?
>
> Do you want the farmers within ten miles of you to order by phone or letter and you send out the orders by parcels post at your expense?
>
> Or, do you want that farmer to come to town on court day or other day which you will make attractive for him and his women? Do you not, in point of fact, want him and his women to come into town so that the grocer can show him a lot of food supplies and brooms and washboards and washing machines, and the hardware man show him hatchets and hammers and small hardware, and the harness man show him a new wrinkle in harness, and the vehicle and implement man show him a harvester or catch his fancy with a nice buggy, while the dry goods man is beguiling his women folks with dress goods and notions and hair combs and a hundred and one things that he would not buy and they would not buy if the actual goods were not shown to them in the store?
>
> Would not your sales as retail merchants be cut down 50 to 75 per cent. if you deprive yourself of the opportunity of temptingly displaying your wares instead of the talking about them over the telephone or waiting until they were ordered without any solicitation, by mail? Would the farmer order by mail? Would he buy anything but bare necessities unless you get him close enough to you to practice salesmanship on him? I think not.

If the retail merchants of the country oppose parcels post for any such small and selfish reason as this, their cause will fail. And indeed it would deserve to fail. Opening the mails to merchandise is progress; that cannot be denied. In order to oppose successfully a movement which comprehends progress its opponents must bring forward something more than a selfish whine that if goods can be ordered by telephone and delivered by mail customers will be less likely to come to the store. If that is an argument against anything, it is an argument against the telephone.

Retail merchants have no need to resort to such petty reasoning—there is a principle involved. A general parcels post law, such as the Kean Bill, published last week, would give to the Chicago mail-order houses facilities for undermining the business of the local retail dealer, on whom rural prosperity largely depends, and in whom is unquestionably the right to protection against almost invincible odds. There is nothing selfish about that, and for that reason it is strong. The other argument would never give the retailers standing anywhere.

Coming.

The canned goods packers are coming to see the truth of future canned goods sales; to see, in other words, how ridiculous and unbusiness-like much of the modern future business is. The Western Canned Goods Packers' Association, with which are affiliated some of the largest packers of the United States, decided last week that no future corn or tomatoes would be sold before June 1, 1908. That is not as complete a reform as it should be, nevertheless it is a step in the right direction. Corn and tomatoes sold in June are still in the air, since the crops of both do not mature until after that. Nevertheless, some idea, at any rate, can be gotten then of crop conditions.

The "Grocery World" will not be in the least surprised when the time comes that a large percentage of the packers at least will refuse to sell canned goods until they are in existence to sell.

Why Has Fresh Meat Advanced?

The United States Congress is About to Officially Ask this Question. Resolution Introduced by Nebraska Member Calling on Department of Commerce and Labor for Information.

Special correspondence of "Grocery World."

Washington, D. C.,
April 10, 1908.

If a resolution, introduced in the House by Mr. Hitchcock, of Nebraska, on Tuesday, is favorably acted upon, the Congress of the United States will shortly make an investigation into the present very high prices of fresh meat all over the country.

The resolution which was referred to the Committee on Interstate and Foreign Commerce, was as follows:—

> Resolved, That the Secretary of Commerce and Labor be directed to transmit to the House, if not incompatible with the public interest, full statistical information gathered by the department under authority of law, showing the price each month during the last two years of the leading meat products made and packed at the leading packing house centres of the country by companies and corporations engaged in commerce between the States, together with the prices paid by said corporations and companies for live stock each month during the said period, so arranged as to show the relationship between the price paid by said companies for the live stock and the prices charged by them for meat products.

So radical has been the advance in meat during the last three months that the attention of Congress has been attracted to it. Charges of combination and restraint of trade have been made, and it is likely that the above resolution may lead to another investigation.

HOLT.

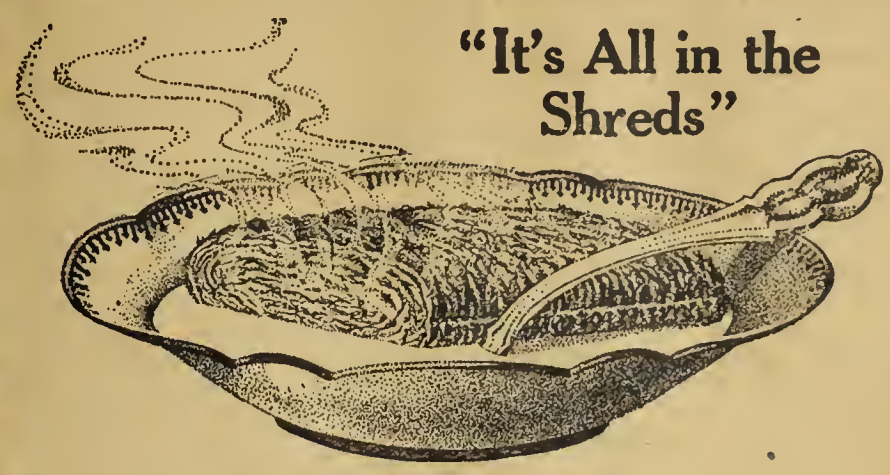
First Quarter of 1908 Disastrous Business Record.

Official Report Shows Fifty Per Cent. Increase in Commercial Failures. Believed to be Due to Business Depression.

According to an official report of mercantile failures for the first three months of 1908, there was a notable increase in the number as compared with the same months of 1907. The total in the entire United States was 4,909 failures in the first quarter of 1908, as against 3,136 for the same period of 1907. The liabilities of the 4,909 were $75,706,191; of the 3,136, $32,075,591.

The reports of failures in the various States for the same periods of the two years are as follows:—

States.	1908. No.	1907. No.
NEW ENGLAND.		
Maine	52	41
New Hampshire	28	13
Vermont	8	13
Massachusetts	246	163
Connecticut	111	58
Rhode Island	39	33
New England	484	321
" 1907	321	...
MIDDLE.		
New York	592	347
New Jersey	72	44
Pennsylvania	495	366
Middle	1,159	757
" 1907	757	...
SOUTH.		
Maryland	95	58
Delaware	7	22
District of Columbia	24	16
Virginia	101	49
West Virginia	57	26
North Carolina	75	42
South Carolina	28	49
Florida	68	42
Georgia	140	97
Alabama	92	63
Mississippi	67	37
Louisiana	54	45
Tennessee	137	89
Kentucky	69	52
South	1,014	687
" 1907	687	...
SOUTHWEST.		
Arkansas	133	78
Texas	178	97
Missouri	176	111
Southwest	487	286
" 1907	286	...
CENTRAL.		
Ohio	238	142
Indiana	115	95
Michigan	67	48
Illinois	344	191
Wisconsin	51	33
Central	815	509
" 1907	509	...
WEST.		
Minnesota	69	66
Iowa	77	79
Nebraska	31	18
Kansas	96	65
Oklahoma	95	46
Montana	29	21
North Dakota	23	8
South Dakota	10	14
Colorado	25	21
Wyoming	1	1
New Mexico	6	...
West	462	339
" 1907	339	...
PACIFIC.		
Nevada	17	4
Utah	25	12
Idaho	22	13
Arizona	8	7
Washington	119	69
Oregon	61	32
California	235	98
Alaska	1	2
Pacific	488	237
" 1907	237	...
Total, United States	4,909	3,136



"It's All in the Shreds"

THE GROCER WHO MIXES BRAINS WITH HIS BUSINESS

is always trying to make "satisfied customers"—and the easiest way to make them in these pinching times is to recommend

Shredded Wheat Biscuit and Triscuit

the food that supplies all the energy needed for work or play at smallest cost. The cleanest, purest, most nutritious and most economical of cereal foods.

A Good Profit for You, and a Satisfied Customer—What More Can You Ask?

The Natural Food Company, Niagara Falls, N. Y.

When You Are Asked For

One of the 57 Varieties that you do not carry in stock, you run the risk of losing a permanent customer. The housewife knows that

HEINZ
57 VARIETIES
PURE FOOD PRODUCTS
(The kind that contain no preservatives)

are carried by all first-class grocers, and she will have them. Absolutely pure, clean-made, and of the highest quality, Heinz products make firm friends wherever sold.

Merchants are authorized to refund purchase price if they ever fail to please.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

Fruit Evaporator Tells Pennsylvania Food Commissioner About Sulphur Bleach

Says that Sulphur Poisons the Fruit so that Even Insects Won't Touch It. Oleo Campaigns in Philadelphia and Pittsburg. Reports of Month's Work and of State Chemists.

The current issue of the Pennsylvania Dairy and Food Bulletin, copy of which has just been received, contains an interesting letter from Jacob F. Ryder, of Waynesboro, Pa., on the subject of bleaching dried fruit with sulphur. Mr. Ryder shows himself thoroughly posted on the subject, and opposed the use of the bleach. His letter is as follows:—

Waynesboro, Pa., March 6, 1908.
Mr. James Foust, Dairy and Food Commissioner, Harrisburg, Pa.

Dear Sir:—I have your letter of March 2d, and in reply will say that nothing could have pleased me more than to have found the time to have written you a more descriptive letter in relation to the use and abuse of the sulphur process in bleaching fresh fruits preparatory to evaporation. But you are at perfect liberty to quote me as saying that the use of sulphur and all other bleaches, as salt water, benzoate of soda, etc., should be vigorously discouraged, especially the present methods of using sulphur, and the length of time that the first prepared fruit is subjected to the fumes of the burning sulphur, which is termed sulphurous acid gas which in turn is a corrosive poison.

To make a test put one pound each, sulphur bleached dried apples, salt water and evaporated apples unbleached as per sample I sent you, or in other words use three one-gallon stone jars or any other convenient receptacle and put into each jar one pound of each kind of fruit to which add two quarts of water, allowing the jars with the fruit and water to stand for 48 hours in a room where the temperature is below that which causes fermentation, then by tasting the juice or cider of each and by sachrameter weigh the juices and determine the specific gravity and the amount of sugar in each, or by chemical analysis you will find surprising results.

In the first place in all of the commercial apple evaporating plants (as the evaporators used for this purpose are wholly unadapted for evaporating any other fruits except the apple), the apples are pared, cored and trimmed. From the trimmers the apples pass into the bleacher, which is provided with a series of five or six boxes, each holding from two to three bushels of fruit, and as these boxes, filled with fruit, follow each other, in consecutive order, through a horizontal flue or bleaching box with a pot of burning sulphur underneath, from which the fumes, sulphurous acid gas, pass upward and into the bleacher, thus saturating the pared and cored apples so thoroughly that all bruised places in the ripe fruit and the very hard green fruit all comes out of the bleacher white and so thoroughly poisoned that flies, gnats and other insects, including the honey bee, will not go near the fruit that is intended to enter into the stomachs of the unsuspecting consumers. While on the other hand, just outside of the evaporator building you will find myriads of bees, flies, gnats and other insects helping themselves to the cores and skins (parings) that have just been removed from the apples in the pile of bleached fruit inside of the building, waiting its turn to go into the so-called evaporator.

Even should the bleached fruit lie for several days, no fly or insect will touch it, simply because it is poison, whether apples are evaporated as "whole stock" or cut into ring slices, from the whole fruit after being bleached, from which little, if any, of the sulphur fumes can be dissipated in the process of evaporation, by the present process of cold bleaching, and kiln drying.

Being familiar with all kinds of farm, orchard, dairy, evaporating, canning and packing house food products, I feel justified in saying that in none of these have the actual food values been so completely changed by adulteration and artificial coloring matter as the commercial evaporated fruit products, more especially the apple, which by the indiscriminate use of sulphur has in many instances been rendered wholly unfit for food.

The proper way to evaporate fruit is by exposing all cut surfaces of the fresh prepared fruit to continuous currents of heated air in such a manner as to dry off the cut or exposed surfaces of the fresh fruit and thus form an artificial skin or cuticle, covering the fruit and preventing the escape of the volatile fruit flavor and developing the saccharine or fruit sugar as near as is possible to be accomplished in an evaporator.

Very respectfully,
JACOB F. RYDER.

In same number of the bulletin the Commissioner sums up his impressions of the oleo campaign he has been carrying on in Philadelphia and Pittsburg as follows:—

Recent remonstrances from dealers in pure butter in the counties of Allegheny and Philadelphia led the Dairy and Food Commissioner to set on foot investigations which revealed extensive violations of law. In Allegheny county less than one hundred of the dealers got into the habit of purchasing the uncolored oleomargarine and coloring it themselves, thus defrauding the National government out of nine and three-quarter cents revenue on each pound and violating the law of Pennsylvania. This colored product was marketed as genuine creamery butter, but it was sold at a price which practically drove genuine butter out of the market. After careful investigation had revealed something of the situation several arrests were made and prosecutions instituted. It is the firm resolve of those having the matter in charge to push these prosecutions with all possible vigor

If you knew how many people chew
Pulver's Kola-Pepsin Chewing Gum
you would order the following at once and
MAKE THE BIG PROFIT

	RETAILS
1 Jar —100 5-cent packages	$5.00
1 Box— 20 5-cent packages (Free to you)	1.00
1 Box— 20 Metal Gum Containers (Free to you) (For the pocketbook)	
	$6.00
Cost to you	2.75
Net profit	$3.25

Universal Coupons Given Free to Both Merchant and Consumer

Pulver Chocolate and Chicle Mfg. Co.
ROCHESTER, N. Y.

The Ohio Blue Tip, Double Dip



SAFETY MATCH
is the **only** one that never gets soft and never drops.
All Jobbers. Prices Will Interest You.
OHIO MATCH SALES CO., New York, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street

Let Us Show You How to Buy Coffee!

We know the Coffee business from A to Z; have had more than ninety years' experience, and knowing it are in position to show you how to buy so that you will make the most money and, at the same time, obtain the best values.

We will show you what blends are best suited to your locality, and then see that the roasting is perfectly done, so as to obtain the best results.

We will do everything to protect your interests, and, as a further safeguard, guarantee every pound of Coffee that leaves our house.

Let us show you that we know our business.

SAMUEL WILDE'S SONS CO., *Importers Coffees, Teas and Spices,* **11 DUTCH STREET, NEW YORK**

and to refuse to transfer the licenses of chronic offenders.

The situation in Philadelphia has been much more complex. The dealers in pure butter found themselves confronted by a competition which was selling "pure creamery butter" at much lower prices that they could afford. Complaint was made to Dairy and Food Commissioner Foust who at once set on foot investigations which revealed the existence of a formidable combination cunningly organized and practicing the same violations of law detected in the Pittsburg cases. It may be added here that every effort will be made to break up this unlawful combination to deceive the public and injure legitimate trade. The whole power of the State will be invoked and an effort made to secure the infliction of the heaviest penalties authorized by law.

The summary of the month's work in all departments is as follows:—

REPORTS OF ANALYSIS.

Butter Samples, 116.

Colored oleomargarine	16
Oleomargarine, no license	2
Pure	98
Total	116

Lard Samples, 2.

Pure	2

Pure Food Samples, 15.

Adulterated	1
Complying with law	8
Misbranded	6
Total	15

Vinegar Samples, 2.

Adulterated	2

SUITS AND PROSECUTIONS.

Oleomargarine Cases, 18.

Terminated	18

Pure Food Cases, 15.

Terminated	15

Vinegar Cases, 2.

Terminated	2

The pages devoted to adverse reports of State chemists show comparatively few material adulterations. Many of the cases reported are oleo violations. Following are taken from the chemists' adverse reports:—

Sample bought of Taylor & Walters, 318 Braddock avenue, Braddock. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Dundee Creamery Co. (Joseph Landerman), 1911 Carson street, Pittsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of L. A. Brooks, 409 Station street, Wilmerding. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Stephen Broderick, 207 Fourth avenue, Carnegie. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Reese & Spencer, New Castle. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of J. A. Donahoe, 6278 Frankford avenue, Pittsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of S. Broderick, 207 Main street, Carnegie. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Stenger Bros., 921 Wylie avenue, Pittsburg. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of H. F. Levi, E. Ohio street, Allegheny. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of R. P. Hornbaker, 82 E. Bean street, Washington. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of D. H. Lewis, 160 N. Main street, Washington. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Mrs. W. A. Teagarden, 372 Main street, Washington. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of T. T. & Wm. P. Cage, 233 S. Main street, Washington. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Imri H. Taylor, 43 W. Wheeling street, Washington. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of A. Greinier, Oil City. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of Ed. B. Taylor & Fred Walter, 318 Braddock avenue, Braddock. Sold for butter. Chemist's report—Oleomargarine colored with a coal tar dye.

Sample bought of Jacob Hease, Washington. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of G. W. Gwyne, Washington. Sold for butter. Chemist's report—Oleomargarine; colored with a coal tar dye.

Sample bought of L. S. Clark, Titusville. Sold for ketchup. Chemist's report—Preserved with an excessive amount of benzoate of soda.

Sample bought of G. N. Ellenburger, Clearfield. Sold for ketchup. Chemist's report—Preserved with an excessive amount of benzoate of soda.

Sample bought of J. W. Fichthorn, 813 Penn street, Reading. Sold for chocolate. Marks on package—"I want a Chocolate." (Compound.) Chemist's report—Deficient in chocolate.

Sample bought of Chas. Baker, 1021 Montgomery avenue, Philadelphia. Sold for tomato catsup. Chemist's report—Misbranded. Contains larger amount of benzoate of soda than declared on label.

Sample bought of John McNeill, 5861 Germantown avenue, Philadelphia. Sold for tomato catsup. Chemist's report—Misbranded. Contains larger amount of benzoate of soda than declared on label.

Sample bought of John McGarvey, Salmon and Clearfield streets, Philadelphia. Sold for tomato catsup. Chemist's report—Misbranded. Contains larger amount of benzoate of soda than declared on label.

Sample bought of M. H. Levin, 602 S. Third street, Philadelphia. Sold for tomato catsup. Chemist's report—Misbranded. Contains larger amount of benzoate of soda than declared on label.

Sample bought of Bauer & Harrison, 620 N Second street, Philadelphia. Sold for tomato catsup. Chemist's report—Misbranded. Contains larger amount of benzoate of soda than declared on label.

Sample bought of Percy D. Hogan, Uniontown. Sold for cider vinegar. Chemist's report—Distilled vinegar and colored with caramel.

Sample bought of M. Friedman, Uniontown. Sold for cider vinegar. Chemist's report—Distilled vinegar and colored with caramel.

Florida eggplants are scarce, and anything good is worth $2.50 to $2.75 per crate. The demand is good.

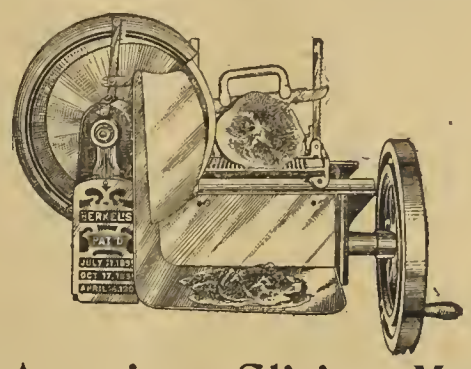
CONTRASTS

A clothing merchant once started out a tramp in the most disreputable-looking apparel—so bad that every one turned to look at him. On his back was a sign: "Wear Brown's clothes and you won't look like this."

He was advertising by contrast—and the ad. was a good one.

A good many well-meaning grocers are advertising the other fellow in the same way.

They run stores which are good stores, but they haven't kept abreast of all the details of modern merchandising; and the result is that in competition with the store having up-to-date time and labor and money-saving fixtures and methods of service the contrast hurts them, and they lose trade.



The American Slicing Machine

will make the other fellow advertise YOU.

Let the housewife compare the even, uniform slices of bacon or ham, or dried beef, cut just the thickness she desires, without handling, with the uneven chunks sawed off by hand in a hurry.

If she ever goes to another store again the contrast will send her back to you in a hurry.

Better profit on each sale for you, too.

Nine thousand merchants have proved it.

Write to-day for the evidence—free.

American Slicing Machine Co.

54 Fifth Avenue, Chicago

TIN CANS



METAL SHIPPING PAILS

No Boxing or Crating Necessary

FOR Coffee and Spices we believe you will find this new metal shipping pail the best transportation package on the market to-day. It has been perfected only through practical and exacting experiment. We believe it to be practically theft-proof. The cover fits into the pail and is fastened by clinching the cover-lugs over the wired top of the pail. In addition we furnish small steel fasteners (not shown), which are clinched over the cover-lugs and effectively prevent theft in transit.

This galvanized shipping pail is made in four sizes: Small, Medium, Large, Extra Large.

Submit Your Requirements to Our Nearest Office.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES

OUR 1908 LINE OF
REFRIGERATORS
COMPRISE
The Jewett The Baldwin The Farson
NONE BETTER THAN THESE
Get Our Prices Before Buying



JAMES M. VANCE & CO.
Jobbers in Hardware
211 and 213 Market St., Philadelphia



WOODCOCK MACARONI

is not just dough with holes in it. It has a fine, rich flavor that keeps people coming for more and beats the best imported as a seller. Your best customers will thank you for starting them on it and we will give you a good profit.

WOODCOCK MACARONI CO., Rochester, N. Y.



"GET SOME"

Come In With Us

We want your co-operation, Mr. Retailer, and this is how we think we earn it:

Van Camp's Baked Beans with Tomato Sauce are advertised to consumers more widely than any other brand in the world. Every advertising contract we carry is for a year and we'll renew it when it expires.

That means the building up of a vast business for you and us.

Your profits on **Van Camp's Pork and Beans** are guaranteed as good as the profits on the average of all your goods, and much better than the profits on many things you handle.

As for quality, there is no brand of baked beans that can compare with **Van Camp's.** You know that, and your customers are being rapidly taught it.

Van Camp Packing Co.
INDIANAPOLIS, INDIANA

THE GROCERY MARKETS

Tea.

The tea market shows no change for the week. The demand is simply fair, being a steady business for actual wants only. Prices throughout rule on exactly the same basis as a week ago, low grades being the firmest on the list. The season will probably reach its close without any special change from now on.

Coffee.

The coffee market is very dull. The only notable feature is the continued scarcity of good Santos. There is no scarcity of low grades; in fact they are slightly weaker. Brazil options are unchanged, and there is practically no quotable market change. The demand for coffee is only moderate. Milds are steady and unchanged. Java steady. Mocha shows a decline of about ½ cent for the past month.

Sugar.

The sugar market is still very firm, and another advance in refined is inevitable. Cuban raws have advanced another notch during the past week, and European raws also, though toward the week the latter ruled slightly weaker on account of the high prices having brought out an unexpected quantity of raw sugar. Refined sugar shows no change for the week, but may advance at any moment. The consumptive demand is fair.

—

The entire refined market advanced 10 points just as the "Grocery World" went to press.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is flat and unchanged in price. Sugar syrup is in excellent demand, both for home and export trade, practically the entire output being absorbed as rapidly as produced. Molasses is dull and steady, the season being for the most part over.

Fish.

The market for the week shows no change. All grades of Norway mackerel, as well as Irish, rule at steadily maintained prices, and are in fair demand at the price. No large lots are moving. Fresh mackerel is beginning to be caught off our own shores, and the new shore mackerel season will now be on very shortly. Cod, hake and haddock are in light demand at unchanged prices. Domestic sardines on spot are unchanged and dull. Future prices have not yet been named by most packers, but are likely to be almost any time. Salmon is quiet and rules unchanged. Foreign sardines are firm and scarce.

Canned Goods.

Tomatoes are easy, both spot and future. There is no change to report in quotations, but the general tendency is unquestionably weak, and even lower prices, both spot and future, are by no means unlikely. Corn is dull and weak also. The demand is very light. Spot peas are weak and dull, although futures are maintained. Apples are nominally unchanged, but it is believed that concessions could be obtained on a good round lot. Peaches are still scarce, dull and high. Baltimore canned goods show no change in price and the demand is fair. Packers are anticipating an active packing season in all lines. California canned goods are dull, both from first and second hands.

Dried Fruits.

Prunes are easy and offers have been made during the week as low as a 2¼-cent basis. This is equivalent to a decline of ¼ cent. The demand is very light. Peaches are dull at much reduced prices, though the week has brought no further declines. Apricots are scarce and still very high. Some imported French apricots of rather poor quality brought 12 cents during the week. Currants are quiet at unchanged prices. Raisins are still very dull and weak. Citron has declined ½ cent more and is dull. Dates and figs are dull and unchanged. Apples are quiet at ruling prices.

Beans and Peas.

Pea beans average $2.35 for the domestic grades in a large way, the imported being worth $2 to $2.05. The demand is fair. Marrows rule unchanged from last week and the demand is fair. California limas do not seem to be very steady, various prices being quoted, some sales, presumably for rain-damaged goods, being made below 5 cents. Split peas are growing scarce, and the price is firm. Green and Scotch peas are in light supply and firm.

Butter.

Both tub and print butter is firm at an advance of about 2 cents per pound higher than a

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

week ago, all grades being affected. The continued short supply is the cause, the production being invariably short at this time of year. Present conditions are likely to exist for about two weeks, after which the supply will increase and prices will decline.

Eggs.

The egg market is steady at unchanged prices. The receipts are about normal for the season, speculators taking everything at the market price. The quality of eggs now being received is the best for the year. As long as the weather continues cool there will probably be a firm market at unchanged prices.

Cheese.

The cheese market is stationary. The demand is fairly active, and stocks in storage are steadily decreasing. Under-grade cheese are in very light supply, and prices will probably rule unchanged until new cheese is available in about six weeks.

Provisions.

Everything in the smoked line is very firm at unchanged prices. The demand is good, as is usual at the Easter season. The receipts of hogs are lighter than they have been, and if there is any change it will probably be a slight advance. Both pure and compound lard are firm at unchanged prices. Barrel pork, canned meats and dried beef are unchanged and steady.

Produce.

York State potatoes, 85 to 95 cents per bushel; Pennsylvania potatoes, 90 cents to $1 per bushel, demand good; sweet potatoes, $1.10 to $1.20 per basket; seconds, 50 to 65 cents per basket, demand fair; Ohio globe onions, $1 per basket; York State, 90 cents to $1 per basket; Bermudas, $1.75 to $2 per crate, demand good; Spanish, small crates, 75 cents to $1; large crates, $1.25, demand slow; carrots, $2 per barrel, 40 cents per basket, demand fair; yellow turnips, 30 to 35 cents per basket; white, 25 to 30 cents per basket, demand fair; beets, $1 to $1.25 per barrel, demand slow; Danish cabbage, $12 to $15 per ton, $1 to $1.25 per barrel, demand fair; watercress, $1.50 to $2.50 per 100 bunches, demand fair; oyster plants, $2.50 to $3 per barrel, demand fair; scullions, $1 to $1.25 per 100 bunches, demand good; spinach, 80 cents to $1.15 per barrel, demand fair; horseradish, $3 to $3.50 per barrel, demand fair; salad, 2½ to 4 cents per bunch, demand fair; radishes, 3 to 4 cents per bunch, demand good.

Green Fruit.

Bananas, jumbo, $1.75 to $2.25 per bunch; firsts, $1.50 to $1.75 per bunch; 8-hands, $1.10 to $1.30 per bunch; 7-hands, 75 cents to $1 per bunch; 6-hands, 50 to 65 cents per bunch, demand poor; lemons, $2.50 to $2.75 per box, demand fair; California oranges, $2.75 to $3.50 per box, demand good; Floridas, $2.50 to $3.50 per box, demand good; grapefruit, $2 to $5 per box, demand fair; apples, Baldwins, $2 to $3.50 per barrel; Hulbersons, $2.75 to $3 per barrel; Spy, $2.75 to $3 per barrel; Spitz, $3.50 per barrel; Kings, $5 per barrel; Russets, $2.50 to $2.75 per barrel, demand fair to good.

Nuts.

Peanuts, roasted, choice, $1.05 per bushel; fancy, $1.30 per bushel; jumbo, $1.55 per bushel; green, choice, 4¼ cents per pound; fancy, 5½ cents per pound; jumbo, 6½ cents per pound, demand fair; almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

Continued dullness this week was the only feature of the canned goods market here. In the face of the very small demand for the general line of goods it is remarkable how well the prices hold up. They have reached the point evidently where the canners are determined to carry the goods into the coming canning season rather than name any lower prices. During the week tomatoes was about the only article that sold in straight carload lots. The demand for them was small, comparatively, but the encouraging feature about it is the fact that the buying orders came from nearly all sections of the country, which means that there is a large field for the canners to cover when the market resumes its usual activity.

In all lines of fruits and vegetables the buying was of the same character as heretofore, and the market is rather in the buyer's favor. In some lines of goods the asking prices can probably be shaded.

The sales of "future" goods of all kinds up to this date have been smaller than in any season for a very long time, but the jobbers are now commencing to show more interest in them.

THOS. J. MEEHAN & Co.
Baltimore, Md.

Spices.

The market has been fairly active. Buying has been quite satisfactory for actual needs; little has been done in futures. Stocks in our country are small; in fact, lower than they have been for years.

Pepper.—The market has strengthened since our last letter. Price has been marked up fully ⅛ to ¼ cent. This especially applies to Lampong. We have just had some news pertaining to the fact that we will have moderate crops of Acheen, Singapore and Lampong peppers, although it is predicted that the crop of Singapore and Siam white will be smaller.

Cayenne is very steady and prices are firm. The tendency is upward.

Cloves.—Practically no change in the situation. There is very little in our country and all arrivals are quickly taken up.

Pimento (Allspice).—Very active and considerable buying on account of present low values, which we consider very safe.

Mace is in small supply and prices are therefore very firm.

Nutmegs continue dull at only limited demand. Prices are practically unchanged.

Cassias.—No changes to note. Demand very fair, which will increase from now on. China Cassia is exceedingly scarce.

Gingers unchanged during the week. Demand fair.

Seeds.—Caraway unchanged during the week. Market very firm. Celery, mustard and coriander in fair demand at same prices as heretofore in effect.

McCORMICK & Co., INC.
Baltimore, Md.

California Fruits.

Present conditions in California indicate the best fruit crops known in many years, and unless something unforeseen happens there will be the heaviest apricot crop that we have had in three years, and it may be predicted that prices on canned and dried apricots will be materially lower than they have been for several years, possibly 35 per cent. below last year on the average. The prices on apricots that ruled during the past two seasons were so high as to restrict consumption to a very marked degree. Stocks are completely exhausted.

Peaches.—The present outlook is for the largest and best crop of peaches we have had in California for several seasons. The fruit is now so far matured that growers do not fear very much damage from cold spring rains, as was the case during the past few years, but it must be taken into consideration that stocks are entirely exhausted.

Cherries and Plums.—Indications point to good crops.

Pears.—Spot stocks completely exhausted. Indications are for average crop only, possibly equal in quantity to last year (1907).

Resumé.—While at present conditions could hardly be better (with prospects for seasonable rains during April), yet it will require good crops to replenish stocks, which are practically bare. The 1908 prices on canned and dried fruits will be lower, as it is a foregone conclusion that buyers will be conservative in their purchases.

Should fruit trees be overloaded, unless growers vigorously thin their trees, the size of the fruit will be too small and will be difficult of sale at any price.

Prices for fruit crops will rule low this year on account of the ultra-conservative attitude of commercial banks, both here and in the interior, which will result in many canners and dried fruit packers being unable to finance their 1908 business, and as dried fruit packers

have met with very serious losses this past season they will be compelled to be ultra-conservative the coming season. The speculative feature will be largely eliminated, as financial conditions will result in materially curtailing the output, and packers and dried fruit men will not be in a position to carry heavy stocks for buyers.

California Canneries Co.
San Francisco, Cal.

MARKET NOTES.

Florida tomatoes have not so far had a very good season. The quality of most of the receipts has been poor. At present the price ranges from $1.50 to $2.50, and anything good sells well. Fancy tomatoes will bring $3, but are very scarce.

—

Florida strawberries, which have been unusually abundant all the season, are even more abundant now, and the price has dropped to 15 to 20 cents per quart. As much as five cars have reached Philadelphia in one day. Last year the price at this time was 25 to 35 cents. Naturally the low prices have increased the consumption.

—

There are no new Florida potatoes in market, though there probably will be within two weeks. Bermudas are in good demand at $6.50 per barrel. The supply is not large.

—

Asparagus is coming both from California and the South. California asparagus ranges from $2.50 to $3.50 per dozen and is in good demand. Southern ranges from 20 to 35 cents per bunch. The general demand is good.

—

Rhubarb is mostly near-by and ranges from 5 to 15 cents per bunch. The demand is good.

—

Florida peas have a wide range—$1 to $2.75. The demand takes everything good.

—

Florida string beans are high. The best brings $4, the poorest about $2. Good beans are wanted.

—

Radishes are in large supply and fair stock has been offered as low as $1.50 per barrel, which is not ½ cent per bunch. Good stock ranges from 2½ to 3 cents per bunch.

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

Written for the "Grocery World."

Believes in Retailers Standing Alone

A Country Retailer Contends that it is Wrong in Principle for Manufacturers to Concern Themselves with Retailers' Profits. Every Dealer Should be Compelled to Stand Alone. If Unable to Stand Alone He Should Retire in Favor of Those Who Can.

I was greatly interested in the account in the last issue of the "Grocery World" of the action of the Great Western Cereal Co., manufacturers of Mother's Oats, in attempting to induce retail grocers to sell Mother's Oats at 12 cents. I am a retail grocer, and I do not believe in such moves. I do not suppose that the Great Western Cereal Co. is doing this to help the grocer alone, but from business reasons. The grocer who gets 12 cents for Mother's Oats will naturally be better satisfied with it as a profitable product than if conditions compelled him to sell it for 10 cents. The manufacturer, therefore, naturally desires to make the grocer as well satisfied with his product as he can, and thus cause him to push it.

No matter what the motive, however, I am not in favor of any such moves. As a retailer I am perfectly willing to stand on my own feet. I believe all other retailers, whether willing to or not, should be made to stand on their own feet. If we were all obliged to stand alone it would be a case of the survival of the fittest. Those not strong enough to stand alone would fall, and the market would rightfully belong to those left.

In other words, if I am unable to sell goods at a profit, I am not worthy of help from outside, I am a lame duck, and no amount of outside help will ever make me any less a lame duck.

I am aware that the majority of the retail trade will not agree with the view I am about to express now, but I am nevertheess sincere in it. In a way the manufacturer's suggestion as to what price a retailer should get for his own goods is an unwaranted interference with another man's business. A manufacturer sells his goods outright to the jobber, the jobber sells them outright to the retailer. They belong to the retailer absolutely and he has the exclusive right to say what they shall be sold for. If he has not sufficient ability to turn them over at a profit, then he has no place in business and should retire in favor of those who have. The manufacturer would be perfectly justified, in my judgment, in rejecting all requests from retailers to set the price at all. All that can reasonably be asked of him is that he shall do nothing to hinder the retailer in getting a profit. If he refrains from interfering, he would have a perfect right to say to the retailer: "These goods are yours. I have no more control over them than Theodore Roosevelt. *I* got my profit out of them, it is up to you to do likewise."

A Country Retailer.
———, Pa., April 9, 1908.

Why the Sale Fell Through.

Secretary Schwarz, of the Geneva, Ill., Business Men's Association, Writes the "Grocery World" that the Proposed Bad Debt Sale Didn't Take Place. "They Must Have Paid Up."

Floating about the trade press for many weeks has been the following item:—

> The sale of about $30,000 worth of "bad" grocery, butcher, drygoods and other bills at public auction is the unique plan decided upon by the Geneva, Ill., Business Men's Association.
>
> At a meeting of the association it was decided to take this step as a means of securing a settlement on the bills. April 1 in front of the Geneva State Bank building, the first auction will be held.
>
> Thirty days' notice will be given to delinquents of more than one year. If a settlement is not secured at the end of this time the bills will be offered for sale to the highest bidder, the purchaser to take his chances of collecting. Thirty business concerns are interested in this plan.

The sequel is told in the following correspondence:—

> Philadelphia, March 28, 1908.
>
> Secretary The Business Men's Association, Geneva, Illinois.
>
> Dear Sir:—The "Grocery World" is extremely interested in the published statement that your organization will on April 1st, hold an auction sale of delinquent bills owed the members.
>
> We would esteem it a very great favor if you would be good enough to advise us after the sale, as to such success as it might have had, average amount obtained for bills of this class, whether it induced the settlement of such accounts in advance and so on.
>
> Kindly use the inclosed stamp envelope for your reply and if at any time we can reciprocate, please command us.
>
> Yours very truly,
> E. J. Buckley.

The answer of Secretary W. A. Schwarz was laconic but interesting. He writes:—

> Sale didn't come off; guess they must have paid up.
>
> W. A. Schwarz.

AMONG THE TRADE.

The local wholesale produce men have reversed their former decision as to doing business between 5 A. M. and 5 P. M. They will now close at 12 noon, opening at any time in the night they like.

—

The Gimbel grocery store has gone into the oleo business. They advertise pound prints at 25 cents.

—

During the week creditors filed a petition in the United States District Court to have the United States Starch and Glucose Co., of this city, adjudged an involuntary bankrupt. The petitioners and their claims are: E. A. Wright Bank Note Co., $300; Swain Brothers, $54.11; Oil and Waste Machine Saving Co., $52.96; Wellington Starch Co., $13,888.36; Thomas W. Barnes, $1,839.39; F. A. Masser, $123.72.

Munsey Chain Store Scheme Branching Out.

The Munsey Grocery Co. has leased a large store room in Youngstown, Ohio, at a rental of $5,500 per year for establishment of one of the branch stores of that company. The leading stockholder in this concern is Frank A. Munsey, the magazine publisher. Similar stores have been opened by this company in various cities of the country. The concern sells groceries at retail, makes no free deliveries, sells for cash and expresses an intention of selling goods at an advance of 15 per cent. over cost. It is not yet known whether the company will sell green fruits and vegetables, but as the plan suggested is in most respects similar to that of the "cash stores" which do not handle green goods it is supposed that this line will be omitted by the Munsey Co. also.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

A circular from a new Baltimore grocery comes into this department for criticism. It measures 9 x 12 inches, and here is the photographic reproduction:—

Bulletin for Week Commencing March 9, 1908

WE GIVE S&H GREEN TRADING STAMPS

The New TEA and COFFEE Store Of West Baltimore.

WE GIVE S&H GREEN TRADING STAMPS

Marion A. Shenton,

Formerly with Great A. & P. Tea Co.

1423 W. BALTIMORE STREET.

Teas, Coffees and Fancy Groceries.

Note our attractive prices and EXTRA S. & H. GREEN STAMP offerings.

EXTRA STAMPS FREE.

10 Stamps with 1 package Corn Starch, 10 cents. 5 Stamps with 1 package of Corn Starch, 5 cts

CUT PRICE.

Large Bottle AMMONIA,	5 cents	Red ALASKA SALMON,	12½ "
Large Can TOMATOES.	10 "	WAGNER'S Baked Beans,	10 cents
KIRKMAN'S Soap,	4 "	California Evaporated PEACHES,	10 cts. lb.
Oregon PRUNES,	10 "	PICNIC HAMS,	9 "
BAKERS' Gelatine	9 "	CAMPBELL'S Soups,	3 cans for 25 cents

EXTRA STAMPS FREE.

70	Stamps	with	1	lb.	80c	TEA	30 Stamps	with 1 lb.	J. & M. Coffee 35c
60	"	"	1	"	70c	"	25 "	" 1 "	" " 32c
50	"	"	1	"	60c	"	20 "	" 1 "	COFFEE 25c
40	"	"	1	"	50c	"	15 "	" 1 "	" 22c
25	"	"	1	"	40c	"	10 "	" 1 "	" 20c

Strictly Fresh Eggs and Finest Butter.

C. & P Phone, Gilmor 1547 Y. Orders called for and promptly delivered.

I do not like this circular. It is, in my judgment, susceptible of great improvement. Over half of the available space has been used by the boldface heading. This seems to me a clear waste of space. It is all very well to make much of the store being new, but I shouldn't have taken so much space to do it. I should have preferred letting actions speak louder than words. For instance, a heading like this could have been used:—

See what the New Tea and Coffee Store is Doing:

Keep the name and address for the bottom, where it rightly belongs, and follow the heading with just a line or two of introduction. Somewhere in the body of the circular or at the bottom a line could go "We Give Green Trading Stamps." The balance of the advertisement should be meat. As a matter of fact, all the real advertising of specific goods at a price which this circular contains is the ten lines headed "Cut Price." A new store ought to reach out for business, and by far the best way it can do it is by exploiting well-selected goods at attractive prices. Big black lines such as appear at the head of this circular will never get trade in the world. The advertising for the stamps may get some, but it is not by any means the best trade. One customer who comes for goods is better than ten who come for stamps or schemes. I should have used about four times as much space to advertise goods and prices as has been used in this circular.

Mrs. Williams' Brands

OF

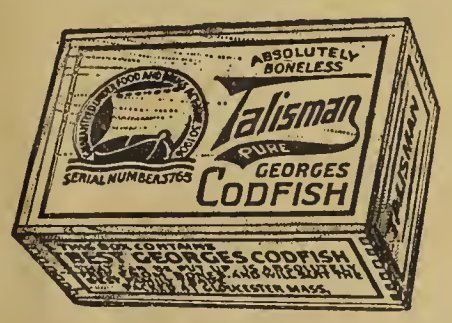
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL



YOUNG COD IN GLASS

Talisman Codfish in little glass jars is just about the sweetest, finest, tenderest codfish sold anywhere.

Packed only from medium-sized fish both smaller and younger than that we pack in 3-pound boxes.

This kind of package irresistibly appeals. It means absolute cleanliness and perfect-keeping qualities.

Talisman Codfish is preserved with natural sea salt, and nothing else.

SWIFT & COMPANY

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

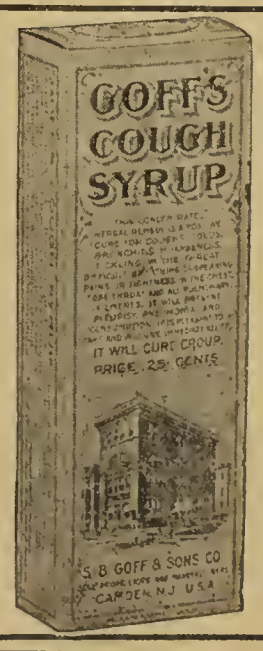
Sample free, or four months' trial for 10 cents

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.



NO CHARGE

We will send any grocer not selling our goods a free 25c. bottle

GOFF'S HERB BITTERS

The great remedy for

DYSPEPSIA AND CONSTIPATION

Write to-day.

S. B. Goff & Sons Co.

ESTABLISHED 1872

Camden, N.J.

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.



Anker's Bouillon Capsules

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St. NEW YORK



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

Warm Roast for Extravagant Food Advertising

Advertising Writer Contends that the Advertiser of Proprietary Foods Defeats His Own Ends when He Makes Extravagant Claims. After all, Steak and Hot Cakes can Never be Eliminated.

A writer in "Printer's Ink," a weekly publication devoted to the advertising business, says some sharp things in the last issue about food advertisers who claim everything in sight. He reproduces an advertisement of this type, and comments upon it as follows:—

> The food man has no case in court when he takes this tack. All that anybody has to do to refute him is to ask the jury to look at the prisoner's face.
>
> You can't reason effectively against so capricious a thing as the human appetite, and this is what the food man is trying to do when he ransacks the dietary books and puts together a lot of "facts" tending to prove that his food is the one food of Man, and that oats and corn are only fit for horses. Who cares anything about the opinion of an agricultural college when, in its very presentation, he has to compare with such staple, savory, universally beloved delicacies as sirloin steak or eggs? No matter how many physiological common-places he may get together in support of the proposition that his patent food is the perfect food, you can drive him out of court by asking the jury if it wouldn't enjoy a plate of nice brown corn cakes with maple syrup.
>
> Really, the only consistent food advertisements are a grocery catalogue or a delicatessen window, which present all the things there are to eat in an impartial way. The very names of any of them in the driest bargain-sale list are tempting. The cheeses, smoked tongues, thin-sliced bacon and cross-sections of roly-poly imported sausages piled up in a delicatessen shop make the mouth water. Everything sold for the food of Man has its appeal, and Man wants a little of all of them at some time in the year. Therefore, this unfortunate practice of selecting one food—the only one you happen to make—and trying to prove by chapter and verse that it is the Complete Food, and all-sufficient, is dead against human nature. You can't fight appetite with reasoning, no matter how many eminent dietary authorities vouch for your facts. You might as well set out to teach people to feel with their heads and distrust their motives. When it becomes necessary to contrast your stuff with a sirloin steak, as an extreme instance of the Horrible Example, why, doesn't the argument become a farce on its own showing? It might go well enough in some neglected country where the people who read newspapers and magazines have never inserted a knife into a prime, juicy sirloin. But how about a country where readers have to pass the butcher shop on the way to the grocer's?
>
> When the food man is confined to a single delicacy in his advertising, there seem to be about three fundamental logical lines of argument open to him, two of which are right and the third altogether wrong.
>
> First of all, he can appeal direct to the human critter in Man—strike for the appetite. He can show how well his particular brand of flakes or crackers is prepared, how delicately browned, how neatly packed. He can emphasize savoriness in his commodity, cutting loose in a debauch of the overpowering words that make people's mouths water, even on paper. Why, there are whole sections of Roget's synonyms that make an irresistible food advertisement as they stand, with no argument at all:—
>
> "Pungent, piquant, poignant, spicy, full-flavored, zest, relish, smack, tang, gamy, toothsome, palatable, racy, seasoned, aroma, dainty, tit-bit, delicate, delicious, nectar, ambrosial, crisp, tempting, tasty, appetizing, exquisite, fragrant, delectable, sweetmeat, rich, salt, strong, gusto———."
>
> The food advertiser, though, has a singular failing. He ought to talk to readers as though they were well, and hearty, and hungry. Instead, he more often addresses them as though they were sick, and his near-food was prescribed to make them well, like Peruna. His arguments carry their own refutation in the text because he appeals to That Tired Feeling instead of to the human appetite. His ads remind one of those modern novels where the characters never have anything to eat because they are busy analyzing one another's morbid motives. Really, now, ought not a food advertisement to be more nearly like a Dickens story, in which the characters are perpetually having good things to eat and drink?
>
> Appetite is certainly the first great primary fact to be kept in mind in advertising food, because food is to eat, and people eat because they enjoy it.
>
> The second basic argument of food advertising appears to be Nourishment. These are days of fad and fuddle. Undoubtedly, a good many people wish to have the comfortable feeling that what they eat is doing them good—a whole lot of condensed good. It is therefore possible to talk so convincingly about the nutritive value of canned beans, macaroni, cheese and other binding foods that readers put them into their little tummies in complete confidence, and feel them do good all the way down, like a cocktail descending the throat of a giraffe. Readers do this, and never stop to ask themselves that other great question connected with food—namely, that having once taken it into your system, the next problem is to get it out again. That detail is left to the liver-pill advertiser—and this is probably as it should be.
>
> So Nourishment is the second basic argument, and a mighty effective one. But it is not nearly so potent as Appetite. And it is highly dangerous in the average copywriter's hands, because in his eagerness to make it strong he is almost certain sooner or later to extend it into the third basic argument on which food advertisers build—Comparative Nourishment. And this last is the one that is all wrong.
>
> When he goes into comparisons, the food man never knows where to



OLIVES

Some Pertinent FACTS

New York is generally recognized as the Commercial Metropolis of the United States. In everything eaten or drank in reliable food products, we aim to present a stock of greater variety and of better average quality than most houses.

In our **King Street Factory,** a huge steel structure, many hundreds of skilled hands are busy packing and sending out

"PREMIER" PRODUCTS

the choicest food the earth produces, tidily, skillfully and attractively prepared.

We respectfully invite your attention to the following attractive and popular line of Olives.
All first-class Stock—no Culls.

SPECIAL

		Per Dozen
Nabob Manzanilla, No. 6 Octagon bottle,	3 doz.,	$ .75
" " No. 7 Cylinder "	2 doz.,	.90
Premier Stuffed Red Pepper Manzanilla, No. 6 Fancy Ring Bottle,	2 doz.,	.85
Nabob Queen No. 3, No. 12 Cylinder,	2 doz ,	1.35
Premier Dual, Olives, a row of Queen and a row of Manzanilla Stuffed with Peppers in alternate layers in the bottle, No. 12 Cylinder,	2 doz.,	$1.75
Premier Queen, No. 3, 10 oz. Patent bottle,	2 doz.,	2.00
Premier Red Pepper, Stuffed Manzanilla, No. 12 Fluted	2 doz.,	2.25
Premier Queen, No. 1, No. 20 Cylinder,	1 doz.,	3.75

10-GALLON KEGS MANZANILLA OLIVES

We have an oversupply of 210/220 Manzanilla Olives and offer them in 10 gallon new iron-bound oak kegs as follows: 210/220 Manzanilla, 10 gallon full measure kegs, 55c. gallon.

All the above are exceptionally good trades, and we don't think the lot will last very long. Here is a rare opportunity, value for your money. We reserve the privilege to withdraw the above special quotations at any time without notice.

FRANCIS H. LEGGETT & CO., New York

¶ When your customer asks for a durable stove polish she wants

DIXON'S
POWDERED
Stove Polish

¶ Graphite is one of the best heat-resisting materials known. Good graphite and freedom from adulteration is what makes a stove polish durable—that's what makes the new Dixon Powdered Stove Polish durable.

¶ Write our Stove Polish Department for more information about this new Dixon product.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

"My Trade Stays With Me



because my goods are always kept in perfect condition, fresh, pure and tempting. I also use less ice with the McCray Refrigerator than I ever did, and my store looks better with the beautiful workmanship and finish of the refrigerator, which attracts so much attention. A McCray Refrigerator brings trade. You cannot lose trade with it in your store."

McCray
Grocer's Refrigerators

are used everywhere—are built right, and have the best system of cold air circulation. They use less ice than any other kind, and save enough in ice bills to actually pay for the refrigerator itself. There is no dampness and no stagnant air to taint one article with the odor of another. They keep all provisions fresh and pure.

McCray Refrigerators arebuilt in regular sizes for immediate shipment, or are built to order.



Send us a postal card with your name and address, and state whether you want catalog No. 65 for grocers, or No. 58 for meat markets, and let us tell you more about the celebrated McCray Grocers Refrigerators.

McCray Refrigerator Co.,
714 Mill Street
Kendallville, Ind.

stop. He ransacks the books for tite to negate the proof. Tobacco facts that will make a sirloin steak look devilishly black. He can get any sort of facts along this line that are needed to prove his point for the whole body of dietic knowledge is a vast scientific guess, and none of the authorities agree with one another, or even with themselves. But even if all the authorities agreed, and he could assure readers that Science discountenanced the sirloin steak, there would still be the human appe- does no good, even if it doesn't do harm. Yet the human palate likes tobacco. Wine is a mocker, and strong drink raging. But we consume in the neighborhood of 170,000,000 gallons of spirit a year. And so it is with sirloin steak. Even if it were harmful, people would want it. Even if this ad scared them into vegetarianism for a season there would naturally come a time when a diet of it would drive them back to sirloin steak.

Western Butter Men Organize Against Oleo.

The commission merchants and pure butter dealers of the city of St. Louis, Mo., have formed an organization for the purpose of assisting in the suppression of the illegal sale of oleomargarine in the city and to advance the interests of St. Louis as a butter market, and at the same time encourage the dairy industry in the State.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Sauterne Wines.

These are sweet, white wines, produced in the Bordeaux district, and particularly around the village of Sauterne, whence they derive their name.

Sauterne Barsac, vin de Grace, Chateau Sudurant, La Tour Blanche, and the noted Chateau d'Yquem, etc., which are from the "Blanches," or dry, white wine districts of France, are all considered Sauternes. They usually contain about 5 per cent. of alcohol.

As a rule, the white wines of the Bordeaux district are finer flavored and have a more delicate perfume than the red wines, and gradually lose their sweetness with age.

—

Safety Matches.

These were first invented about 1855 by a Swedish gentleman named Lundström, a Master of Arts, but also engaged in the world-renowned match factory of the Jönköping Co., at the town of Jönköping, in Sweden.

Safety matches may be defined as matches which will only strike on the boxes. The idea is a very simple but a very clever one. The inflammable ingredients are merely kept separate, one mixture being placed on the end of the match, while the other is spread on the sides of the boxes and called friction. The inflammable material into which the match is dipped ordinarily consists of the chlorate and bichromate of potassium, red lead and antimony sulphide; or, say, 40 parts of minium, 30 parts of antimony trisulphide and 6.7 parts of gum arabic. The friction or striking surface is generally prepared by mixing, say, 9 parts of amorphous phosphorus, 7 of iron pyrites, pulverized and sifted, 3 of pulverized glass, and one part of glue or gum, with the requisite quantity of water. It is therefore only on a surface smeared with the latter mixture that the former will ignite.

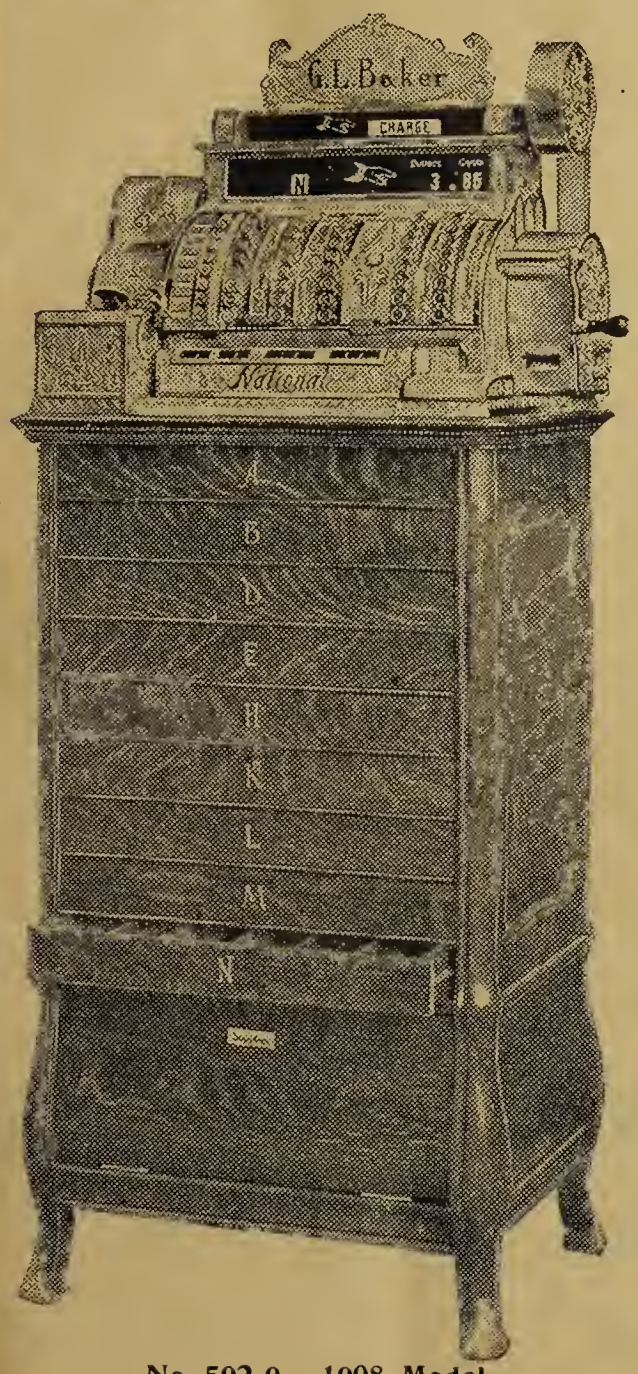
—

Sealing Wax.

A compound of shellac and resin, melted in turpentine, and colored with vermilion, ivory or lampblack, and various other colors as required.

A good sealing wax may be made from six parts of powdered resin, four of red lead, two of vermilion, and two parts of powdered shellac.

Increase Your Profits!



No. 592-9. 1908 Model

This is a new model and is the most complete register ever manufactured. It has nine separate adding counters and nine separate cash drawers. **Nine registers in one.**

Keeps record of each clerk's sales apart from a total of all the sales. Records number of customers each clerk has waited on, and also the total number of customers. Has counters for "Received on Account," "Charge," and "Paid Out." Prints itemized record under lock and issues check.

Each drawer is provided with a different-toned bell so that each clerk can tell if his drawer is opened by another. Drawers can be locked when clerks are at lunch or out of the store.

The new model is equipped with time printer to print the time of day to the minute when a sale is made. It can also be used for recording the time of arrival and departure of clerks. It also has an autographic attachment which is very valuable in making records of goods wanted or articles called for that are not carried in stock.

Let Us Show You How

You cannot afford to miss success by making mistakes.

Forget **one** charge sale—and you've lost the profit on **ten** cash sales.

Forget **one** payment on account—and you've lost a customer who would have come **ten** times again to buy.

One dishonest or careless clerk can offset your profit on the sale of **ten** others.

A National Cash Register Increases Accuracy

The difference between accurate handling of transactions in any store and inaccurate handling of money and credit, is the difference between success and failure.

You know that absolute accuracy in yourself and your clerks not only insures **you** that you get all the money taken over the counter, but it makes new trade for your store because your reputation for care and exactness is spread all over your city.

A National Cash Register Makes Money for You

620,000 storekeepers are using these registers because they save money and bring new customers.

Our new 1908 model lets you know each night exactly how your business stands. It does a lot of other things which we will be glad to explain to you. It will pay you to investigate our new registers.

Our Great Guarantee

We guarantee to furnish a better Register for less money than any other company in the world.

We make Registers suitable for all kinds of stores. Prices, $15.00 up—on easy monthly payments if desired.

Send us a postal and one of our salesmen will call when next in your vicinity and show you how simple, as well as how complete, our Registers are. He will also explain how you can increase your **cash** sales.

Write To-day

(1) The National Cash Register Co., Dayton, O., U. S. A.

FILL OUT AND MAIL THIS TO-DAY

Please send me complete information about National Cash Registers that would be adaptable for my business.

Name.....

Business.....

Street.....

City.....*State*.....

No. of Clerks.....*Remarks*.....

.....

.....

.....

The National Cash Register Company

DAYTON, OHIO, U. S. A.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

NEW AD. DAILY.

Beginning Monday we will have a new ad. daily in "The Times." It will be a 10-inch double in the top right of the Women's page. We're going to make this a live corner. We're going to talk store news, in a racy natural way, and we're going to make this 20 inches of newspaper space sell goods.

But remember the ad. will fail to bring results unless you all catch the spirit of it. Be alive to all it says. Live and act and have your business being in what we write. That's what makes good advertising good. "Be up to snuff," as the Yankees say, when specials are advertised.

A NEW COFFEE SCHEME.

Monday we will put 500 1-pound bags Senate coffee in the south window. Into these we will place ten front row tickets for "The Chorus Lady," in which Rose Stahl appears as leading lady next week. We are not going to use this much in our ad. Just a quiet reference to it Saturday night, assuring those that receive them that the ticket is bona fide and redeemable or exchangeable like any ticket. The remarks of the recipients afterwards will be interesting. Report some of them at the office.

MALT EXTRACT.

So long as people think they need malt extract in the spring and have the money to pay for it we will sell it. So show up Prof. Kurtz brand at $1.50 per dozen.

Beef wine and iron will be in demand as usual when the warm days come to us. Show up a case of each size, 15 and 30 cents.

EASTER EATING.

Burk's hams and bacon will be on display early. Other brands, too. Likely we'll run a special at a cut price by the strip for Friday or Saturday. A three-hour cut-price sale of fresh eggs will take place Friday morning. At present 20 and 25 cents the dozen will be the figures. The 25 cents are selected. They're chiefly from the Anderson farm and are really worth the difference.

Take orders for grapefruit, fresh asparagus, Brussels sprouts and lots of nice glass goods.

Easter is growing in popularity. The Easter breakfast; the Easter luncheon; the Easter dinner all mean a better Easter business for the grocer.

THE WANT BOOK.

The want book is public property so to speak. Its use isn't confined to the stock man. Everything you have a call for put it down. We went into this matter before, but we are inclined to think that our instructions were not carried out. Not only everything that's called for that we don't carry, but every time it's called for—put it down. No matter if we don't put it in stock; no matter if it's scratched again and again—down with it. Then your part is done.

To Abolish Tobacco Trust Coupons.

Hearings were begun last week before the House Ways and Means Committee of Congress on a bill introduced by Mr. Tawney, of Minnesota, chairman of the Appropriation Committee, to impose an internal revenue tax on every prize coupon given away with tobacco, cigars, cigarettes or snuff sold in packages in the United States. The bill is aimed at the Tobacco Trust, and its purported design is to remove the gift coupon as a weapon to crush competition. John W. Yerkes, former Commissioner of Internal Revenue, appeared before the committee as attorney for the independent tobacco manufacturers and urged a favorable report on the bill.

One is EASY—the Other HARD

You can sell your own package coffee once—but it is hard to KEEP selling, because it is hard to have it always the same—and it isn't known. You don't have to try to sell "Ariosa," because we have created such an enormous demand for it everywhere by our extensive advertising. It is always the same; and those who buy it once ALWAYS buy it. You can get rid of ten times as much of it as you can of your own, which means that you make more money on it than you do on your own.

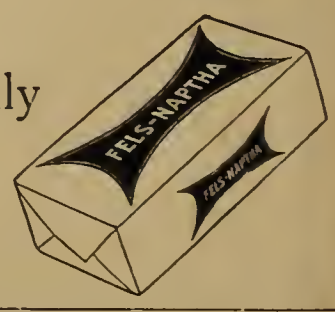
ARBUCKLE BROTHERS NEW YORK

When you say

"**Fels-Naptha** soap" to your jobber you contract for goods about the demand, sale and popularity of which there can be no question.

Because **Fels-Naptha** is the only laundry soap that does actually save women fuel, time and temper on wash-days—and other days.

There should be no question about what soap to stock heavily.





About Other Men's Customers.'

Remember some things I said awhile back about what a queer thing the law was, and how you could never depend on it to stand up for you when you needed it most?

Here's another illustration of it I heard last week.

A grocer in a small place in Hunterdon County, N. J., built up a good business in about five years. He had a lot of obstacles to overcome—rather more than usual, I think—but he won out, and was doing fine.

Just about as he had gotten on his feet, after a hen of a struggle, another grocer whose main store is in a town in the next county came to the place and opened a branch store.

I've known the branch store man for about three years, and knew of him before that. In his private life he's honest and clean, but in business he's pretty dirty. I don't mean he'll steal or pick pockets, but he has no sense of honor. He'll get what he wants or know the reason why.

From the very beginning he worked like Sam Hill to make the branch store go. It was right in the neighborhood where my friend's store was, and he brought a crack salesman from the main store to drum up orders.

If the salesman had got a list of my friend's customers, he couldn't have gone after 'em any more directly than he did. He was a good salesman, I'll say that for him, and he worked hard in a bad cause. My friend saw the work of five years melting away. He was darned near crazy.

He tried to hold his trade together, but the other fellow was slicker, and as the branch store man cut prices all to pieces, he made a lot of headway.

My friend went to a lawyer. He told him he thought he could get an injunction against the branch store grocer, and they went to court about it. The branch store man made a lot of it in his advertising, and by and by the case came up.

My friend lost. The judge said that inasmuch as the customers didn't belong to anybody, and had no contract to buy their groceries of my friend, they were fair game, and anybody could go after 'em. The branch store man set up a great howl of glee in his advertising, and worked harder than ever.

The grocer whose trade he stole is going along in a small way, trying to pick up the scattered ends. Ain't it a shame? It certainly would seem as if he ought to have some rights. There he worked for five years to induce people to trade with him, and just as he gets 'em good and hard the other fellow comes along and cuts the ground from under his feet!

I say it ain't right. The law ought to have stood by him in some way and you can't make me think anything else.

Hasn't a dealer any right at all to consider a customer his? You take an old-established store—in the same place for twenty years. The Jones family have bought every cents' worth of their groceries there for fifteen years. Can't that grocer claim the Joneses as a customer? When he sells his business can't he charge for their business among others? If he can, and I say he can, why can't he protect himself in some way against people who try to get that trade away from him?

I suppose the answer is, because the Joneses can any minute drop him and go somewhere else.

Still, that answer don't satisfy me.

I find that among most grocers there's a kind of honor about this business. More so in the country, where the grocers all know each other, than in the city, where very often they don't. A grocer of this class would no more go deliberately after a customer he knew was dealing with his competitor than he would kick him in the street. He believes in doing as he wants to be done by, and he wouldn't like the same slimy game played on himself.

It's only occasionally that you find a fellow mean enough to do it.

I'm talking now about retailers only. Without any attempt to knock, my experience is that jobbers are nowhere near as careful about this as the retailers are.

I was talking the other day with a fine old retail grocer in a town of about 5,000. We were going over this very case.

"Why, if I could double my business in a week!" he said, "I wouldn't send a salesman after my

A Telegram Which Speaks for Itself!

BOSTON, MASS., *March 14, 1908.*

MILLER & ENGLAND, 7012 Woodland Ave.

Telegraph if can ship one hundred feet of tilting bins two weeks from receipt of order. THE WM. G. BELL CO.



Some people need **more** tilting bins than others; but you all need **some** tilting bins. This tells you the right place to get them.

MILLER & ENGLAND

No order too big, none too small, to be given our prompt and best attention.

7012-14-16-18 Woodland Ave.
PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.

If You Can't Get French Sardines

And you probably can't, because there aren't many, sell **VITA** Norwegian Sardines. They are packed in Norway, the source of the finest fish products in the world, and only the best autumn fish are used, packed in pure olive oil.

Even more delicious than French sardines. Anybody who likes the French brands will like **VITA.**

F. H. PHILLIPS & CO.
444-446 Greenwich Street NEW YORK

SARDINES

¶ Smoked—small—sweet—silver skinned—genuine—Norwegian—in ***pure*** olive oil.

¶ Not too oily—not too dry. They are perfectly delicious—the kind people ***come back for more of.*** Try them yourself and see.

¶ The can-opening key will not break. Each can is wrapped in oiled paper and will not rust.

¶ They are strictly ***high-grade goods*** at a ***popular price.***

¶ **FREE** A sample can on request, also our beautiful art calendar "AN EXCITING MOMENT."

Per dozen cans, - $1.10
Per case of 100 cans, $9.00

NIAGARA FISH CO. *Wholesale Fish of all kinds* **BUFFALO, N. Y.**

Don't confuse these sardines with the ordinary kinds!

rival's customers! I don't call it a square deal at all. I'll advertise for the general public, and whoever sees the advertisement can come to my store and buy if they want to. But I won't go there or send a man there and try to *persuade* the trade away.

"Every day I get people who have been dealing with other stores," he went on. "And every day I suppose they get people who have been dealing here. They get dissatisfied and think they'll make a change. I'll take all that kind of trade I can get. But some of my competitors don't think I'm even entitled to that. I remember about six months' ago a big boarding house keeper came in here and opened an account. She bought about $30 worth a week, and I knew that she had dealt for a long time with Smith, down here about three squares. She didn't tell me why she was leaving Smith and I didn't ask her. I opened her account and was glad to get it. A day or two afterward Smith came down here and gave me an awful roast for taking his trade. 'Why, man,' I said, 'I didn't take your trade! What d'ye want me to do? Refuse to sell the woman goods? I never lifted a finger to get her trade.'

"He didn't have the nerve to say so, but I'll bet a dollar he thought I ought to have tried to straighten out the squabble between himself and the woman, whatever it was, so he could get her back. No, sir, I'll take all that kind of trade that comes my way, and be glad to get it."

Of course he's right. And as I say, it's only a pretty mean fellow who will make a deliberate attempt to coax a competitor's trade away. When somebody mean enough to do that tries it on, I think there ought to be some protection.

Since the law won't help, how about handing him a beautiful punch in the neck?

THE STROLLER.

No Preserved Catsup can be Sold in North Dakota.

Prof. E. F. Ladd, Food Commissioner of North Dakota, has issued the following bulletin, in which he explicitly states that catsup containing benzoate of soda will not be permitted to be sold in that State. The bulletin reads:—

> Of late there have been several inquiries with regard to the use of benzoate of soda in catsups for the pack of 1908.
>
> The law in North Dakota explicitly says with regard to the use of benzoate of soda that this product is to be used only in bulk goods, and further:—
>
> "This clause shall not be applicable to any case at any time where products can be commercially produced without the use of chemical preservatives."
>
> It has been shown that catsups can be produced without the use of benzoate of soda and are being produced, and that the cost therefor is from 12 to 20 cents per dozen more than where the preservative is used. This being true no discretion is left to the department, but the law, as it stands, must be enforced and the resolutions as passed at the conference at St. Paul will be enforced, viz.:—
>
> "Resolved, That catsups conforming to the standards laid down in United States Circular No. 19, including freedom from artificial coloring matter and fillers, may be lawfully sold. After December 1, 1908, the sale of catsups containing preservatives except those mentioned in the standard, will be contested."
>
> Merchants, jobbers and wholesalers, as well as packers doing business in North Dakota, will please govern themselves accordingly.
>
> (Signed) E. F. LADD,
> Food Commissioner.

Western Packers Will Sell No Futures Before June

Association of Western Canned Goods Packers so Decides at Last Week's Meeting. Don't Want to Gamble so Far Ahead and Afraid of the Spot Market.

The Association of Western Packers of Canned Goods has taken a significant and decisive stand during the week as to the question of selling future corn and tomatoes. At a meeting held during the week a resolution was adopted "that the best interests of the packing and jobbing trade will be conserved at this time through curtailment by jobbers and the postponement of purchase and sale by packers of future corn and tomatoes until June 1, 1908. None of the members of the Western Association therefore, and they include some of the largest packers in the country, will if they obey this resolution, offer any futures in the two lines named before June.

It seems to be the consensus of opinion that the Western packers had two reasons for their decidedly unusual action: First, to get a closer sight of crop conditions before they commit themselves by the sale of future canned goods; second, that it would be unwise to do much with futures while the spot market was in its present condition.

Another California Raisin Combine.

The California raisin growers, after a rather disastrous season, will try another combine. About 150 raisin growers of the Fresno section assembled in mass meeting in that city on March 31st, and decided unanimously to pool their raisins according to the terms of the Turner proposition, or to have a committee of ten, who were to investigate the matter, making terms and prices with packers and report their action to the growers for approval and acceptance. The amount of goods reported pooled was 5,013 tons, or a little over one-half of the estimated holdings by growers in that district. The entire hold-over in that and other districts is conservatively estimated at 13,000 tons. Every raisin combine heretofore attempted has come to grief.

Goff's Cough Syrup has been on the market for more than 35 years. It is made from pure herbs, roots, barks, etc., and it is a standard remedy for coughs and colds. The S. B. Goff & Sons Co., of Camden, N. J., have a special proposition that they would like to tell you about, which will show you how you can make 70 per cent. on their remedies.

NEW BRUNSWICK, N. J., *February 29, 1908.*

THE MODEL CASH GROCERY STORE.

GENTLEMEN:—In reply to your inquiry of recent date, we enclose a few sample slices of sandwich dried beef, sliced in the highest style of the art, sliced on Johnson's patented "EVERSHARP." These slices, thin as paper, smooth as glass, soft, moist and delicious, were cut the full size of a six-pound knuckle. The whole knuckle was sliced to perfection in six minutes.

I also enclose, in separate wrapper, some very small, very thin slices cut from the meat that covers the knuckle bone. Please notice that the little nub end of gristle and skin remaining unsliced weighs less than a quarter ounce, every particle of edible meat sliced up in thin, bright, salable slices. Of course we never sell any one a quarter pound of these little slices; but every half or quarter pound we weigh up gets alike its equal share of little and broad slices.

Please note the saving in time—as much work done in six minutes as the best circular-knife machines can do in twenty minutes, and then the quality of our work—slices thinner, smoother and more perfect than any other machine can possibly produce. So moist, so soft, so juicy, so broad, so transparently thin they cause enthusiastic comment wherever introduced, resulting in a large increase of very profitable trade.

We sell our machines for forty-six dollars on small monthly instalments, and every machine can be depended on to more than earn its own cost. If you prefer to pay cash we allow you a liberal discount. Hoping to receive your order.

Respectfully yours, A. W. JOHNSON.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Scrubbing Day Window Display.

The window should be thoroughly cleaned inside and out in order to carry out the cleaning idea.

The background can be made up with a light buggy wheel or bicycle wheel. Wrap all the spokes with white cloth and to this attach the brooms. If you desire you can run strips of red, white and blue cloth between the spokes. Around the rim of the wheel attach scrubbing brushes and in the centre form a circle of whisk brooms. With the aid of an electric or water motor this wheel can be made to revolve, thereby adding greatly to the effect. People are attracted by moving objects in the show window.

For the floor display, build a sloping platform from the window glass to the background; cover this over with white cheesecloth and then fill in with those articles properly labeled and priced, which may be used in scouring, cleaning, scrubbing, etc.

As a suggestion I mention the following: Soaps of all kinds, brushes, mops, mop dryers, window washers and rubbers, ammonia, Pearline, Gold Dust, sal soda, Bon Ami, Sapolio and lye. Other articles may appear to you in construction.

If you have a dummy figure of a woman, make it up as a scrubbing woman (calico wrapper, bonnet, etc.) at work on the floor or standing erect at the table polishing pans.

Place a show card about 10 x 12 inches in centre front of window bearing the words:—

"Things You Need for Cleaning Day."

It is suggested that this window display be in for Saturday's trade, as people will probably prepare then for the week.

T. Walter Thompson.
Fairbury, Ill.

A Soft Drink Window.

This is an easy window to fix, but it looks nice when finished. Have your window clean and dry.

Mix a little chrome yellow and whiting and paint a head to represent the sun's face in the upper right-hand corner; also paint his rays projecting from him over the glass.



Cover the floor with crepe paper and arrange some of your soft drinks on it. In the centre lay a napkin, with a bottle of drinks and a tumbler.

To one side put a sign as follows:—

Don't Mind the Sun
Cool Off With a Bottle of Soft Drinks
10 c. Bottle

The only cost is the chrome yellow and whiting and the crepe paper.

Chas. Loop,
N. E. cor. Dauphin and Gratz Sts.
Philadelphia, Pa.

ASSOCIATION NEWS.

Worcester, Mass.

At the last meeting of the Worcester (Mass.) Retail Grocers and Provision Dealers' Association recently, it was unanimously voted to send letters to all the wholesale dealers in Worcester requesting them not to sell any more goods at retail. The action came after a long discussion, in which the wholesalers were put on the rack for taking away much of the retailers' trade.

St. Louis, Mo.

At the last meeting of the St. Louis (Mo.) Retail Grocers' Association letters were read from the Great Western Cereal Co. and the American Cereal Co. apropos of the desire of the St. Louis grocers to establish 12 cents as a retail price for standard package rolled oats. The letters were as follows:—

J. D. Lukenbill, Secretary St. Louis Retail Grocers' Association.

Dear Sir:—We have your valued favor under date of the 16th and will say that we will be very glad indeed to co-operate with your Association in any way that you deem advisable in an effort to fix the minimum selling price to the consumer of 12 cents per package on our Mother's brand thirty-sixes.

In stating this, we are only reiterating the fact that when certain other cereal manufacturers advanced the price of their goods to the jobber, who in turn was compelled to advance the price to the retailer, and continued to advertise their package as a 10-cent seller, seemingly not taking into consideration the fact that the retail grocer was the only one who was not getting his profit out of the package, we steadily advised the retailers to adopt the minimum 12-cent price and went so far as to have store cards printed which we placed in each case of Mother's Oats.

The store card stated that Mother's Oats should not be sold for less than 12 cents. In doing this, we wanted to help the retailer show the purchaser that the price of Mother's Oats was 12 cents per package and to prove our statement, we would add that in the past seven months over eighteen million packages of Mother's Oats have been consumed in the United States, and almost every package has gone to the consumer at the 12-cent price (and this in view of the fact that other brands were being extensively advertised to the consumer at 10 cents per package), which would mean an increased profit approximately of $360,000 to the retailers.

It would be very hard for this company to go alone in a movement of this kind, and we would suggest, to get the fullest benefits, that you insist on the other cereal companies, packing rolled oats, to take the same position which we are taking and have taken for the past eight months, which has been to insist that the retailer should be allowed to make a living profit out of the goods which he handles. With best wishes for the success of your movement, we remain,

Yours very truly,
The Great Western Cereal Co.

Mr. J. D. Lukenbill, Secretary St. Louis Retail Grocers' Association.

Dear Sir:—We acknowledge receipt of your favor of the 16th inst., asking us in behalf of your organization to consider the advisability of establishing a minimum selling price on Quaker Oats of 12 cents per package.

When we were obliged by the increased cost of raw materials to advance the price of Quaker Oats to a point where the retail grocer was justified in asking 12 cents per package we did everything we reasonably could to influence the retail trade to establish this new and higher priced basis. Our salesmen were all instructed to endeavor by reasonable argument to induce any retailer whom they found selling Quaker Oats at less than 12 cents to advance his selling price. We packed in each case for a long time and are still, a window hanger announcing an advance in the price of Quaker Oats, and giving the reasons therefor, with the expectation that the retail grocer would place this conspicuously in his store, which most of them did. We have been glad to do this. It is our desire to make Quaker Oats profitable to the trade. Our work has been exactly in accordance with the wishes of your Association as expressed in your letter, and we will gladly continue in this respect to work with you.

Yours truly,
The Quaker Oats Company.



Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, delivered. Book 10-B free. Absorbine, Jr., for mankind, $1.00 bottle. Removes Soft Bunches, Cures Varicose Veins. Allays Pain. Genuine, mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
Attorney at Law
908 G St., N. W., Washington, D. C.



No Matter How Jaded

Tabasco Sauce has its enormous sale because other sauces do not satisfy jaded palates.

Moss' Green Heart Tabasco Sauce satisfies everybody. It is made in the parish of New Iberia, Louisiana, of the famous Tabasco pepper, that has no counterpart anywhere in this country. It will sell to a constantly widening clientele and if you are wise you will see that you have some in stock.

NEW IBERIA EXTRACT OF TABASCO PEPPER CO.
NEW IBERIA, LA.



The Broom the Housekeeper Swears By

Have you ever noticed how your customers pick over your brooms, ask questions, and then pick out one and tell you they will try it—to come back later and tell you the corn broke, that it didn't last, and that they don't want any more of the same kind?

If you sell these people a CHIPMAN BROOM you will never have a complaint again, you will never be able to sell them any other kind, and you won't want to, because the profit on the CHIPMAN BROOM is so big.

Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.

"THE SIGN OF PERFECTION"
TRADE MARK
THE H-O MILLS
TRADE MARK

More "FORCE" Than Ever

No other flaked wheat food has ever been half so well advertised as "FORCE". It got so familiar it was sung and staged and written into fiction.

It is easy to sell a thing whose name is a household word.

No explaination is necessary with "FORCE". It was the original flaked wheat food. People know all about it. For this and the reason of quality it is the largest selling breakfast food in the world.

You make *less* money on a slow selling article than you do on "FORCE"—33⅓ per cent. is the average profit.

We have several new plans for pushing it.





We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

New York Merchandise Brokers.

Vedado, Havana, Cuba,
March 31, 1908.

Editor "Grocery World."

Dear Sir:—Will you kindly give me the address of several trustworthy brokerage houses in New York City.

Thanking you in advance, I am,
Yours truly,
TOMAS LAMADRID.

J. M. McNiece & Co., 105 Hudson street; Johnston, North & Co., 111 Hudson street.

* * *

As to Coloring Tea.

Greenville, Pa., April 4, 1908.

Editor "Grocery World."

Dear Sir:—That I may become more familiar with the business of handling groceries, and have a better knowledge of teas, I beg to inquire whether I have been correctly informed as to the manner in which teas are colored. Several years ago a gentleman who was at that time engaged in the tea business told me how teas were colored as follows: The Oolongs, Assams and all the black teas are colored by taking an iron plate as large as an ordinary rug or drugget (8 x 10 feet), covering it with a solution of arsenic and spreading the tea upon it and applying heat on the bottom of the plate, which transfers the iron rust color into the tea. That's why it is that when you pour scalding water on the tea it gives off a rich rust color and is ready for drinking at once. That's why it is that when you upset a cup of that tea upon the table cloth you can scarcely wash it out, for iron is the active principle in coloring calicos and other material and it sets right into the goods.

The green teas are colored by taking a copper plate of the above-named size, covering it with a solution of arsenic and applying heat to the bottom of the plate, thus transferring the copper color into the tea. It is said there is enough poison in a pound of any of the colored teas to poison a whole family if taken at one time. Is the above information correct? If not, how are they colored? Kindly let me hear from you soon.

Yours truly,
F. J. HUNTSMAN.

To the best of the "Grocery World's" knowledge and belief, the above correspondent is wholly wrong. Whether such practices existed years ago or not, it is absolutely certain that they do not today, for tea so colored could not be sold in this country either under the pure tea law or the pure food law.

It is true that some of the green teas which come to this country are slightly colored, artificially, but not in any such way or to any such degree as described above. Black teas are not colored at all.

* * *

The Dried Fruit Slump.

————, Pa., April 9, 1908.

Editor "Grocery World."

Dear Sir:—I noticed your article in the "Grocery World" of April 6th, page 15, commenting on dried fruit futures of last fall. The expected has happened. I tried to save and I did save some of our "Grocery World" subscribers from over-stocking. What surprised me was that they bit so hard at the high prices. The jobber doesn't lose so much, he unloaded on the retailer. In traveling with a local jobber through the country I just pitied some of the grocers and called the jobber to time for overloading the retailer with goods that he should almost know he would lose money on. Thereby hangs the old story—if I don't somebody else will.

Yours truly,
G.

* * *

Dried Fruit Case Not to be Decided on Technicality.

Harrisburg, Pa., April 7, 1908.

Editor "Grocery World."

Dear Sir:—I notice in the issue of the "Grocery World" of April 6th the case, which was argued before Judge Bell, of Blair County, where a case stated was agreed upon, and note also your comment with reference to the technical question of the appeal. I desire to say, with reference to this, that both attorneys asked the court not to decide this case on this question, but to kindly decide all the questions raised, and he practically intimated from the Bench that he would do so. I do not think there is any danger of this case being disposed of except by all the questions raised being disposed of by the court.

Yours truly,
JAMES FOUST,
Dairy and Food Commissioner

Jar Prices Now Very Soon.

Expected Within the Next Month. Will Probably be Above Last Year. Advances Likely if Fruit Crop Large.

Contrary to the practice of many years past, none of the large jar manufacturers have up to the present time named prices on Mason

jars for the season of 1908. As explained several weeks ago, the reason for this was the enormous stocks of unsold jars which the small fruit crop of last season left on dealers' hands all over the country.

There is no announcement as to when prices will be forthcoming, but it probably will not be until the size of the fruit crop can be foretold to some extent. That may mean some time within the next thirty days. What the prices will be is also in the dark, but it is expected that they will open around $4.25 to $4.50 for quarts. This is somewhat higher than last year.

The packers claim that they have not made enough money in the last few years, and it is therefore almost certain that if the fruit crop is good prices will sharply advance after the opening. At the present writing, everything points to at least a fair fruit crop this season.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued December 3, 1907:—

872,416. Chocolate and cocoa compound. J. R. Hatmaker, Paris, France.

872,422. Bread cutter. F. G. Hodell, Cleveland, Ohio.

872,636. Ice cream freezer I. T. Babbitt, Abingdon, Ill.

872.662. Pivoted bin. D. H. Malone, Kelso, Wash.

872,683. Pie pan lifter. Joseph Ray, Decatur, Ill.

872,837. Adjustable bake pan. Jenmatsu Mio, Salt Lake City, Utah.

872,919. Vegetable slicer. R. E. Ezekiel, Carbon Hill, Ala.

872,992. Sheet metal pail for lard. Jacob Danz, 2d, St. Paul, Minn.

Patents issued December 10, 1907:—

873,137. Sheet-metal display can. Frank Rudolphi, Chicago, Ill., assignor to American Can Co., New York, N. Y.

873,369. Article of confectionery. George Heppe, Philadelphia, Pa.

873,396. Round stick candy-making machine. R. S. Walters, Oklahoma, Okla.

873,603. Fruit canning device. T. H. Raney, Chapel Hill, N. C., assignor to Raney Canner Co., same place.

873,615. Process of saponification. M. R. A. Samuel, London, England, assignor to the Karsam Soap Co., same place.

873,682. Dough dividing machine. G. T. Pendrith, Toronto, Canada.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For albumen and albuminous food compounds. J. A. Wulfing, Berlin, Germany. The word "Albulactin."

For flour. The Columbia Flouring Mills Co., Ltd., Enderby, Canada. The word "Alpina."

For fresh fruits. Bayless Fruit Co., Lexington, Ky. The word "Royal" and a representation of a shield surmounted by a crown and imposed upon crossed scepters, a monogram "B. F. Co." appearing at the top of the shield.

For flour, meal, oatmeal, rolled oats, cracked wheat, rolled wheat, flaked wheat, farina, hominy grits, flaked corn, pearl barley, prepared rice, breakfast foods and corn starch. The word "Quaker;" a representation of a Quaker holding a scroll. A representation of a Quaker holding a scroll associated with the word "Quaker."

For tea. New Orleans Import Co., New Orleans, La. The letters "O. K." surrounded by Chinese characters.

For butter. The Elgin Butter Co., Elgin, Ill. The words "White Clover" and a representation of a spray of clover. The word "Eagle" and a representation of an eagle.

For chocolates and chocolate bonbons. New England Confectionery Co., Portland, Me., and Boston, Mass. The word "Signet."

For vinegar and canned fruits and vegetables. Ridenour Baker Grocery Co., Kansas City, Mo. The word "Punch" and a representation of a fictitious character called "Punch."

For nutmeg, chili pepper, sage, cayenne, cinnamon, mustard, cloves, allspice, ginger, gumbo, file, thyme, celery pepper, celery salt, pepper, mace, curry pepper, marjoram, anise seed, caraway seed, coriander seed and pickle spice. Standard Import Co., New Orleans, La. The word "Elk" and a representation of an elk's head.

For a saccharine butter. E. E. Post Co., Utica, N. Y. A representation of a child and a maid holding a plate of cakes toward the child, and the words "Maple Leaf Brand M. L. Butter" with a circle enclosing the letters "M. L. B."

For canned fruits and dried fruits. The J. K. Armsby Co., Chicago, Ill., and San Francisco, Cal. The word "Sun-Kist" and a representation of the setting sun.

For sardines. Globe Packing Co., Lubec and Eastport, Me. The word "Hannah" in an ornamental panel flanked by globes. The word "Irma" in an ornamental panel flanked by globes.

For canned fruits and vegetables. H. J. McGrath Co., Baltimore, Md. The word "Champion" and a representation of a mounted knight holding a pennant and a box.

For biscuits, crackers and cakes. The Marjenhoff Co., Charleston, S. C. The letters "C. B. W."

For molasses. Penick & Ford, Shreveport and New Orleans, La. The words "Brer Rabbit," and "Aunt Dinah." A representation of a rabbit. A representation of the head of a negress. The words "Brer Rabbit" and a representation of a rabbit. The words "Aunt Dinah" and a representation of the head of a negress.

For tomato soup and Worcestershire sauce. The Donaldson-Shultz Co., Baltimore, Md. The words "Seal Brand."

For canned, bottled and preserved fruits and vegetables. M. C. Nellis, New York, N. Y. The word "Pura" and a representation of a fountain.

For green, dried and preserved fruits and vegetables. Glorietta Ranch Co., Clovis, Cal. The words "Glorietta Ranch."

For candies. Heywood Candy Manufacturing Co., Des Moines, Iowa. The word "Florodora."

For canned fruits and vegetables. Geneva Preserving Co., Geneva, N. Y. The word "Halcyon." The word "Lotus" and a representation of a lotus flower. The words "Golden Glow" and a representation of a golden rod. The word "Peony" and a representation of a peony.

For canned clams and sardines. Jasper Wyman & Son, Millbridge, Maine. The words "Island Brand."

For toilet soap paste. F. E. Frost, Worcester, Mass. A representation of a black hand having a light spot covering the palm.

For chewing gum. Choozit Mfg. Co., Chicago, Ill. The word "Choozit."

For peanut butter. F. M. Hoyt, Amesbury, Mass. The words "Buffalo Peanut Butter," and a representation of a buffalo.

For flour. The Northwestern Elevator and Mill Co., Mount Vernon, Ohio. An ornamental circular border, across the centre of which is a horizontal panel, the words "Mt. Vernon"

Light Up, Man!

Light for your store is the cheapest investment you can make.

It gives your store attractiveness.

It makes it a pleasant place to come.

It makes it conspicuous, and thereby advertises it.

People feel more comfortable trading in a light store.

You feel more comfortable working in a light store.

Let us look over the ground for you.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Philadelphia ═══ Pennsylvania



Every Pound in a Prize Contest

¶ Every pound of **Gurnse** butter is prepared as carefully as if we intended to offer it in a prize contest.

¶ It simply could not be any better; neither can any butter be better.

¶ Produced by our own dairies, from milk that we personally oversee and know all about, packed under our very eye and inspected not only by our own inspectors, but by the inspector of the Philadelphia Produce Exchange—**Gurnse** butter is the very thing you need to make butter trade and hold it when you get it.

Packed in 30 and 50-pound boxes—
pound and half pounds—36 cents.
Prices subject to market change

P. F. Brown & Co. 39 South Front Street *Philadelphia, Pa.*

appearing on the panel and the words "Purified Farina Patent, the Northwestern Elevator and Mill Co." appearing on the field between the panel and the circular border.

For pies and cakes. Watson & MacDonald, Dayton, Ohio. The word "Plenties."

For coffee and tea. The German-American Coffee Co., New York, N. Y. A representaton of a bird of paradise.

For canned fruits and vegetables and pickles. The Kuner Pickle Co., Denver, Col. The letter "K."

For candy. The Aughinbaugh Caramel Co., Indianapolis, Ind. The words "Honey Dew Confections," and a monogram "T. A. C. Co."

For coffee. Climax Coffee and Baking Powder Co., Indianapolis, Ind. The word "Climax."

For boneless codfish. Lord Bros., Portland, Maine. The words "Sirloin Cut."

For caramels and chocolates. Borden's Condensed Milk Co., Jersey City, N. J., and New York, N. Y. The word "Victor.'

For coffee. J. S. Elliott, Newville, Pa. The words "Red Band" and four parallel red bands.

For butter. The McElroy Bros. Co., Bridgeport, Conn. The words "The McElroy Bros. Co., Strictly Fancy," and a representation of a clover leaf.

For coffee and tea. Dannemiller Coffee Co., Brooklyn, N. Y. The word "Dannemiller's."

For chewing gum. The Indianapolis Warehouse Co., Indianapolis, Ind. A representation of a clock face and the words "Eight Hour Union Gum."

For flavoring extracts. Black Drug and Chemical Co., Akron, Ohio. A representation of a star and the words "Black Star."

For flour. G. Q. Moon & Co., Binghamton, N. Y. The word "Washington" and a portrait of George Washington.

For flavoring compounds. Habicht, Braun & Co., Chicago, Ill. The word "Lemonine."

For chocolate. Societe Generale Suisse de Chocolats, Vevey, Switzerland. The word "Galapeter."

For coffee Black Hawk Coffee and Spice Co., Waterloo, Iowa. The words "State House" and "Dinner Party."

For coffee and tea. R. W. Weir & Co., New York, N. Y. The words "Red Ribbon."

Two-Minute Sermons for the Retail Grocer

XXXV.—As to Large Buying.

An ounce of preventative is worth a pound of cure.

When applied to the mercantile business this means good judgment in buying. A buyer may be able to get a better price by buying in round lots, but will he make more by it? Will he load his house up with more of one kind of goods than he can sell at a profit and be compelled to cut into the profits in order to close them out? Here is the place for judgment. If he can handle the round lot he should buy that way and increase his profits that much. If he is doubtful of his ability to do this, he had better use his ounce of preventative and buy lighter.

Buying goods close and at the same time not buying too much is hard work. It is much easier to over-buy, and that is the reason some stores always have a lot of old goods on hand all the time. It is also the reason that some others are compelled to cut deep into profits to keep their goods from getting old on the shelves, and the reason that still others are forced to quit business.

One ounce of preventative every buyer can take before placing each order is to absolutely cease to care what may be the thoughts of the man with whom he is placing the order. Sellers of goods always want to sell all they can to good customers but they also admire the man who can buy strictly for his trade and resist all their efforts to load him up.

F. A. P.

For coffee and tea. George Liss & Co., New York, N. Y. The word "Highwood."

Tea's Promise.

Richard Wayne Wilson, the veteran writer on trade and industrial matters, who prepared the series of authoritative articles on tea, which, appearing originally in the columns of the "New York Tribune," during the Spring and Summer of 1906, have been so extensively quoted from and copied by both daily newspaper, and by trade journals throughout the country, and which have, also, served as the basis of much of the tea literature disseminated by great handlers of the Oriental leaf, is an enthusiast on the subject. He believes tea will eventually be accorded here the rank it holds, as a beverage, in the United Kingdom, and that that happy consummation will be reached when the trade has thoroughly learned the necessity for properly stocking tea, and for teaching customers the right methods for its use.

He points to the inroads that Ceylon tea has everywhere made upon the trade of its rivals, as one evidence that his belief is well founded, saying, "The Ceylon planters are practically the sole tea producing interests that has systematically and intelligently undertaken to promote the use of its product. For years they have maintained what might be termed a 'bureau of information' for this country and Canada; and it is from this that the sellers of tea have learned the necessity for blending it, and for so expertly blending it as to secure a cup quality that will exactly suit the climate, the water, and the palates of the people of a given locality—for example, that a blend that will be adapted to the alkali plains will by no means answer for the alluvial lands; and it is from this, too, that tea drinkers have learned that no tea is fit to drink that is ignorantly brewed."

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—Cheap, 4 Perfection Beef Cutters, in perfect condition. MacMunn, 3d and Norris Sts., Philadelphia, Pa. 16

FOR SALE.—$425 National Cash Register, check throwing. Only used few months, in perfect condition. Cheap. Apply, C. W. Hawes, 730 S. 52d St., Philadelphia, Pa. tf

FOR SALE.—Coffee mill, Enterprise, No. 18, five foot high, good condition, $10; also printing press, 5x8, hand power, self inker, 3 fonts type, quads, etc., $12. Bargains. C. H. Saxer, S. E. cor. D and Wishart Sts., Philadelphia, Pa. 15

FOR SALE.—1600 shares Finley Acker Co. preferred stock, 6 per cent. Dividend payable quarterly. One payment due May 1st. At par, $1 per share. A good investment. Arthur Yeakel, 4664 Frankford Avenue, Frankford, Pa. (Phone.)

FOR SALE.—An old-established, up-to-date grocery store, doing a good business, that will stand close investigation. Owner wishes to retire from business and will rent the large, well lighted and heated store rooms with large refrigerator and stable in rear, very cheap. This is an excellent chance for some one. Address, G. F. J., "Grocery World," Philadelphia, Pa. 15

FOR SALE.—Three-shelf revolving vegetable display stand with mist machine attachment. Nearly new. Price, $8.00. Mrs. E. H. Hoffman, Malvern, Pa. 17

FOR SALE.—Walker Pivot Bin, shelving, coffee mill and butter box, cheap. Apply, Hobson Bros., Narberth, Pa. 17

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 340.—In West Philadelphia. Groceries, meats and provisions. Size 24x60 feet. Does $45,000 yearly. Three-fourths cash. Stock carried, $2,500. Uses two teams. Actual net profit, 12 per cent. Reason for selling, ill-health. Established 21 years. Price inventory. Fixtures will run about $1,500. Amount required, around $3,800. No dwelling.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250 No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22x60. Does $500 weekly, all cash. Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 351.—In southern Philadelphia. Tea, coffee and groceries. Size, 17 x 40 feet. Does $16,000 yearly, all cash. Splendid transient trade—3,000 people pass the store every two days. Stock only about $100 Net profits, 12½ per cent. Owner has trouble with help and wants to retire. Fine place for man and wife. Price asked, complete, about $700, including fine National cash register.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

No. 360.—In West Philadelphia. Groceries, meats and provisions. Size, 17 x 30 feet. Does $400 to $500 weekly, half cash, balance weekly and monthly. Stock, $600. Owner takes out $40 weekly, beside living expenses. Uses one team. Good dwelling attached. Owner is going into the saloon business and will sell at inventory. Will take around $1,000. This is a splendid money-making proposition.

No. 362.—In Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does $425 weekly, half cash. Stock, $1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around $1,500. Full investigation.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

o o o

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. April 13, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.20 per bunch
Selected, 8 hands, packed 2 in crate	1.15 per bunch
Selected, 8 hands, packed 3 in crate	1.10 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.35 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$3.00
Fancy Brights, 150-176 size, per box	3.25
Fancy Brights, 200-216 size, per box	3.00
Fancy Brights, 250 size, per box	2.75

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$2.65
Fancy quality, 126 to box	2.85
Fancy quality, 150-176 to box	3.25
Fancy quality, 200-216 to box	3.15
Fancy quality, 250-288 to box	2.75
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.75
Extra choice, 150-176 to box	3.00
Extra choice, 200-216 to box	3.00
Extra choice, 250 to box	2.75

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box	$2.00
Fancy Quality, 126 to box	2.25
Fancy Quality, 150-176-200 to box	2.75
Fancy Quality, 216-250 to box	2.65
Fancy Quality, 288-360 to box	2.50

CALIFORNIA LEMONS.

Fancy quality, 300 to box	2.75
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.65
Choice quality, 240 and 270 to box	2.50
Choice quality, 300 to box	2.50
Choice quality, 360 to box	2.60

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$2.75
Choice Messina, 300 size, per box	2.60
Choice Messina, 360 size, per box	2.75

GIVE SOME ATTENTION TO THE MONEY MAKER

Fine fruit not only brings people into your store but if you buy the right goods at the right prices you make splendid profits.

We will show you how to make money on fruit if you will get in to see us.

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



The Greatest Fly Catcher Ever Invented

FLY RIBBON has gone through several successful seasons. Sells at sight.

FLY RIBBON has all the advantages, and none of the disadvantages of the ordinary fly paper. Catches mosquitoes as well, and frees the house of the disease-carrying insects.

FLY RIBBON does not drip. Is neat, clean and economical. Retails at 5 cents.

CATERPILLAR GLUE for the protection of ornamental and fruit trees, keeps moist for several months.

MANURENE—The Magic Plant Fertilizer.

Address Dept. D. for samples, circulars, testimonials and prices. On account of the big demand, place your order at once.

THE FLY RIBBON MFG. CO.

202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.11
No. 2 Rio	.09½
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	1.03
Wagner's, 3 lb., sauce, 2 doz	1.08
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.	1.35
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.65
Pin Money, standard early June, 2 doz.	1.15
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination— 2 lb., 2 doz	.90
Kidney Beans— 2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans— 2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash— 2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.9[illegible]
Standard, 3s, 2 doz	.85
Gallon, ½ doz.	2.75
Fair Quality, 3s	80
2s, 2 doz	.65

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz.	
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.25
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	8.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.50
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1 50
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 8 lb., 2 doz.	1.15
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	0[illegible]
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	.07½
Peaches—	
Evaporated, 50 lbs	.12
Best, 25 lbs	13½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.08½
50- 60, 25 lbs	.08
60- 70, 25 lbs	07½
70- 80, 25 lbs	.07
80- 90, 25 lbs	.06½
90-100, 25 lbs	.05¼
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	09½
Sultana, 36 1 lb packages	
Sultana, bulk .25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.60
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 8s, 30 to bbl	2.23
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	8.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per case	1 60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2.45
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O.	.30
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz.	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	
Cut loaf	
Powdered	
XXXX, powdered	
Cubes	
Fine Granulated, American	
Fine Granulated, 100 lb. sacks	
Confectioners' A	
No. 1, A	
Light Yellow	
Fine Granulated, 2 lb. bags	
Fine Granulated, 5 lb. bags	

At very lowest prices day order is received.

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.00
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.35
Red Cross, 4 doz	4.60
Star, 4 doz	4.50
Dime Brand, 4 doz	3.75
Lion, 4 doz	4.50
Premium, 4 doz	3 95
Hires' Sliver, 4 doz	4.35
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.50
Our Pet, baby size, 6 doz	2.90
Peerless, small size, 4 doz	1 90
Peerless large size, 4 doz	3.50
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	8.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 200 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	8.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	[illegible]00	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.42
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Contl, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3 75
Pearl	50	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapollo	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen	per case, 2.90
Quarts, 2 dozen	per case, 2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen	per case, 1.95
Tins, 2½-lb., 2 dozen	per case, 2.30
Tins, 3-lb., 2 dozen	per case, 2.50
Tins, 5-lb., 1 dozen	per case, 2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	32.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 300@400	23.00
Norway, count 400@450	22.50
Norway, count 300@350	27.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
	Per lb.
Codfish—	
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.55
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fonchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Salgon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	.10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.78½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

	Per doz.
Asparagus—	
Mam. white 2⅛s, unpeeled Calif.	5.75
Medium green 2⅛s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5⅛-in. cans, fancy New Jersey	1.60
5⅛-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb
Seeded Raisins—	
Fancy, 1-lb. cartons	.09¼
Smyrna Sult., fancy, 6 cr., 80 lbs	.15
Smyrna Sult., choice, 4 cr., 80 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08½
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2¾-in., 10 lbs	11½
2½-in., 12 lbs	
2¼-in., 12 lbs	.09
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.06¾
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05½
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.08
40x50, choice	.07
50x60, choice	.06¼
60x70, choice	.06¼
70x80, choice	.06
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in cartons—	
Fancy 40x 50	.10½
50x 60	.09¼
60x 70	.08½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	.13½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 180 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Redneed quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ⅛s, accord'g to qnal.	19.00@35.00
Mushrooms, ¼s, accord'g to qnal.	15.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Butter, all grades	7

DECLINES.

	Column.
Rolled Oats	30
Dressed Sheep and Lambs	44

ADDITIONS.

	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	56 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	89
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	62
Brushes	63
Buckwheat Flour	29
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	16
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	16
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	26
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Puddine	31
Putty	48
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	59
Rosin	48
Sago	30
Salad Dressing	52
Sal Soda	52
Salt	52
Sapolio	55
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	48
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	49
Teas	2
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	61
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	41
Wringers, Clothes	
Woodenware	61
Witch Hazel	48
Yeast Cakes	63

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SUGAR.

Confectioners' Lozenge, XXXX	5.65
" Powdered	5.65
" Crown A	5.85
" Crystal A	5.50
" Coarse Granulated	5.75
Eagle Tablets	6.80
Crystal Dominoes	7.85
Cut Loaf	6.30
Patent Cubes	5.75
Powdered	5.60
Extra Fine Granulated	5.60
Coarse Granulated	5.60
Granulated	5.50
Fine Granulated	5.50
" in 50-lb. bags packed 2 in 100-lb. bag	5.55
" in 25-lb. bags packed 4 in 100-lb. bag	5.55
" In 10-lb. bags packed 10 in 100-lb. bag	5.65
" in 5-lb. bags packed in bbls	5.70
" in 5-lb. bags packed in 100-lb. bags	5.70
" in 2-lb. bags packed in bbls	5.80
" in 2-lb. bags packed in 100-lb. bags	5.80
" in 2-lb. cartons in cases	5.70
" in 2-lb. paper packages in cases	5.70
Confectioners' A	5.30
1—Keystone A	5.25
2—American A	5.20
3—Centennial A	5.15
4—California A	5.10
5—Franklin B	5.05
6—Keystone B	5.00
7—American B	4.95
8—Centennial B	4.90
9—California B	4.85
10—Franklin Extra C	4.80
11—Keystone Extra C	4.75
12—American Extra C	4.70
13—Centennial Extra C	4.65
14—California Extra C	4.65
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Choicest	40 @ 45

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Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	18 @ 38
Ceylon—Common to Fine	18 @ 40
English Breakfast—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		Per lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
Englisb Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	
Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00		
Levering Coffee Co.—		
Tourist, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, Englisb Breakfast, Gunpowder, Mixed Tea		.50
Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas		.40
Tetley's Tea—		Per lb.
¼ lb. or ½ lb. In lead or tin, 25 lbs. in case.		
No. 2, Green Label, India and Ceylon		.45
No. 1, Buff Label, India and Ceylon		.60
Ex. Gold, India and Ceylon		.75
Mixed (Green and Black), same prices as above.		
Formosa and Oolong, same prices as above.		
	½-lb. tins,	per lb.
India and Ceylon, Sun-Flower		.50
Mixed (Green and Black), Sun-Flower		.50
Formosa and Oolong, Sun-Flower		.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades	per doz.	.90
Caricol Blend, Martindale & Co.:—		Per lb.
5-lb. Silver Sacks		.22
1-lb. Silver Sacks		22½
½-lb. Silver Sacks		.23
¼-lb. Silver Sacks		.23½
⅛-lb. Silver Sacks		.25
Spring Garden Tea—		
100 lb. barrels	per lb. net	.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20
¼ lb. silver bags	" "	.21
Packed in cases containing 100 pounds.		

—3—

	Per doz.
McCormick & Co's Banquet Brand—	
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz per doz.	.90
Colburn's, ½ gals., 1 doz per bbl.	1.80
Violet, pints, 2 doz per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. In case	16.75

Davis' O. K., ¼-lb., 4 doz per doz.	.45
Davis' O. K., ½-lb., 3 doz per doz.	.90
Davis' O. K., 1-lb., 2 doz per doz.	1.65
Davis' O. K., 5-lb., ½ doz per doz.	7.20
Cleveland's, 10-c. size, 4 doz per doz.	.84
Cleveland's ¼-lb., 4 doz per doz.	1.23
Cleveland's, ½-lb., 2 doz per doz.	2.28
Cleveland's, 1-lb., 1 doz per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass. 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

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Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " " "	2.50
" ½ " 2 " " "	.55
" ¼ " 3 " " "	.75
Purity Brand 5 " ½ " " "	6.00
" 1 " 1 " " "	2.50
" ½ " 3 " " "	.80
" ¼ " 3 " " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.83
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09½@.10
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	@.12½
" Fancy	.10½@.10½
" Choice	@.09½
Maracaibo, Strictly Fancy, Mild	.12 @.12½
" Choice	@.11½
Washed Caracas, Fancy	.14 @.14½
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ⅛ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.13¼
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Enreka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 38/100
Lion	13⅜	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins	.26
Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triumfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 30 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.26½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35

Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ¼-gross Improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ¼ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05⅞
" English Gronnd, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbns Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB. bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammotb, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 os., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 os., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.33
" First, "	.32
" Second, "	.31
" Third, "	.29-.30
" Imitation, 30-60 lbs	.26-.28
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.34
Ladles, 30-60 lbs., bakers' use	.25
Print Butter:—	
Star or S. D. brands, 1 lb., 50-50-lb. bxs.	.37
B. B., E. D. brands, 50-50-lb. boxes	36
J. J., C. V., Gilt Edge, Gold Medal, 50-50-lb. boxes	.35
Sheaf ("400") Elgin, 50-50-lb. boxes	.35
Sheaf	30.-.33
Milhen Farm, lbs. and ½ lbs	.38
Gurnse, pounds or half pounds	.36
Belle Spring	.34

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10¾
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " "	.10¼
Bright Light, " " per box	2.20
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 128 per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints per gross	4.50
Mason's, quarts per gross	4.75
Mason's, half-gallons per gross	6.75

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Jelly Tumblers—	
Barrels, 22 dos. per dos. (No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.25
Jar Rubbers—	
Lip, wide per gross	.85
Acme, wide, 1 dos. cartons per lb.	.45
" medium, 2 dos. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium per lb. (25 lb. lots 1 cent per lb. less.)	.25

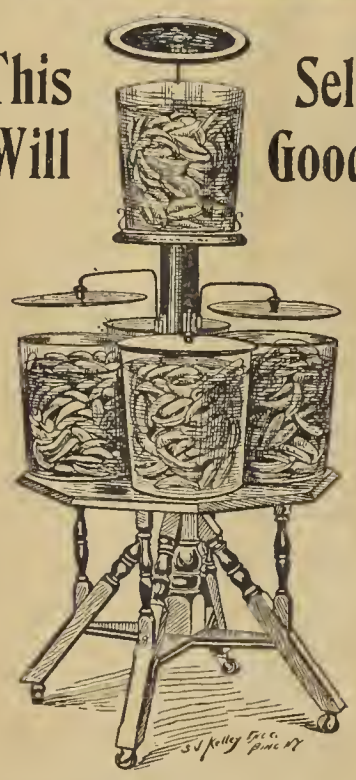
COOKING HERBS.

Mayflower brand, Sweet Marjoram per dos.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 dos. Sage, ½ doz. Thyme, ½ doz. Savory per case	1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 dos. per dos.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 dos. per dos.	.90
¼-lb. square cans, 2 doz. "	.85

CANNED GOODS.

Tomatoes—	Per Doz
Mrs. Hancock's Frying	1 22½
DuBois' Frying	1.15
Jersey King, No. 3, Standard Jersey	1.00
Blue Hen Chickens, No. 3	.92½
Silver Lake, fancy, Jersey	1.07½
Hoffecker's, standard, No. 3	.85
Plantation, No. 10, 1 doz	2 45
Silver Lake, No. 10, 1 doz	3 00
Golden Rule, No. 3, off standard	80
Alta, No. 2	.65
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1 00
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.60
Mikado, Penna., fancy	.95

This Will Sell Goods



No more useful fixture has ever been invented. Holds five jars where they can be seen and help sales.

Either oak or cherry, 3-coat finish. No old-fashioned hinges—swings on a bale to the right. Takes no more room than the 4-jar fixture. Nickel-plated trimmings.

This is an ornament, an economizer of room, and a silent salesman that knows its business.

THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg-O-See Cereal Company
QUINCY CHICAGO BUFFALO



This Is The Famous Steel Cap

The one that doesn't get a poisonous corrosion on it when it seals jars of fruit. Your customers will never use a zinc cap again if you tell them about this. Try it.

A splendid profit for you. They are getting them at the china stores now. Get this money.

The Wm. Glenny Glass Co.
Cincinnati, Ohio

—9—

Boyer's, 2s	.75
Acorn, 3s	.98
Acorn, No. 2	.70
Safe, No. 2	.55
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.75
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1 05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. ....per dos.,	1.80
2-lb. cans, 3 dos. .... "	2.40
1-lb. cans, 4 dos. .... "	.90
1-gal. cans, ½ dos .... "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 dos....per dos.	.95
2-lb. cans, 3 dos. .... "	.70
1-lb. cans, 4 doz. .... "	.45
1-gal. cans, ½ dos .... "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 dos. ....per doz.	.82½
Corn—	
Kornlet	1.75
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.87½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.70
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.67½
Vanity, No. 2, Whole Grain	.65
Royal Exchange, Whole Grain	.62½

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10 75
Boyer's, Midgets	1.85
Boyer's, Extra Sifted	1.50
Boyer's, Sifted	1.35
Boyer's, Early June	1.15
Parrot Junes	1.05
Jumbo June	1.10
B. F. F. Junes	
Little Nell's, Baltimore	.65
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.05
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.17½
Shawnee, No. 3	1.15
Farren's, No. 3	1.10
Farren's, No. 10	3.50
Sweet Potatoes—	
Victory, No. 3, 2 dos	1.10
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz	2.35
Asparagus—	
Superior, large, No. 2½	4.00
Staple, medium, No. 2½	3.50
Swan, medium, No. 2½	3.75
Del Monte Tips, No. 1½	3.50
Extra Tips, No. 1½	3 40
El Dorado Tips, No. 1½	3.35
El Rio, medium, No. 2½, 2 doz	3.35

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2.75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.40
Extra standard, 2½s	3.30
Standard, 2½	3.00
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.60
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	1.95
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 dos	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	2.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.90
Keystone, No. 3, 2 doz	.95
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, whits, No. 2	1.60
Peaches—	
Maryland Leader, yellow, No. 3	1.90
Maryland Leader, whits	1.85
P. & B. yellow, No. 3	1.80
Gypsum, No. 3, pie	1.45
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.30
Ayres Good, No. 3	1.10
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.50
Pride of Rochester, fancy, preserved, No. 2	1.92
Rhubarb—	
Silver Lake, No. 10, 1 doz	2.50
Strawberries—	
Anchor, No. 2	.90
Jumbo, No. 1, 4 dos	1.00
Silver Lake, No. 2	1.60
Defence, No. 2	2.00
Pineapple—	
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.05
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	1 00
P. & B., grated, No. 3	.95
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.85

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Chop Tan Hin, ⅞ lb., cubes	.75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 dos	2.17½
Devilled, No. 2, 2 dos	3.25
Clams—	
Gold Label, No. 1, 4 dos	1 00
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.30
B. & M., No. ½, flat, 4 dos	2.35
B. & M., No. 1, tall, 2 dos	4.15
B. & M., No. ¼, flat, 4 dos	2.90
Star brand, No. ¼, flat, 4 dos	1.30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.25
Shrimps—	
Peerless Brand (Barataria), new dry, No 1, 2 doz	1.20
Peerless Brand (Barataria), new pickled, No. 1, 2 dos	1.15
Cotton Bale, pickled, No. 1, 2 doz	1.12½
Mackerel—	
Pickert's, soused, No. 2, 2 doz	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.95
Boyer's, No. 2, 2 dos	1.82½
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.85
Victory, No. 1, 2 doz	90
Kippered Herring—	
Maconachs's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	85
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.35



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.30
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ½s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.25
¼s, Fox, 100 cans	
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	2.50
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Owl, key, 100 cans	3.55
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¼s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.35
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.00
" with key, No. 14, ⅛ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Klagan's, No. 1, 2 doz	1.20
Klagan's, No. 2, 1 doz	2.15

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 8	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ⅛ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Boullon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Taploca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fino French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoannt Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz	.92½
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

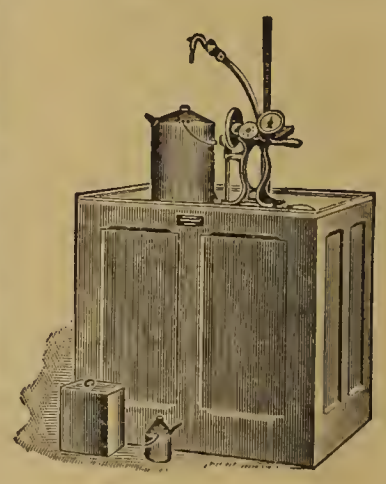
Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

It's the Cleanest Store in Town



The grocer whose customers say this of his place has accomplished something which will cause those who deal with him to forgive much. They will even pay him higher prices without grumbling just because the cleanliness of his place leads them to believe his goods are worth paying more for.

The grocer's dirtiest job is filling orders for oil and gasoline. He can't turn a faucet on or off, fill a measure and empty it into a receptacle without taking the odor to his counter. With our up-to-date tanks he touches nothing but a clean lever, the receptacle is filled automatically. A clean, sanitary, safe and economical way to handle a dirty job. Our booklet on this subject is an education in itself, would you like to read it?

Boyer, Radford & Gordon Tank and Pump Co.
DAYTON, OHIO

—17—

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.	
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ⅛-lb. size, per lb.	.33
" ½-lb. " "	.34
Premium Chocolate, ⅛s, 12 lbs	.34
" ¼s, 12 lbs	.34
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hershey's—	
Milk, ⅛s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Honten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ⅛s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35
" ½-lb. tins, 6-lb. boxes, per lb.	.34
Wilbur's Chocolate—	
Premium, ⅛s, 12-lb, per lb.	.33
Sweet Clover, ⅛s, 6-lb, per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ⅛s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ⅛s	.28
Premium Chocolate, ¼s	.30

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	.34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ⅛-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ⅛s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ⅛s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ¼s, 12 lb. "	.31
" " ⅛s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.90
Defiance, 4 doz	3.90
Magnolia, 4 doz	4.40
Rose, 4 doz	4.20
Dime, 4 doz	3.55
Winner, 4 doz	4.20
Baby, 1 doz., glass	1.90
Red Cross	4.40
Peninsular	4.40
Leader	3.90
Banner, 4 doz	4.40
Star, 4 doz	4.40

EVAPORATED MILK.

Peerless, family size, 4 doz	3 50
Peerless, 5c. size, 4 doz	1.95
Yacht, family	
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.90
Pet, 10-c. size, 4 doz, per case	3.45
Pet, 5-c. size, 6 doz, per case	2.80
Van Camps, 6 doz., small	2 90
Van Camps, 4 doz., family	3.35
Van Camps, 4 doz., large	3.90

HIRES CONDENSED MILK AND CREAM

Per case.



Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

One Way to Use Our Advertising



Here's a good idea for a window display:—

Get any of the leading monthly magazines and turn to our advertisement—you'll find it in most of them. Cut out the page, surround the advertisement with a heavy black marking pencil line and paste it on the front of your window. Put below it a placard, "You Can Get These Goods Here." Then put some *Ralston Health Food* and *Purina Whole Wheat Flour* in the window, and see how many orders you get.

These products represent the very highest grade of their class. Pure, nutritious, delicious foods! More, we bring business in them to your door by our country-wide advertising.

RALSTON PURINA MILLS
ST. LOUIS, MO.
T. A. James & Co., General Distributers, 12-16 Chestnut St., Philadelphia

No Rival for Winorr

THE CORN WITHOUT HULLS



"I wouldn't handle it; I'm selling enough brands of canned corn now?"

Do you say that to our *Winorr* proposition? If you do, you can hardly know about *Winorr*, because in the ordinary sense it is not canned corn at all. It is a corn specialty—corn packed without the hulls. You have nothing like it now, and for that reason it competes with nothing and has no competition.

True, it may cut in somewhat to your sales of other brands, but what of it, if it makes you as much profit and gives the customer better satisfaction?

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

THE PRESSING & ORR CO.
Norwalk, Ohio

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅓s	.26
" ¼s	.28
" ⅔s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10⅝

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Wafer		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Saltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunsbine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1.00
Milk Lunch	1.00
Our Ginger Snaps	.50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

—22—

Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars.....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
.....loaf,	.26½
Sap Sago, 3 to a lb.....cask, per lb.. .18, less	.22
Roquefort Cheese, 12 in case..per lb.. .32½ "	.34
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin.....per lb.	.26
" 1-lb. tins.....per case	3.25
Camembert, in wood boxes.....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, 18 ; ⅛ box, 18 ; less	.19
Muenster Cheese.....per lb.	.18
Brick Cheese, No. 1..... "	.16
English Dairy Cheese..... "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box..... "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 doz. in case..... "	2.40
Picnic size, 2 doz. in case..... "	1.35
Trial size..... "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box..... "	1.40
Neufchatel (Cow brand), 25 in box.....per box	1.05
Star Cream, or Phila., 22 " ..... "	2.20
Miniature Cream, or Phila. 12 " ..... "	1.10
Hand Cheese, 8 doz..... "	1.35
" 4 " ..... "	.70
" 4 " Thuringer..... "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box ..... "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages .....per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " ..... "	2.75
Carlsbad Speck (Imported Bacon) ..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short .....per lb.	.24
" " long..... "	
" Mortadella, Dry .....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75..... .....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .19½ ; less	.21
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .18 ; less	.20
" Cervelat, Crescent, 50 and 100-lb. boxes, .15 ; less	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12 ; less	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22 ; less	.24
" Salami (E), 50 and 100-lb. boxes, .19 ; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17½ ; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .16 ; less	.17
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham..... "	.28
" Petit Delicatess Frankfurters, plain, per doz	1.00
" Petit Delicatess Frankfurters, with Sauer Kraut.....per doz.	1 00
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck..... "	.18
Mettwurst, half-round ..... "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Blutwurst..... "	.18
" Pfefferwurst..... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.....	4.75
" (Derby Brand), quart glass jars per doz.....	5.75
" (Derby Brand), 10-oz. jars, per doz.....	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass..... "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)



SEND THEM ANYWHERE

Do you want a brand of flavoring extracts you can send *anywhere* with the certainty that no matter how fastidious and exacting the cook or the housewife, she will be pleased?

Try our **Waldorf** brand of Lemon and Vanilla. If you don't say, when you smell and taste a sample, that you have never seen an extract to quite approach them in strength and smoothness, then we shall be greatly disappointed.

Price, $1.25 per dozen.

PREPARED ONLY BY

HETFIELD EXTRACT AND MFG. COMPANY

370 Greenwich Street, NEW YORK

Do You Buy Pasteboard or Apples

when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY

A card brings delivered quotations.

E.V. Peirson & Co., Newark, Wayne Co., N.Y.



You Can Use Kerosene Gas or Gasoline

The **Acme Peanut Roaster** is equipped to use either of the three and give the same results—*i. e.*, perfectly roasted peanuts in the smallest amount of time, with the least expense and no labor.

The **Acme Peanut Roaster** is the cheapest and yet the most effective automatic roaster on the market. By its use you can earn at least from one to three dollars per day more than you now are making, and have an added attraction in your store. Full particulars and price on application.

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.



How to Answer the Salesman

When the jobbers' salesman comes to you this season to get your future canned goods order, ask him about this 100 per cent. delivery.

He will probably tell you that his employer can't give you more than he gets himself, and that on the brands he is offering he has only a pro rata delivery.

Remind him that on **Blue Bell** and **Clover Farm** Canned goods—none better in Maryland—both the jobber and you can get a 100 per cent. delivery.

Strasbaugh, Silver & Co., Aberdeen, Md.

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs	Pails.
Holland Herring, mixed, "Y. M."	½bbl. 5.50	60–75
" milkers,	½ bbl. 6.50	75–85
" mixed, Standard,	bbl. ½ bbl.	5.50–6.50
Holland Herring, milkers, Standard,	bbl. ½ bbl.	
Scotland Herring, mixed, large fulls,	bbl. ½ bbl. 8.00	
" milkers, large fulls,	bbl. ½ bbl. 8.00	
Marinirte Herring, Imported, about 40 in pail		1.25
Roll Herring, Imported, about 25 in pail		1.00
Spiced Herring, Imported, about 40 in pail		1.00
Norway Stockfish, dry	per lb.	15
Matjes Herring	per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1[1 keg, .80; ½ keg, .48; ¼ keg, .32; ⅛ keg		.80

SALT SARDELLEN.

Original Package, 190z	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans,	per dz.	19.50
½ " "	10.50	¼ " "	"	10.50
¼ " "	5.50	⅛ " "	"	5.50
⅛ " "	2.75	1/16 " "	"	2.75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT.
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

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COTTOLENE.

30 2-lb. tins	per case	6.25
15 4-lb. "	"	6.25
6 10-lb. "	"	6.25

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.18
Western	.17

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.16
New York, Full Cream, new, 1st's, 40-lb. bxs.	.14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb	.28
Anchovies, in oil, ½ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz.	4.75
" plain, per doz.	3.75
Boullion, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ⅛ gallon kegs	1.50
" " Quart, glass, per doz.	7.00
" " bottled, ½ size, per doz.	2.35
" " " ⅛ " "	1.90
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " 12 " "	5.00
" small " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz.	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.65
" ¼'s	5.00
" ½'s	9.85
" 1's	18.50

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French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.50
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz., per doz.	4.00
" " " 8 oz., "	7.25
" " " 16 oz., "	13.50
Theodore Marquet Mushrooms :—	
First Choice	27.00
Choice, 100 tins per case	25.00
Extra, " "	
Hotel, " "	23.00
Truffles, ⅛ per tin,	.30
" ¼ "	.55
" ½ "	1.15
" 1 "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs in Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallized Ginger, 1-lb. tins, per doz.	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	5.25

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50



An All-year Round Drink

Clicquot Club Ginger Ale has been widely advertised all over the country. It is the one ginger ale made here which most people would rather have than the imported.

Don't wait until summer to lay in a stock. It sells in winter as well as summer, and if your customers see a supply of it tastefully arranged in your store they won't go to their druggists to get it. You might just as well have the profit, don't you think?

Clicquot Club Co.

Philadelphia Agent
R. S. WILLIAMS
123 South Front Street

Millis, Mass.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.50
Gold Medal	6.10
Millbourne	6.00
On Top	6.40
Ceresota	6.10
Pillsbury's Best	6.10
Taylor's Fancy	5.40
Semper Idem	4 65
Pride of the West	5.15
Sunbeam	5.05
Quaker City	5.70

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	2.90
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.85
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	

FARINACEOUS GOODS.

	Per Bal.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2.00
" " table, 100 lbs	1.95
Western yellow, granulated, 100 lbs	1.75
Western white, granulated, 100 lbs	1.65
Quaker, 36 packages	2.85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05⅜
Marrows, Fancy N. Y. State, grain bags bush	2.27½
Medium, Fancy, grain bags, bu.	2.35
Pea, fancy, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags, bushel	2.35
Red Kidneys "	1.85
Peas—	
Green, per bushel	2 40
Scotch "	2.57½
Split, yellow "	3.05
" green "	

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Lentils—	
ooooooo, 110-lb. bags, per lb.	.07
Less quantity "	.07½
Shaker Corn—	
Fancy, barrels, per lb.	.05¾
Less quantity "	.06¼
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.50
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.15
Western Pearl, 100 lb. bags	1.80
Western Grits, 100 lb. bags	1.75
Barley—	
OO	.06
No. 3, 100-lb. bags	3.40
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	6.95
" " kegs 100 lbs., per keg	3.65

Oaten Goods, in cases—	Per case
Avena, 18 packages	1.47½
Banner Oats, 20 packages	4.35
Friends' Oats, 36 packages	
H. O. Oats, 18 packages	2.32½
Mother's, 18 packages	1.75
Quaker, 18 small size	1.50
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	6.20
Avena, per keg, 90 lbs	3.25
Standard, 180-lb. bbls	6.00
" 90-lb. bags	2.95
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.08
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04⅝
" " less quantity "	.05
" Pearl, 150 lbs "	.04½
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.65
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3 00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.65
Mapl Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 Packs	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.65
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	2.65
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3 90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.10
" Acidulated "	1 10
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.85
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06⅛
Larosa Spaghetti, long, 25 lbs	.05¾
" Vermicelli, square, "	.05¾
" Macaroni, bulk, "	.05¾
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs	1,60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	18.00
Standard Cash Register	80.00
Tea Caddies, round front, No. 2, per dos.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

"I Wish I Had Some Real Gelatine"

Every day some woman in your town bemoans the disappearance of old-style gelatine--the clean, delicious, melting kind, flavored with lemon, that we learned to like on our mother's table.

Old-style gelatine has not disappeared, though at times it has seemed to be snowed under by the flavorless imitations that hide their worthlessness behind bright colors.

Chalmers' Gelatine is old-fashioned gelatine—nothing in it but purest calves' stock and spring water. Your customers want it.

James Chalmers' Sons

Williamsville, N. Y.

It Is Spelled R-A-M-L-Y

If you want to sell a really delightful smoke, get the **real** Ramly, don't take something gotten up to **look** like the Ramly, because there the similarity ends.

No cigarette ever made has jumped into such immediate popularity. It has become famous on its quality alone.

If you put Ramly Cigarettes in stock you will be assured of the permanent patronage of every man to whom you sell a package.

Don't get confused on the name—it is spelled R-A-M-L-Y.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1¼ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6¼,	3 feet 8 inches,	9	15.00
8¼,	4 feet 10 inches,	12	20.00
10¾,	6 feet,	15	25.00
12¾,	7 feet 3 inches,	18	28.00
14¾,	8 feet 6 inches,	21	31.00
16¾,	9 feet 8 inches,	24	35.00
18¾,	10 feet 10 inches,	27	40.00
20¾,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Butchers', without weights, No. 0	
" " " 1	
" " " 2	
" " " 3	

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.37½

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6.50	1.45	1.21
Ex. Bloaters, xxx....	40.00	20.60	10.45	2.25	1.95
Ex. Bloaters, xx.....	35 00	18.10	9.25	2.00	1.65
Fancy Shore, No. 1...	30.00	15.60	8.00	1.75	1.45
Med. Shore, No. 1 ...	25.00	13.00	6.65	1.50	1.25
Large Irish, No. 2....					
Extra Irish, No. 2....	24.00	12.60	6.50	1.45	1.21
Medium Irish, No. 2..	23.00	12.10	6.25	1.40	1.17
Small Irish, No. 2....	22.00	11.60	6.00	1.35	1.13
Irish, No. 3.....					
Large, No. 3	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.00	4.10			
Shore, Round, Med...	6.00	3.60			
Ocean Whitefish.....	5.00	3.10	2.00	.50	
Salmon, Halifax					
Shad, No. 1, Mess....	15.00	8.10	4.25	1.00	.85
Shad, No. 2, Mess....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.06½
Medium Bank	.06¼
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.12
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.80
" " 100s ... "	1.25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.08¾
Fancy N. Y. State, 48 1 lb	.09½
Choice N. Y. State, 50-lb. boxes	.08½
Apricots—	
Extra Choice Royals, 25 lbs	.22
Choice Royals, 25 lbs	.19
Standard Royals, 25 lbs	.16
Cherries—	
California, unpitted, Black, 25 lbs	
California, pitted, Black, 25 lbs	.24
Currants—	
Gold Medal, recleaned, 36 1s	.07⅞
Gold Medal, loose, 25 lbs	.07¾
Private Growth, extra, cleaned, 36 lbs	.07¾
" cleaned, 30 lbs. bulk	.07½
Peaches—	
Extra Fancy Muirs, 25 lbs	.14½
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12½
Choice Muirs, 50 lbs	.12
Pears—	
Fancy California, Bartlett, 25 lb	.12½

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.08½	.08¼	.07½	.07¼
40– 50, 25 "	.07¾	.07½	.07¼	.06¾
40– 50, 50 "				
50– 60, 25 "	.07½	.07	.06¾	.06¼
50– 60, 50 "	.07¼	.06¾		.06
60– 70, 25 "	.06¾	.06½	.06¼	
60– 70, 50 "	.06½			
70– 80, 25 "				
70– 80, 50 "				
80– 90, 50 "	.05½		.05¼	
90–100, 25 "				
90–100, 50 "	.05¼	.05	.04¾	
100–120, 50 "				

25–30, 25 lbs., Red Star, fancy, Silver	.11
Ensign, fancy, pitted, 50 1s	.08½
Raisins—	
Muscatels, 4 crown, 50 lb	.05⅞
" 3 " 50 lb	.05⅝
" 2 " 50 lb	.05
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Roger's, Layer, Valencias, 28 lbs	.07
Llano, Layer, Valencias, 28 lbs	.06
Gilabert's, Layer, Valencias, 28 lbs	.06½
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07⅝
Butterfly, fancy, 36 1s	.08¼
Owl, fancy, 36 1s	.08¼
Harvest, choice, 36 1s	.06⅞
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb..... per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

It isn't so much a question of *"Getting Along"*—the other fellow may get along so much faster that you won't be in the race—
What you want to do is to *"Get Ahead"*
Your best asset is "ENTERPRISE"

"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



SELF-PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—27—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.80	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38
	No. 1.		No. 2.
Jumbo Chimneys, plain, per doz.	.75		.85
" " dec., 107, "	.90		1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.15
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

		Per gro
Ohio Blue Tips—		
200's, 1 gross	per case	1.70
500's, 100 packages	"	3.25
500's, 1 gross	"	4.50
Ohio Noiseless—		
500's, 1 gross	per case	3.75
King Bird—		
100's, 3 gross	per case	2.85
500's, 1 gross	"	4.00

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Swift & Courtney's, 200's, 1-gross case		1.75-1.90
" 400's, 1 "		3.50-3.70
" 500's, 1 "		3.75-4.00
Blue Hen, 200's, 1 "		1.50-1.60
" 500's, 1 "		4.00-4.25
	Per Gross.	
Vulcan Parlor, 65's		.41
" 100's, 5-gross in case		.90
" 500's		3.95
Vulcan Safety, 65s, No. 37		.55
" 65s, No. 2		.45
Columbia Safety, No. 2, 5-gross cases		.55
" No. 37, 5-gross cases		.50
" 100's, 5-gross cases		.90
" No. 15, gross cases		1.20
" No. 32, 5-gross cases		.55
Safety		.45
Mazeppa, Parlors, 500's		3.50-3.75
Searchlight, 500's		4.25-4.50
Press, 200's		1.80-1.90
" 500's		4.50-4.75
America, 200's		1.30-1.35
American Paraffine, 500's, ex. qual		4.15
Telegraph, blue head, 5-gross cases		.60
Our Darling, 1 gross, No. 3, 1,000		5.50
Our Darling, ½ gross, No. 4, 1,000		2.75

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superlor	per lb.	.08¾
18, 37 and 68-lb. buckers, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Treth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits,	per lb.	.06
New Year, bbls and kegs and 30-lb. kits.	per lb.	.05
Crescent. bbls., ½ bbls. and 30-lb. kits	"	.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07¾
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kans, 6 to crate	per dos.	9.80
" 5-lb. " " "		5.30
" 5-lb. Glass Jars, 6 to case	"	6.25
National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¼
Wooden Pails, 18, 37 and 68 lbs	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12½

OLIVES.

	Doz.
H. Kellogg & Sons, Agents:—	
Theodore Marquet, Mammoth, 64 oz	12.50
" Extra, 64 oz	11.50
" Mammoth, quarts	6.50
" Extra, quarts	6.00
" Extra, pints	4.00
" Mammoth, ½ pints	2.75
" Extra, ½ pints	2.60
Fourees, 19 ez., fluted bottle	4.00
De Lucques, 10 oz.	2.40
Farcles	3.00
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 dos	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 28 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case, per case,	8.50
Pints, " 2 " " "	9.00
¼ Pints, " 2 " " "	4.75

Oliver's Olive Oil—

1 dozen large	6.00
2 dozen medium	6.75
2 dozen small	4.25
6 1-gallon tins, per gal.	2.10
10 ½-gallon tins, per gal.	2 20
20 ¼-gallon tins, per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz	per doz.	.55
Stohrer's, No. 16, 2 doz	per doz.	.90
Stohrer's, No. 32, 1 doz	per doz.	1.80
Keystone, bottles, 2 doz	per doz.	.90

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

The Rapid Means To Your Delivery Service—

We have some unassigned territory for responsible agents of ambition.



Prompt Deliveries on slippery streets and in the coldest weather.
Earlier Deliveries to distant points during rush seasons.
Fewer Employees and more merchandise handled.
An Advertisement that can't be equalled.
One-fourth as much barn space.
Delivery Expense Cut in Two.

Write me your requirements, and I will send you our new catalog and write you just what we can accomplish in your particular case. We can save you money.

F. A. HENRY, SALES MANAGER
RAPID MOTOR VEHICLE CO., 147 Rapid Street, PONTIAC, MICH.

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.21
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, ligbt weight, 12, 15, 18, 20 or 24 inches wide	"	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parcbment Butter Paper 9 X 12	"	.40

PAPER BAGS.

Price per 1,000 and not less tban ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25		4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25

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Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10
Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18⅓
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 1 doz	.92½

PICKLES.

45 gal., 1200s	per bbl.	9.90
45 gal., 1000s	per bbl.	10.15
William Bros., 16 gal., 800s		6.10
" " 16 " 600s		5.25
10-gallon kegs, 700s		3.25
Sweet Pickles, 500s to 600s, 5 gal.	per keg,	3.30
Sweet Pickles, 700s, 5 gal.	"	3.60
Sweet Pickles, 1,000s, 5 gal.	"	4.15
Sweet Pickles, 2,000s, 5 gal.	"	5.00
Chow-Chow, No. 1, 5 gal. kegs		1.95
Chow Chow, No. 2, 5 gallons		1.75
Cbow and Mixed Pickles, 2 gal., per pail		1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.25
No. 8, Sour Gherkins, 2 doz	.90
No. 8, Sweet Gherkins, 2 doz	.90
No. 8, Sour Mixed, 2 doz	.90
No. 8, Sour, assorted, 2 doz	.90
No. 8, Chow-Chow, 2 doz	.90
No. 8, Onions, 2 dos	.90

Crosse & Blackwell's:—	
Whole bbls., 5 doz	3.25
Cbow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 dos. ½ Gal.	½ dos. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.	.16
" " " 40 grain, bbls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. dos.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strengtb	.15
Crosse & Blackwell's per dos.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.11
" 14–16 lbs	.10
" 10-12 lbs	.10½
Picnics, 6–8 lbs	.08
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.17
" Tenders and Knucks	.19
" Flats	.15
" Air Dried, sets	.21
" " Tenders and Knucks	.21
Jersey Pork, Butt per bbl.	16.00
" Family "	17.50
Breakfast Bacon, rib in	.11
" boneless	.12
S. P. Bellies, 14-15 lbs	.09
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.18
Beef Tongues, smoked, 5-6 lbs. per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ¼-cent extra

John Bower & Co.—

Honey-cure Brand Hams, skinback	.13
" " large	.13
" " medium	.13
" " small	.13
" Breakfast Bacon	.12
" " boneless	.14
Beef, air-dried, regular sets	.20
" " insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.20
Beef Tongues per dos.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb	.12½
Premium brand Hams, 12 lb	.12½
Premium brand Hams, 14 lb	.12½
Premium brand Hams, 16 lb	.12½
Premium brand Hams, 18 lb	.12½
Premium brand skinned Hams, 18–20 lb	.12¾
Premium brand boiled Hams, skinned, fatless	.21
Premium brand Bacon	.18
Premium brand Dried Beef, insides	.21
Premium brand Beef Tongues, sbort cut	.16
Winchester brand skinned Hams, all aver	.12
Winchester brand Picnics	.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	09¼	7⅜
Plain Tubs, 50 and 60 lb. cans	09½	7⅛
10-lb. Tin Pails, 60 lbs	10½	8⅜
5 " "	10⅝	8½
3 " "	10¾	8⅝

John Bower & Co.—	
Pure Kettle Rendered, tierces	.09¼
" " tubs	.09½
" " 3, 5 and 10-lb. cans.	.10¼

Swift & Co.—	
Premium brand, tierces	.10¾
Silver Leaf brand, tierces	.09¾
Jewel, compound, tierces	.07⅞
Cotosuet tierces	.08⅛

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	10¼-.11
Common to fair, native	08½-.09½
Western Dressed Beef—	
Cboice, native cattle	10¾-.11
Common to fair "	08½-.09½
City Dressed Veal—	
Prime	-.13
Good to choice	-.08
Dressed Hogs—	
Pigs	-.08
Hogs, heavy	-.08
" 180 lbs	-.08
" 160 lbs	-.08
" 140 lbs	-.08
Dressed Sheep and Lambs—	
Lamb, Western, good	.13½
Lamb, Western, culls	.10
Sheep, choice	.12
" medium	.10

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90-1.00
Cow Tongues	.75-1.00



They Must Keep Expert

It is a provable fact that a majority of cooking experts use **Nicelle Olive Oil** in all their demonstrations.

Why? Because they must use the very best oil obtainable in order to insure results. Otherwise they would soon cease to be known as experts.

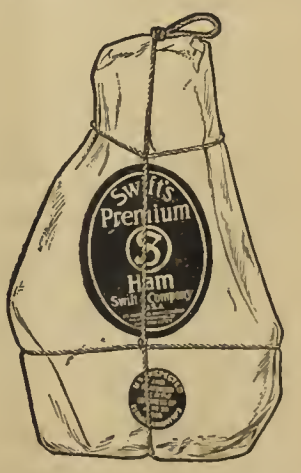
Nicelle Olive Oil is bottled in France, where produced. It is the first pressing of the finest oil olive grown. You will be proud to sell it.

Nicelle Olive Oil Co.
105-109 HUDSON STREET, NEW YORK

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



"As Good As I Bought Last Time"

You ought to sell Swift's PREMIUM Hams for your own protection. Can you satisfy your trade unless your hams are uniform? And can they be uniform unless bought from a packer who can keep his raw material uniform?

Few packers have our facilities for keeping hams up to a given standard year after year. Swift's PREMIUM Hams scarcely vary a hair's breadth from one year's end to another. That does us a whole lot of good, as it will do you.

The woman who can always depend on getting good ham—"as good as I bought last time"—is going to buy lots of ham.

Swift & Company, U. S. A.

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.08
" " western		.08

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.18 –.20
" Y. T., 15 to 17 lbs	.18 –.20
Old hens and toms	.16 –.18
Common to Good	.14 –.15
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.35 –.45
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.35 –.45
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.35 –.45
Western, 4 to 4½ lbs. to pair, fancy	.20 –.22
" 3 to 3½ lbs. to pair, fancy	.22 –.24
" fair to good	.17 –.20
Fowls—	
Western, fancy	.15 –.16
Heavy Roasters, 4 to 5 lbs	.17 –.19
Fair to good	.15 –.16
Old cocks	.10 –.11
Western capons, fancy	
" " small	
Squabs—	Per doz.
Prime, large, ancy	3.50–4.00
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.35 –.40
Large Springers	.17 –.20
Fowls	.15 –.18
Roosters	.10 –.11
Ducks	.15 –.16

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 2 " "	"	.85
Large or No. 2, 1 " "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	4.50
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz. doz.	.85
Spring Garden, fancy, No. 3, 2 doz. doz	.77½
Compass, No. 3, cans, 2 doz	.72½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 2 "	1.50
Atmore's Genuine English Plum Pudding— Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ⅓ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	.97½
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.92½
Schimmel's, No. 10, tumblers	.88
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ⅓ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.97½
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails per pail	1.15
Apple, 20-lb. crocks per lb.	.07¾
Apple, Schimmel's, 30-lb. pails per lb.	.06
Prune, 30-lb. pails per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz	1.70
Southwark, assorted, jars, 2 doz	.98
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Cortice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	
Laudanum, 15c.-size per doz.,			1.20
Laudanum, 25c.-size per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.		2.40
" " " ½-lb., " "		2.60
" " " ¼-lb., " "		2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.08
Copperas	per lb	.01¾

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Camphor, gum, 1-oz. blocks		.85
" Flakes, 250 bbls		.02¼
" " less quantity	"	.02¾
" Tar Balls, bbls., 250 lbs.	"	.02¼
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.12
Epsom Salts	per lb.	.02
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	2.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	2.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.50
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10-c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	28½
" ¼-lb. packages	"	.32
" ½-lb. "	"	.31
" 1-lb. "	"	.30
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.06
" granulated, kegs, 100 "	"	.06
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.55
" 100-lb. bags	"	2.25
" less quantity	"	.03¼
Venetian Red	per lb.	.01
Whiting	"	.02
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz.	per doz.	.80
Iron Glue, McCormick & Co's:—		
No. 5		.40
No. 10		.75
Tube V		.75
McCormick & Co., Bee Brand—		Per doz
Insect Powder		.80
Root Beer		.80
Talcum Powder		.80
Triangular Quinine		.80
Quinine Capsules		.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

W. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per doz.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts, "	1.00
" gallons, each	.30
" ½ barrels, "	3.50
" barrels, "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums, per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 3, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla, "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.		2.00
" " " " No. 2X, "		.80
" " " " No. X, "		.45
" Lemon, " " No. 25, "		1.75
" " " " No. 2X, "		.80
" " " " No. X, "		.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla, per doz.		1.75
" Lemon, "		1.75
Select Vanilla, "		.85
" Lemon, "		.85
" assorted, "		.85
" small size, "		.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet, per doz.	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1848 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whiz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.06
" 3-lb. "	.05⅞
Pearl Head, 5-lb. cotton sacks	05¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.05¾
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03¾
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs.	2.50
" " 60 bags, 5 lbs., lim.	4.00
" " 28 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 3¾ "	4.00
Worcester, Irish Linen, bags, 280 lbs.	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs.	2.40
" " sacks, 180 lbs.	1.55
" Cheese, bbls. contain 280 lbs.	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schimmel's, small, 2 doz., per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 150 lbs., per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small, "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sauce:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



50 YEARS THE STANDARD

BORDEN'S

Eagle Brand Condensed Milk



Three Generations Attest its Merits Give Your Trade Satisfaction

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY" NEW YORK

—53—

SEEDS.

Canary, bush. 60-lb	2.75	Mustard, Brown	.07½
Caraway	.12	Mustard, Yellow	.07
Celery	.10	Rape, per lb	.05½
Coriander, bleached	.05	Poppy, per lb	.10
Flax	.05	Sunflower, per lb	.05½
Hemp, bush. 40 lbs.	1.60		

SODA

Bi-Carb., 111 lbs., kegs	per lb.	.01⅞
Bi-Carb., bulk, 25-lb. boxes	"	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs	"	.05⅜
Arm & Hammer Sd., ¼, ½, 36 lbs	per lb	.05⅜
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.05½

SOFT DRINKS.

	Per doz
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Cliequot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2 10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.35
" Hamilton's	60	2.50
" Kirk's	60	2.25
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4 60
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Clond	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.25
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	grozz	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 5c cakes	box	1.75
Witch Hazel, 3 cakes, ¼ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2 37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz	2.30
Flnola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	43
Swift's Washing Pewder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice ⅛ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice ⅛ lb.	.40
¼ lb.	.75

"Beats the Bugs"



Our bin keeps roaches, etc., out of loose goods—and customers like THAT. It shows off your goods and helps sell them, and you will like THAT. Send for our catalogue of stores we have fitted up, and let us give YOU an estimate.

Walker Patent Pivoted Bin Co.
18 to 24 S. Seventh St., Philadelphia, Pa.

"As Good as the 'J. M.'"



No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—	
5 cent tins, 2 and 4 doz.....per dos.	.45
Dime size, 2 and 4 doz..... "	.85
½ lb. net, tins, 2 and 4 doz. ..... "	1.00
¼ " 2 doz..... "	1.90
1 " 1 doz..... "	3.70
6 lb. cans, full weight.....per lb.	.23
10 " " ..... "	.22
Colman's Mustard, D. S. F.:—	
1-lb. tins.....per doz.	5.40
½-lb. tins ..... "	2.70
¼-lb. tins..... "	1.45
⅛-lb. tins..... "	.90
18-lb. kegs.....	.43

MUSTARD—Prepared.	Per dos.
Campbell's, jar, 2 doz.....	.87½
Gulden's, No. 6, with spoon, 2 doz.....	.95
Gulden's, No. 20, with spoon, 2 doz.....	.88
Beer Mug, fancy, large size, 2 doz.....	.65
Lemonade Glass, tall, 2 doz.....	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.....	.90
Milk Jar, glass top, 2 doz.....	.85
Water Tumblers, glass, 10 oz., 4 dos.....	.37½

WHOLE SPICES.	Per lb
Pepper, Black.....	.c8¼
Allspice.....	.07
Cloves.....	.12½
Mace	.48
Nutmegs, large.....	.18
" Medium.	.15
Cinnamon Bark, China.....	.13
" Canton.....	.12
" Java Tbin Quills, 5-lb. rolls..	.30
" Saigon.....	.79
Whole Mixed Spices, bulk, 6-lb. boxes.....	.11

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CORN STARCH.

Davis, 48 5-cent packages.....per case	1.80
Davis, 36 10-cent packages.....per case	2.70
Duryea's, 40-lb., 1-lb. packages.....	.06½
Niagara, 40-lh., 1-lh. "	04¾
Cream, 48-lh., 1-lh. "	3.45
Kingsford's. 40-lh., 1-lh, "	06½
Murdoch's Oswego—	
1 lb. packages, 40 lb. boxes.....	.07¼
1 lb. packages, 20 lb. boxes.....	.07½
Bbls, about 200 lbs.....	.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lh. boxes.....	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons.....	.04⅞
Kingsford's, Pure, 3-lb. cartons.....	.06¼
" Pure Gloss, lh. packages.....	.06¼
" Silver Gloss, 12 6-lh. wd. bxs.....	.07⅜
Duryea's, Superior, 3-lh. cartons.....	.c6¼
" Satin Gloss, lb. packages.....	.07¼
" Superior B, hnlk.....	.03¾
" Satin Gloss, crates, 12 6-lh. wood boxes	.07⅝
Niagara, laundry, 50-lb. bnlk.....	.03¾
" 1 lb. packages, 48 lbs.....	.04⅞
" 3-lh. cartons, 48 lbs.....	04⅜
" 6-lb. boxes.....	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages.....	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starcb for black goods, 36 packages.....per package	.08
Starch Polish. 20 cakes.....per hox	50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes...	.c7¾
Velvet Gloss, 6 lh. boxes, sliding covers, 12 boxes in crate.....	.08¼
Velvet Gloss, about 200 lbs.....	.c7¼
Snow Gloss, 3 lh. cartons, 48 lb boxes.....	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs.....	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross.....	4.00
Enameline Paste, large, ¼ gross.....	7.00
Enameline, Liquid, large, ¼ gross.....	6.65
Enameline, Liquid, small, ¼ gross.....	4.90
Electic Paste, ⅛ gross boxes.....	4.20
Magic Paste, ¼ gross boxes.....	4.75
Parlor Pride, large size.....per doz.	.87½
" " .....per gross	10.25
" small size.....per dos.	.70
Climax Enamel ¼ gro.....per gross	9.40
Black Jack, ¼ gross, per gross.....	6.60
Rising Sun .....per gro.	5.75
Sun Paste, 5-cent size..... "	4.50
" 10-cent size..... "	7.20

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X-Ray Stove Polish—	
5-cent size, No. 5, per hox of ¼ gross.....	1.25
Per box of ⅓ gross.....	2.50
14 dozen to gross.....	5.00
10-cent size, No. 10, per box of ¼ gross.....	2.25
Per box of ⅓ gross.....	4.50
Per gross.....	9.00
F. F. Dalley Co.—	
2-in-1, smaller size.....per doz.	.75
2-in-1, large size..... "	1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round.....per pkge.	.c4¼
Excelsior, 24 packs..... "	.05¾
McAllister, 36 packs ..... "	.05⅞
Rosensteins, 1lh. pkgs., 2 doz.....per lb.	.05⅛
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz....per des.	.35
Red, quarts, 3 doz..... "	.70
Silver, pints, 3 doz..... "	.35
" quarts, 3 doz..... "	.70
Bath Brick, 25 bricks.....per box	.60
Tootbpicks, Eureka, 100 boxes.....case	1.85
Toothpicks, Perfection, 2 doz. .....per doz.	.42½
Royal Glue, 1 doz.....per dos.	.80
Paist's " 1 " ..... "	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8, 10's.....per case	90
Carpet Tacks, Silver Steel, 4 oz.....per doz.	.06⅛
6 oz..... "	.07
8 oz..... "	.07⅛
10 oz..... "	.08⅛
12 oz..... "	.09½
Matting Tacks—	
No. 10, steel.....per dos.	.09
No. 11, steel.....per doz.	.09⅛
No. 12, steel.....per dos.	.12
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3,	.21
Cut Sole Leather. cut into taps, 6 inches high	1.50
5¼ inches high.....	1.48
5 inches high.....	1.42
4½ inches high.....	1.25
4 inches high.....	1.18
3½ inches high.....	1.05
2 inches high.....	.90
The Fly Ribbon Manufacturing Co.—	Gross
Single gross.....	4 80
Two or five gross.....	4 32
Five to twelve and one-half gross.....	4.08
Twelve and one-half to fifty gross.....	3.84
Fifty gross up	3.60
Fly Paper, Tanglefoot.....per case	
Fly Paper, Sticky, 10 cartons.....	2.20
Sticktite Fly Paper, 100.....per case	3.00
Sticktite Fly Paper, 10 cartons.....per case	2.35
Wax, White and Yellow.....per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 50 yds to lb.....per lb.	.10⅜
Emory Cotton Clotbeslines, 50-ft. hanks, dox.	.80

—60—

Cleveland, extra fine cotton twine.....per lh.	.22
Orange Brand, fine cotton twine ..... "	.20
Texas Medium, cotton twine..... "	.16
Cotton Candle Wick ..... "	.20
Colored Twine, 8 balls to hx., lh. to hx. "	.25
Fine Hemp Twine, 8 balls to lh., in 5-lb. hunches ..... "	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches..... per lb.	.16
Best Jute Rope, 16 yds. to lb..... "	.09
Best Jnte Flow Line, 8 yds. to lb..... "	.09
Jnte Clotbeslines, 90 ft. to hank.....per dos.	1.60
Jnte Clotbeslines, 108 ft to bank..... "	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668.....	.42
Extra Fancy, No 669	.40
Fancy, No 670.....	.39
Strictly Choice, No. 675.....	.38
Choice, No. 664.....	.32
Black Strap	.11
Fonndry Molasses.....	.11
B. H. F., Horse Food Molasses.....	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 dos. No. 3 screw-top cans, both freight paid.....	35
Gold Mine, in hbls.....	30
Fancy, No 104	32
Fancy, No. 105.....	.28
Choice, No.	
Prime, No. 102.....	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop.....	38
West India, choice, No. 634, compound.....	.29
West India, choice. No. 510, compound.....	.25
Porto Rico, No. 668	.15

GLUCOSE.

Three Star A, for confectionery..	2.75
Five A, for confectionery.....	2.85

HONEY.

Domestic, barrels.....per gal.	.69
Selser's, lunch bottles, 2 doz.....per dos.	.95
Selser's, medium bottles, 2 doz.....per dos.	1.35
Schimmel's, 10- oz. bottles, 2 doz. in case.....	1.45
" 6- oz. " " "	.95

REFINED MOLASSES AND SYRUPS.

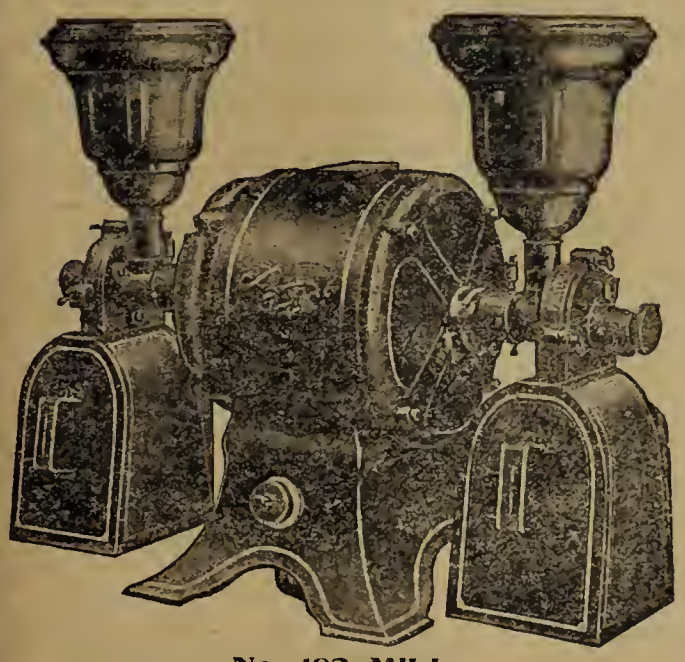
Jockey Club, Mason's Quart Jars:—	
4 dos. in barrel.....per dos.	.92½
1 " case..... "	.95
Karo, 10 cent size, 2 doz.....per case	1 90
Karo, 25 cent size, 1 doz.....per case	2.30
Karo, 50 cent size, ½ doz..... per case	2.30

HENRY TROEMNER'S
Electric Coffee Mills

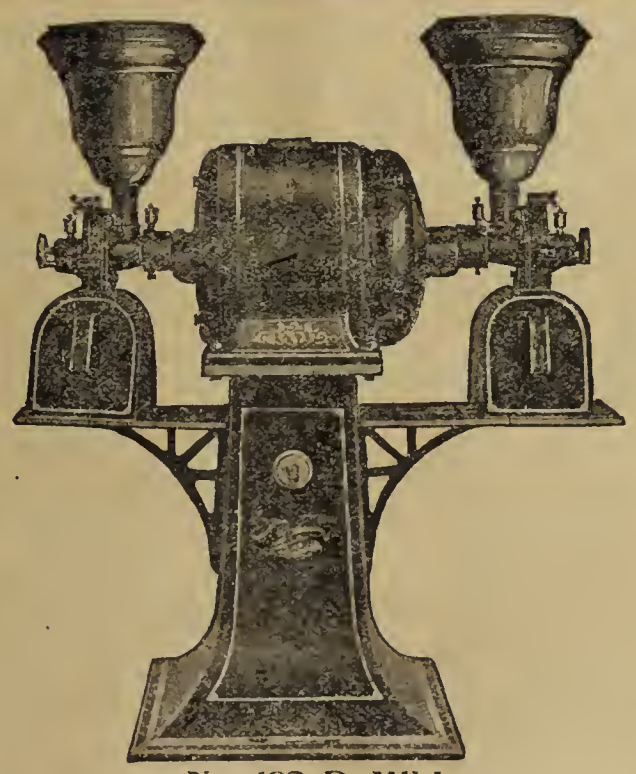
ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



No. 192 MILL



No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

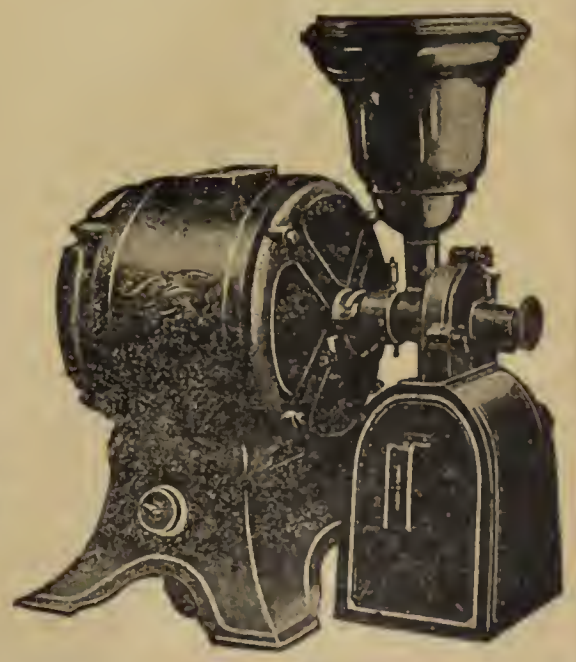
No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Tewlo's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
1-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.65
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.25
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.35
2, Solid oval	2.55
3, Solid oval	1.80
5, Solid oval	2.15
1, Wire ends	1.20
2, Wire ends	1.40
3, Wire ends	1.60
5, Wire ends	2.00
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

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BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, carved end, wood handle	.90
21, X, crescent shape	1.75
1, strap handle, grey fibre	1.20
2, strap handle, grey fibre	1.65
6, all hair, extra quality	2.75

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.30
4, Bristle outside	1.65
5, All bristle	1.75
16X, All bristle, extra value	2.15
18, All bristle, spotted white	2.80

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.55
6, 5 in., Family, extra heavy	.80
8, 6 in., Family, extra heavy	.95
10, 7 in., Family, extra heavy	1.10
12, 8 in., Family, extra heavy	1.25
6, 5 in., A., hair bristle	1.40
8, 6 in., A., hair bristle	1.65
10, 7 in., A., hair bristle	2.00
12, 8 in., A., hair bristle	2.35
6, 5 in., Ideal, all bristle, 3 row	1.90
8, 6 in., Ideal, all bristle, 3 row	2.25

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.90
10, Fibre, wire drawn, extra	1.20
21, All hair, wire drawn	2.25
28, White, wire drawn	2.90
1, 7 in., All hair, flat end	2.05
22, 7 in., Mixed, round end	2.10
11X, 7 in., All hair, round end	2.25

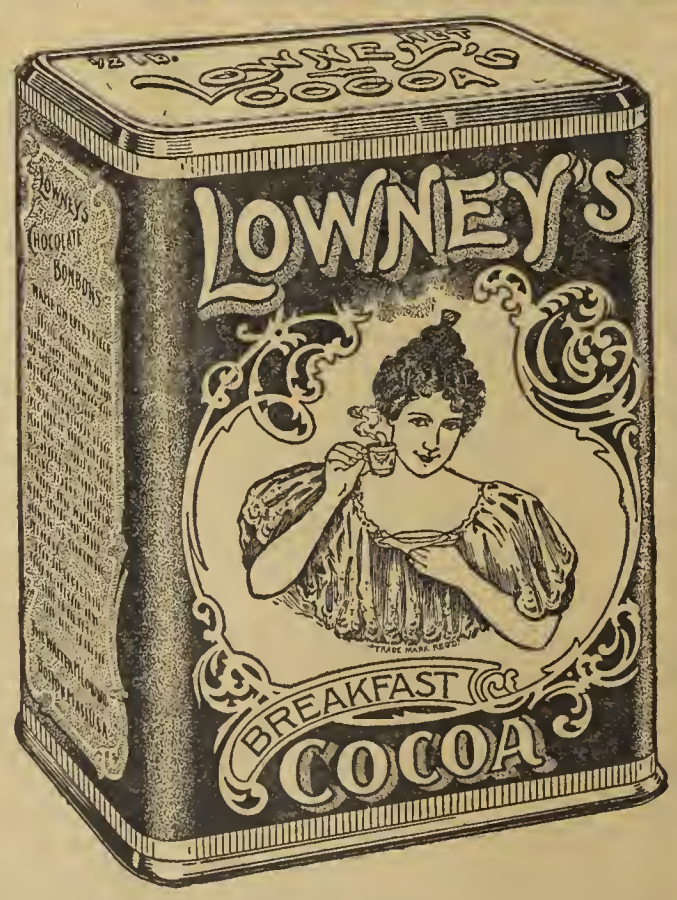
—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.29
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become A STAPLE ARTICLE with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment, and PAYS A FAIR PROFIT.

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The Walter M. Lowney Company

447 Commercial Street, Boston, Mass.

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases, 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-¼ gallons, per gallon	2.25

JOS. M. OLIVER & SONS

IMPORTERS 5 South Front St., Philadelphia

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

CHEERINESS FOR SALE!

With a few electric lights properly disposed, here and there, we can give you a new store.

A store that will not only look new to you, but new to your customers and the passers-by.

A store that will be twice as cheery to work in, to buy in, and to come into from the street.

You wouldn't buy in a gloomy store yourself, if you could avoid it. Can you expect other people to like it any better?

See us about it.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Philadelphia, Pa.

Hams and Bacon Are in Demand

Are you giving your trade the best values for their money? You can easily do so by giving the people what they want and that is

Burk's "Crown Brand" Hams

which are plump, have short shanks and round butts, are sweet, being sugar cured; mild, because they are not old; and of fine flavor, being smoked a nice, bright color, which is only possible by using hickory wood.

They are sold by the leading retail grocers in Philadelphia, having the most select and exacting trade.

Burk's "Butternut Bacon"

is the only substitute for "Crown Brand" Hams. It is selected from corn-fed hogs, specially cured with granulated sugar—mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste impossible; wrapped in highly glazed and parchment paper and embellished on two sides with an attractive blue and white label.

A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the **"5-B" Bacon,** because of its name.

Pure Lard

to be at its best must contain all the original natural oils. Many brands of lard are "pure," but lack richness because these oils have been extracted to increase the manufacturer's profits.

BURK'S LARD

is strictly pure and contains all the properties of the wholesome hog fat and nothing else.

Louis Burk

GIRARD AVE. and THIRD ST., PHILADELPHIA

Let the Open Can Speak



"GET SOME"

When we get where we're driving for, pork and tomato-sauced beans will be about the largest-selling canned specialty packed.

And **VAN CAMP'S** will still be what it is to-day—by far the largest-selling brand. We originated pork and beans with tomato sauce, and we have always sold more than any other packer because **VAN CAMP'S** has always been better than any other packer's.

If you think that's just the usual manufacturer's guff, open a can side by side with any other brand you like. Your eye and your palate will speak for us instantly.

Such extensive advertising as we're doing to your customers would sell anything. Most of all a superfine article like **VAN CAMP'S PORK AND BEANS.**

Van Camp Packing Co.

Indianapolis, Indiana

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



A BAG FULL OF GOODNESS

We don't have to say a word about the quality of **Private Estate Coffee** to the many thousands of retailers who are selling it—their **customers** do the talking for it. But those who haven't made **Private Estate** their Coffee Leader have missed a chance to wean their customers away from the Tea and Coffee Stores. It can't be beaten. We share our profit with grocers by giving them Universal Coupons with each case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS 33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street

Giving It To You

We want you to handle our **Macaroni, Spaghetti, Noodles** and **Pastels.**

Why should you? Partly because we assure you on our honor they're as good as Freihofer's Bread. We *must* make a superior grade of these things to sell them, and we *are* making it.

Another reason why you should think favorably of these goods is that every case contains Universal Coupons, which you can exchange for things you want.

We're spending our advertising money with you instead of your customer.

The *Freihofer*

VIENNA BAKING COMPANY

PHILADELPHIA, PA.

FOOD



VALUE

Better Than Milk or Meat

¶ **Royal Peanut Butter** is one of the most healthful food products ever manufactured. We want you to tell this to your customers, and as a real incentive for you to do so we are going to give you the money we would otherwise use to tell consumers of its merit. Universal Coupons packed in every case from January 1, 1908. Remember, it **is** the best thing of its kind ever made. You make a splendid profit on it and the coupons are exchangeable for any article of merchandise you may need for your home or store.

Cleveland Health Food Co.

Cleveland, Ohio



Nothing Like It Has Ever Been Made

This picture represents a floor wax which when properly applied makes wood like new. Grocers can build up a big trade on it because their customers need it—they are buying something of the kind now, and are going to paint stores to get it. If you will put a case of **MOORE'S WAX** where it can be seen and tell your trade what it will do you will get some money that is going somewhere else now. We are making it worth your while to do a little talking for this product by giving you a generous quantity of Universal Coupons with each case. You can buy anything you need with these coupons.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.

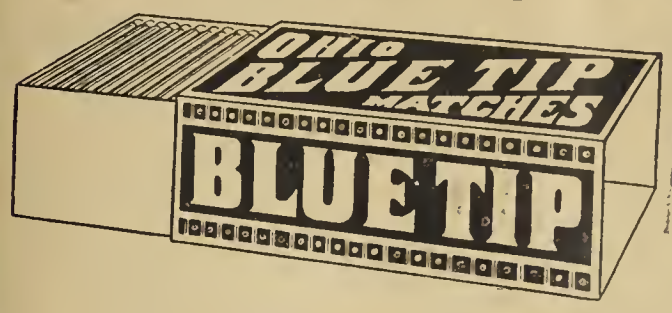


Help the Housekeeper if You Want to Hold Her Trade ::

Most housekeepers have a lot of trouble getting brooms that please them—you know how particular they are. We are making brooms to catch the trade of this class of people. Is there any doubt in your mind that you can sell such brooms—and keep on selling them? If there is we will dispel it.

Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.

The Ohio Blue Tip, Double Dip SAFETY MATCH



is the **only** one that never gets soft and never drops.

All Jobbers. Prices Will Interest You.

OHIO MATCH SALES CO., New York, N. Y.

Philadelphia Office and Warehouse, 411 Marshall Street

Only One In Fifteen's A "Star"



By no means are all the hams we produce good enough to be branded **Star.**

We turn out 40,000 hams a day. There isn't a bad ham in the lot—rigid selection of hogs assures that; but only one out of about fifteen is fine and tender enough to bear the **Star** brand. The rest are good hams; but they are not **Star** hams.

The **Star** ham is from a young, but mature, corn-fed hog—not too fat. The meat is solid, sweet, tender and juicy—the ham to burn into the memory the name of the grocer who sold it.

ARMOUR AND COMPANY

Maybe Your Competitor's Thinking of It Even Now



¶ We tried **Gurnse** butter first on the Philadelphia retail trade, and it has gone so well there that we're convinced now we've got a splendid thing.

¶ Don't let your competitor be the first to get **Gurnse** butter, because as sure as you live he's going to do business with it. It's a splendid butter! The fanciest dairy butter possible to make. Carefully tended at every stage until packed in brine-dipped paper and wrapped in the handsome **Gurnse** cartons.

¶ If our inspectors were paid a dollar for every bad pound they found, they couldn't be keener than they are.

¶ **Gurnse** butter never varies—don't forget that either.

Packed in 30 and 50-pound boxes—pound and half pounds—34 cents.
Prices subject to market change

P. F. Brown & Co. 39 South Front Street Philadelphia, Pa.



THE profit you make on cereal foods isn't made on one time sales. It's the regular repeater that doesn't get old on your shelves that pays the profit.



Repeating sales are made only by goods that have gained and deserved the confidence of the public.

These three are fast repeaters:



Quaker Wheat Berries
Quaker Rice (puffed)
Quaker Toasted Corn Flakes

All Quaker Oats Quality goods

The Quaker Oats Company
CHICAGO

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, APRIL 20, 1908. No. 16.

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The Clever Move of Montgomery & Co.

Ringleader in the Local Jobbers' Conflict Protests Because a Member of the Wholesale Grocers' Association Resold Some Goods to the Retail Grocers' Association. Apparently Not Even Willing for Jobbers to Sell the Retailers' Organization. Manufacturer Involved, Who has Hitherto Sold Only Jobbers, Now Disgustedly Decides to Sell Retail Association Direct.

Evidence was secured during the week of an incident which puts certain of the leaders in the local jobbers' conflict in such a ridiculous light that it will probably be hard for some people to believe it.

There is a certain New England summer beverage which has a wide sale through the middle States. It was introduced in Philadelphia only a comparatively short time ago, and the local broker who had the account decided in the beginning that he would first give the jobbers a reasonable time to take up the goods, and that during that period he would not sell the Retail Grocers' Association. He so told the jobbers, and the writer knows that he has kept his word.

Within the last few weeks the broker in charge of the sale of this drink received an order from a local wholesale grocery house which is a member in good standing of the Wholesale Grocers' Association of Pennsylvania New Jersey and Delaware, the organization which it will be remembered is doing its best to destroy the Retail Grocers' Association. The order was for 250 cases, which, while large, was even less than orders received for these particular goods from jobbers smaller than this buyer.

Naturally, since it came from a wholesale grocer, the order was accepted and filled. Obviously there is not the slightest reason why it should not have been. The broker congratulated himself upon having landed a good order and felt quite elated over it until a few days later he received a letter from his house. In the letter was inclosed a complaint which had been sent direct to the house by William Montgomery & Co., the Philadelphia wholesale grocers. Montgomery & Co., be it said, have stirred up more petty trouble than any other local jobber in the present fight, and have incidentally suffered more than any other jobber at the hands of resentful retailers.

The letter of Montgomery & Co. to the manufacturer of this summer beverage was childish, untruthful and ridiculous. It was written by William Montgomery personally and alleged that Mr. Montgomery's fellow-member of the Wholesale Grocers' Association who had given the 250-case order had not bought it for himself but for the Retail Grocers' Association. That being true, Mr. Montgomery, in words that actually whined, cold type though they were, said he wanted the firm to take back 189 cases of the goods that he still had on hand.

The letter was referred to the firm's Philadelphia broker for reply. If Mr. Montgomery has any sense of fairness or logic the letter he received from the broker will probably cause him a few humiliated moments. Just one pregnant paragraph of it is as follows:—

> And are you acting for the best interest of the jobbers in their organized stand against the Association? For surely if all were to assume the same attitude toward me as you have done, it would necessarily force me to do the very thing the organized jobbers are fighting to prevent.
>
> Relative to the stock which you have on hand, I am authorized by my house to give you the privilege of disposing of same as you may see fit.

But by far the most amazing feature of the incident is the utterly foolish attitude taken by Montgomery & Co., who because they are ringleaders in the local fight, must be considered as representing in this incident the Wholesale Grocers' Association as an organization.

The jobbers claim that no manufacturer should sell the Retail Grocers' Association direct. That manufacturers should confine direct sales to jobbers, and that the Retail Grocers' Association should be forced to buy all their goods through jobbers.

In the case under consideration a member of the Wholesale Grocers' Association bought 250 cases of goods. Although the writer is wholly without knowledge of the actual facts, let it be admitted for argument's sake, that this jobber immediately resold the goods to the Retail Grocers' Association, and it must also go without saying that he did so at a profit satisfactory to himself. Let it even be admitted that he bought to fill a definite order from the Retail Grocers' Association, which may or may not be true, what possible reason has the Wholesale Grocers' Association to complain? Here is a bona fide sale from manufacturer to jobber and from jobber to the Retail Grocers' Association—what more can the Wholesale Grocers' Association want except to prevent *anybody* from selling the Retail Grocers' Association?

As a matter of fact, that is probably just what jobbers of the Montgomery stripe do want, though while there are protective laws in the land they are quite certain not to get it.

It will be pleasant for other members of the Wholesale Grocers' Association to hear now of the results of their brainy colleague's clever move. The soft drink house referred to in this article, which, as stated, has hitherto sold only jobbers, and which is now boycotted by Montgomery & Co. simply because it sold a jobber who resold to the retailers' association, has now announced that because it is apparently quite unable to please the Wholesale Grocers' Association no matter what it does, it will henceforth fill direct any order which the Retail Grocers' Association is pleased to give it.

Bread-by-Weight Fight On.

Secretary Kane, of the Allegheny, Pa., Retail Merchants' Protective Association, has One Dealer Fined and Will Prosecute Forty Others. Association Resolves that Bread Must be Sold by Weight Only.

Special correspondence of "Grocery World."

Pittsburg, Pa., April 16, 1908.

The first of the bread-by-weight cases inspired by the Allegheny Retail Merchants' Association resulted in the conviction of George W. Moore, a baker in the Fifth Avenue Arcade, who was yesterday ordered to forfeit $10 and costs by Alderman Heber McDowell, before whom he was arraigned on a charge of selling short-weight loaves of bread. The prosecution was based on an act of 1793, which was resurrected by the Allegheny County Merchants' Protective Association, which is waging war against dealers who sell loaves of bread that weigh less than 16 ounces.

Informations will now be made against about 40 other bread dealers who are selling loaves of bread that weigh 12 or 13 ounces instead of 16 ounces, as required by the ancient law. The case of Moore is said to be the tenth on record based on the act of 1793.

Information has also been made against Edward M. Lanigan, No. 508 Federal street, and Christian Limburg, Ohio and Chestnut streets, North Side, charging them with selling oleomargarine in packages that were not properly marked. Both were held for court.

The protective association is waging war against dealers who do not comply with the weights and measures laws and other similar requirements which give them an advantage over dealers who comply with these laws.

JOSEPH M. KANE,
Secretary R. M. P. A.

Little Interest in Mocha Coffee Meeting.

Trade Paid Practically No Attention to Last Wednesday's Meeting of Federal Food and Drug Board on Above Subject.

Special correspondence of "Grocery World."

Washington, D. C.,
April 17, 1908.

But little interest was taken in the meeting of the Federal Food and Drug Board on Wednesday last to discuss the question of what can and what cannot be sold as Mocha coffee. To determine whether, through long usage of the name "Mocha," coffee grown in Abyssinia should be allowed the label, the board has gathered information from the United States Consuls abroad, as well as from coffee importers in this country.

A decision will probably be rendered shortly without any further effort to hold meetings.

HOLT.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727
{ Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Pennsylvania Food Commissioner to Get After Storage Egg Frauds, Too

Will Ask Next Pennsylvania Legislature to Pass an Act Controlling the Matter. Several Other New Food Laws Projected. Ice Cream and Milk to be Standardized. Soft Drinks; also, to be Brought into Control of New Law.

Dairy and Food Commissioner James Foust, of Pennsylvania, has several plans in his mind for further changes in the present system of food laws in this State. Some of these plans comprehend the amendment of the present act, others the introduction of new acts, covering adulterated drinks and creating standards of purity and strength for ice cream and milk. A law restricting the sale of storage eggs and poultry is also a most important move which is taking shape in the mind of the Commissioner.

The Executive Committee of the Ice Cream Manufacturers of Pennsylvania will co-operate with the Dairy and Food Division in preparing an act regulating the sanitary condition of ice cream factories, including cans and all appliances connected with the manufacture of ice cream. The leading manufacturers of ice cream are already at the front so far as sanitary conditions are concerned, but they are not satisfied. They are anxious to secure conditions that will put all factories upon the same level and effectively protect the public health.

The same committee will prepare an act fixing a standard of butter fat for ice cream and plainly designating what it shall consist of. This is likewise a step of great importance. While the right to manufacture imitation ice cream may be conceded, the right to sell it as a substitute for the genuine article is not conceded and should be everywhere denied.

An act will be prepared and presented regulating the sale of cold storage eggs and poultry. Some things that have come to the surface during recent months indicate the very great need of such a law. This is one of the most important moves contemplated by the department.

A bill will also be presented regulating the manufacture and sale of all kinds of non-alcoholic drinks, and there will be a similar bill regulating the manufacture and sale of alcoholic drinks.

The Dairy and Food Division has recently presented an array of striking facts in connection with the dangerous qualities of many of the so-called summer drinks as to show the need for a law providing for the prompt and severe punishment of anybody putting into any of these drinks ingredients injurious to the human stomach or likely to destroy health or shorten life. In many cases last summer agents of the department secured samples of cheap soda water, lemonade, pop and other non-alcoholic drinks which contained acids in such quantities as to make them dangerous to the consumer.

Another act will provide for the regulation of the sale of milk and cream, fixing the standard of butter fat for cream at 18 per cent. and prohibiting the sale of milk in this Commonwealth containing any added water or which has any portion of the butter fat abstracted.

The Legislature will be asked to make a number of changes in the present general food law. Just what these are are not yet indicated by the department.

Trade Begins to Want Jar Prices.

Prospects Point to Heavy Fruit Crop, which Means Large Demand for Jars. No Jobber has Enough Carry-over Jars for a Heavy Year and Some have None.

Some of the trade are beginning to be exercised about the non-appearance of prices on Mason fruit jars for the season of 1908. Some of the independent manufacturers of other patented jars have named prices on the same basis as last year, but none of the important manufacturers of Mason jars have given the slightest indication of what prices will be. As stated last week, the reason for that is that the makers

Good Advertising makes First Sales

Good Goods insure Repeat Orders

Post Toasties (Formerly called Elijah's Manna)

are so **deliciously good** they confirm in the mouth, the most enthusiastic claims that can be made by our advertising man.

You are wise if you keep well stocked, because our liberal advertising and the special "toasty" flavour of Post Toasties, keep these goods moving. The most popular Corn Flake with the Retailer.

"The Taste Lingers"

A Great Repeater

Postum Cereal Co., Ltd., Battle Creek, Mich., U. S. A.

have not made much money in recent years, partly through the practice of opening prices in January, and partly because both the makers and the jobbers carried over large numbers of jars from last year, owing to the small fruit crop.

The matter of jar prices is beginning to attract attention because of the prospects of a large fruit crop in all quarters. The danger point is naturally not yet past, but the season has been favorable so far, and unless something happens, the crop of all fruits will be larger than for many years. Especially as to peaches, the Delaware growers are preparing for a heavy crop and many are expecting a record-breaker. The strawberry crop also bids fair to be large, and all this means a tremendous demand for fruit jars. While many jobbers have last year's stocks on hand, even those who have the most have not enough for a big year, and some have practically none on hand at all. The trade generally are beginning to be interested in future prices.

If the expected large fruit crop materializes, the prices of fruit jars will almost surely be high during the whole of the coming season.

Written for the "Grocery World."

Prominent Dried Fruit Firm Denies Bleached Fruit Statements

Bown Bros., of New York State, Contend that Mr. Ryder's Statements as to Use of Sulphur in Dried Fruits are Incorrect. Ridicules Mr. Ryder's Disgust at Food Because Insects Won't Eat It.

We have read in recent issue of the "Grocery World a letter from Mr. Jacob F. Ryder, of Waynesboro, Pa., addressed to the Pennsylvania Food Commissioner, in reference to so-called "bleaching" of evaporated apples with sulphur.

Some of the deductions that this gentleman arrives at are so absurd that they are actually amusing.

In the first place, evaporated apples are not bleached. The action of sulphur fumes simply arrests decay and prevents consequent discoloration until the fruit can be subjected to heat and the moisture evaporated—and contrary to the learned gentleman's statement—bruised, or hard, green fruit, does not come out white. It is customary in trimming fruit to cut out bruised spots, which otherwise appear in the evaporated product nearly as distinctly as before sulphuring.

Now, as to the "proof" offered as to the unwholesomeness of sulphured fruit, it had never occurred to the writer heretofore to select his diet on the "taste" of flies, gnats, etc., and we are hardly prepared yet to accept their "tastes" as a "sine qua non." These, hitherto considered, useful insects have been placed in our mind in the "scavenger" class, and while they undoubtedly have some tastes that are correct from the human standpoint, we hardly think Mr. Ryder would care to include in his dietary much of the putrefaction and offal that they invariably cluster and feed on with much apparent satisfaction.

As to the statement that "little if any of the poison can be dissipated by evaporation," we have only to refer to the results obtained by chemical analyses by the National Pure Food Department and others, showing in the case of evaporated apples, where prepared by modern and improved processes, in many cases not even a trace of sulphur dioxide, and in others from a trace to 50 milligrams per kilogram, an amount so ridiculously small that even the most radical pure food reformer would hardly claim that it was injurious.

(Food Inspection Decision No. 76 allows the presence of 350 milligrams per kilogram.)

Farther, chemists admit that practically all sulphur dioxide is dissipated by cooking.

The plan that Mr. Ryder suggests for dispensing with sulphur by evaporating immediately after paring and slicing and before the fruit has a chance to discolor, is all right, theoretically. Practi-

Our **explanation** for offering goods cheap and maintaining highest qualities is

CASH

If you follow this **explanation** you will have no difficulty in calculating the **SAVINGS** obtained by its practical application.

Playmates Brand, New York State style Cream Corn, No. 2 cans, 10-case lots or over . . . . . per doz., .50
25-case lots . . . . . per doz., .47½
This corn for direct shipment from factory only in the quantities above mentioned f. o. b. cars Frederick, Md. This is the greatest bargain of the season in good quality crushed corn. It can be retailed 4 cans for 25c. with a good profit.

Jersey Lily Large Lump Laundry Starch, 50-1b. boxes . . . . . per lb., .03¼

PEACHES! PEACHES! PEACHES!

Pansy Brand Fancy, large, bright, soft, meaty Muirs, beauties, 50-lb. boxes . . . . . per lb., .10¼

Pansy Brand, Extra Choice Muir soft, meaty, bright fruit, also beauties, 50-lb. boxes . . . . . per lb., .09¾
⅛c. per pound less in 5 or 10-box lots, either kind or assorted. This is the greatest bargain in fine quality peaches that has been offered on this market this season. The same goods sold a little earlier in the season at 3c. per pound more than we now ask for them.

Jersey King Brand Fancy Jersey-packed Tomatoes, No. 3 cans, single cases, 2 dozen . . . . . per doz., .90
5 or 10-case lots . . . . . per doz., .87½

Reliable Brand Standard Cold-packed Tomatoes, No. 3 cans, single cases, 2 dozen . . . . . per doz., .80
5 or 10-case lots . . . . . per doz., .77½

Fancy Full Cream New York State September Cheese (our Cream Ridge Brand), nothing finer on the market; about 45 lbs. average, single bxs., per lb., .15½
5 or 10-box lots . . . . . per lb., .15¼

Fancy Full Cream Picnic Cheese, about 22 lbs. average, single boxes . . . . . per lb., .14½
5 or 10-box lots . . . . . per lb., .14¼

Hunter Brand Pork and Beans, in Tomato Sauce, No. 3 cans, packed by Moore & Brady, Baltimore, Md., single cases, 2 doz. . . . . per doz., .70
5 or 10-case lots . . . . . per doz., .67½

Curtice Brand Choice California Bartlett Pears (Genuine Bartletts) very good quality, bright fruit, 25-lb. boxes . . . . . per lb., .09
5 or 10-box lots . . . . . per lb., .08¾
This is just 4c. per pound lower than these goods sold for earlier in the season.

Fancy Golden Rio Coffee, clean, whole bean, bright roast, elegant drinker, 25-lb. lots or over . . . . . per lb., .11
100-lb. lots or over per pound . . . . . per lb., .10¾

Standard Solid Back Scrubbing Brushes—
No. 22, White Tampico Corner . . . . . per doz., .67½
No. 23, White Tampico . . . . . per doz., .75
Globe, large size . . . . . per doz., .80
No. 23, Cocoa . . . . . per doz., .90
No. 27, Cocoa End . . . . . per doz., .95
No. 23, Marble . . . . . per doz., .95
In gross lots, one kind or assorted, at 5c. per doz. less. This is the best quality 10c. and 12c. Scrubbing Brushes you will find anywhere on the market, and prices are very much lower than most houses will ask you for the same goods.

Oneida Brand Finest Quality Rolled Oats, barrels . per bbl., 5.80
90-lb. bags . . . . . per bag, 2.77½
Quaker Wheat Berries, 36 packs . . . . . per case, 1.67½
Schumacher's Avena, barrels . . . . . per bbl., 6.20
Mother's Oats, 20-5-lb. packages, with china . . . per case, 4.25
Quaker Oats, 10-5-lb. packs, with china . . . . . per doz., 2.12½
Egg Biscuit, barrels about 33 lbs. . . . . per lb., .09½
Standard Brand Lard Comp'd, 60-lb. tubs, single tub, per lb. .07½
5 or 10-tub lots . . . . . per lb., .07⅜
Extra Choice Ring-Cut Evap. Apples, 50-lb. boxes, per lb., .07¼
5 or 10-box lots . . . . . per lb., .07
Choice Ring-Cut Evaporated Apples, 50-lb. boxes, per lb., .06⅞
Chocolate Fudge, about 30-lb. boxes . . . . . per lb., .06½
Blue Ribbon Cream Bonbons, 30-lb. boxes . . . . . per lb., .06½
Italian Creams, 30-lb. boxes . . . . . per lb., .06½
These are the best bargains in candy that were ever offered on this market. They are all good goods and guaranteed in every particular.

These Prices for This Week Only—April 20th to April 25th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

cally, it is without merit. In actual commercial practice the fruit would become discolored during trimming, etc., with the result that the product would approximate the old sun-dried article, which might appeal to those who want an article of food favored (and flavored) by flies, gnats, etc., but we do not think this standard is one that appeals to the average consumer, as has been proven by the growth and development of the evaporated apple industry in the last thirty years.

Prior to that time an "evaporated apple" proper was hardly known, and only an insignificant part of the second grade of apples was used in this or any manner, but with the discovery of the evaporating process as now used, the superior quality of the product made a new market for this article, so that now the trade in it runs up in the millions of dollars, much of which is export, and brings to the apple growers and the laborers of the apple sections much money which would otherwise go absolutely to waste.

We have no patience with those who would thoughtlessly or viciously tear down an industrial structure which it has taken years to develop and build up, or to unnecessarily discredit an article which we sell in foreign markets, and which time and experience has shown is not only not injurious, but actually a healthful adjunct to the dietary of millions of people all over the world. We have yet to learn of an instance of actual injury to health from the use of evaporated apples, and we believe that an article as well as a man "should be presumed to be innocent until proven guilty."

BOWN BROS., INC.

Despatch, N. Y., April 17, 1908.

Colored French Vegetables Get Another Lease of Life.

The attorneys representing the importers of colored French vegetables took the matter of their status up with Washington again during the week with the result that information was received that Secretary Cortelyou sees no reason to change his opinion as heretofore expressed, and that in meantime no change in the customary course of business is anticipated and, therefore, the trade is not prohibited from conducting its business as heretofore. This information has been conveyed to the trade and orders have been cabled abroad. This is taken to mean that no interference will be made with the importation of colored French vegetables.

Germany Will Stop Fake Sales.

Bill Introduced to Stop Sales of Bankrupt Goods which are Not Bankrupt. Also to Stop Padding of Special Closing-out Sales with Extra Goods.

Special correspondence of "Grocery World."

Washington, D. C.,
April 16, 1908.

Germany is again in the lead with a movement to forbid fake sales similar to those which thrive in the United States. Sales of "bankrupt goods" and special closing out sales which are padded will be absolutely forbidden under heavy penalty if a bill already introduced in that country becomes a law.

The Federal Government of Germany has submitted to the governments of the individual States the draft of a bill, to be laid before the national Legislature, which is to check an abuse in the retail business, the selling-off procedure whereby the purchasing public is deceived and honest business competitors are seriously injured. The new bill purposes to amend the present law against "illicit competition." It fixes (1) a penalty of 5,000 marks ($1,190) fine, or imprisonment up to twelve months, if a person advertises or offers goods for sale as being part of the stock of a bankrupt unless such person has been actually authorized by a receiver in bankruptcy or a legally constituted authority, or (2) when a person or firm, having announced the selling off of the stock in order to close business, adds goods to the stock in order to increase the sales.

The penalty applies even where it is proved that the stock has been increased before the announcement for "selling out" was made in terms like these: "Total closing-out sales on account of death," or "to reduce business," or "on account of lack of storage room," or "to get rid of old stock," and similar devices used to mislead the public.

The German Government has always been more strict in its supervision over retail and wholesale businesses than the United States. Sales of the kind to be tabooed in Germany flourish in the United States, especially in the department stores.

HOLT.

To the Trade:

Do You Know That
in Buying

CEYLON TEA

You Should Look to Its

Cup Quality

Rather than to Its Appearance?

LIQUOR, NOT LEAF,

is the

Crucial Test with Consumers;

and a

"Tippy" Tea is Not the Best.

Grocery World

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Monday, April 20, 1908.

The Laborer and His Hire.

Some manufacturers are beginning to take the attitude that no jobber shall be paid the full profit on goods, orders for which have been worked up by the manufacturers' own salesmen. As is well known, jobbers will not sell many proprietary goods for which the manufacturer has not himself created the demand. Confronted by the jobbers' refusal to do more than fill orders procured by others, the manufacturer has had to send out men at his own expense to get the orders which were afterward turned in through some jobber. At the mercy of the jobber as to delivering goods, the manufacturer has usually given him the full profit for this sort of service.

At least one large manufacturer that the "Grocery World" knows of has changed his plan in this respect. In all cases where the jobber works the trade himself, with his own men and at his own expense, this manufacturer fixes it so that the jobber makes $1.10 per gross. But if the manufacturer has to do the missionary work, and get the orders, the jobber is permitted to make only 50 cents. That seems to the "Grocery World" only fair.

Of two jobbers, one of whom pushes a proprietary article himself, and the other of whom simply fills orders gotten by manufacturers' salesmen, it certainly seems unfair to pay to both the same profit. Very probably the time will come when both will not receive the same profit.

The Dividends of a Co-operative Buying Organization.

Certain wholesale grocers who would be selfishly interested in the destruction of the Philadelphia Retail Grocers' Association, and who are doing everything they can to accomplish its destruction, are persistently circulating a falsehood concerning the association's method of rebating its members. Using as an illustration Ivory soap, which, as stated last week, has been up to this time listed at $7, the limited jobbing price, the jobbers declare that at the end of the month the member who has paid $7 is paid a rebate of 50 cents, thus cutting the price to $6.50 just as effectually as if $6.50 had been the basis of sale in the beginning.

This is not true. It is a fact that once each month every purchasing member of the Retail Grocers' Association receives a dividend from the profits or the margins of the business. The association does not aim to make a profit, but occasionally in the course of business market changes make savings here and there which can be called profits for lack of a better term. Included in these profits, so-called, may or may not be the 50 cents per box difference between the $6.50 which the association paid for Ivory soap and the $7 which its members paid it. Is not that 50 cents in every case profit? Does not the Procter & Gamble Co. intend it to be profit? And being profit, is it not perfectly legitimate to distribute it to the stockholders of the company as dividends? That is exactly the way in which it is distributed—as *unitemized* dividends.

Take the Merchants' Wholesale Grocery Co. of Philadelphia, a concern recognized on all sides as a jobber. The Merchants' Wholesale Grocery Co. is an organization of retail grocers formed for the specific purpose of buying co-operatively. Its members pay it the list price on various goods, and receive at stated intervals the difference between cost and selling price as dividends. Is the Merchants' Wholesale Grocery Co. any less a jobber because it pays its profits to their rightful owners, its stockholders? Does it make any difference that those stockholders happen also to be customers? The fact that the Merchants' Wholesale Grocery Co. will sell goods to anybody, members and non-members, has nothing to do with the principle involved, which is the right of a wholesale grocery company to distribute its profits to its stockholders whether those stockholders are customers or not, without being considered as rebating, cutting the price, or transgressing its position as a jobber.

Take a regular wholesale grocery house, incorporated as a corporation, with certain large retail customers as stockholders. There are such concerns. A jobbing house like this buys Ivory soap at $6.50 and sells it to the general retail trade, including its retail stockholders, at the limited jobbing price of $7. The 50 cents' difference, with other profits, goes to the retail stockholders, among other stockholders, as lump dividends. Is this house rebating? Is it cutting the price? Is it any the less a jobber because it pays dividends to stockholders who are retailers?

Follow the argument where you will, there is neither logic in the jobbers' position nor truth in their contention that the Retail Grocers' Association lacks the right to buy direct as a jobber and dispose of its profits with the same freedom as any other corporation.

The Mercurial Tomato Market.

The tomato market has once more proven that of all lines of staple merchandise, it is the most impossible to forecast. Last fall, after the 1907 pack was over, the trade as usual began to take account of stock. The pack was believed to be ample, but the stock in packers' hands was light, and everything looked strong and healthy, with higher prices in sight. The wholesale price of No. 3 Maryland standard tomatoes at that time was 87½ cents, f. o. b. factory, in a large way.

As the season advanced it became more and more apparent, so all available information said, that packers had very little stock, and prospects became even firmer. Some packers began to hold out for 90 cents f. o. b. Everybody prophesied that prices would be high throughout the season.

Time has gone on and it has never ceased to be apparent that "packers' stocks were small." Even when the packing figures came out and seemed to show that the 1907 production was larger than ever before, the wiseacres still contended that packers' stocks were small and the situation did not perceptibly weaken.

To-day the price of No. 3 Maryland standard tomatoes is 75 cents f. o. b.—12½ cents less than six months ago. The market has done what it has done repeatedly before—the very thing that was unnatural for it to do, if conditions were as represented. And packers' stocks are still small.

All of which demonstrates that there is nothing fixed about any phase of the tomato market. There is nothing fixed about the production, and particularly not about the statements that are made about it, either past or prospective. There is nothing fixed about the standard of the product itself either in weight or fineness. There is nothing fixed about the reputation or reliability of many of the packers, nor in the methods of doing business between packer and jobber.

Wouldn't it be a fine thing to get something fixed about it?

The Canadian Private Label Ruling.

Information received from Canada during the week and published in another column, states that the Dominion Government has debarred jobbers' private canned labels, requiring that the label must in every case be that of the actual packer.

If this is true, it is going too far. In fact it is difficult to see how the Canadian Government or any other could legally make such a ruling. It is perfectly proper to do what the United States Government does—forbid the use of the jobber's name or a fictitious name as packer. That is misbranding and a technical fraud. But to go further and say that no private label shall be used, not even one which makes all proper disclosures and does not misrepresent, reminds one of some of Dr. Wiley's rulings.

Heavy Record of Grocery Failures.

First Quarter of 1908 Shows More Grocery Disasters than for Same Period for Five Years Past.

The official report of grocery and general store failures for the first quarter of the year continues to

show a heavy increase over the same quarter of 1907. As a matter of fact, the first quarter of 1908 shows more grocery and general store failures than for the same period of any years as far back as 1904. The report does not extend further back than that.

The figures are as follows: General stores, first quarter of 1908, 690; liabilities, $5,758,044; same quarter of 1907, 451; liabilities, $2,980,684.

Grocery stores, first quarter of 1908, 844; liabilities, $4,058,132; same quarter of 1907, 594; liabilities, $1,890,299.

This is by far the largest record of grocery failures in five years, the next largest being 612 in the first quarter of 1905, and the smallest in the five years being 516 in the same quarter of 1906.

Lots of poor salad is coming forward. Good Florida salad ranges from $2.50 to $2.75 per crate and near-by $4 to $6 per 100 heads. The demand is good.

A week's bookkeeping can be done in an hour if you use Forbes Indexed Coupon Books.

A Business Worse than Groceries

If I sympathize more with any one than I do with the city grocer who has to go to the wharf to buy produce every morning at 2 o'clock, it is with the wholesale produce dealer who sells it to him when he gets there.

I have a number of friends and clients in the wholesale produce business, and I thought I knew pretty well what they have to go through.

Yet I never realized it quite clearly until one day last week when I listened to the sigh of a veteran produce dealer whose whole life has been spent in this one line of work.

"I'm 61 years old," he said, "and I've been in the produce business all my life. I'm too old now to get into anything else. If I could I surely would. To be sure, I've always made a living, and as the business is out doors I've had good health. But it's not the business any man wants to go into if he has a family and likes domestic life.

"Why, many and many a time," he continued, "I haven't seen my children for a week at a time. We close here in the spring and summer around 1 or 2 o'clock. I go home and go to bed about half-past two. The children were in school or playing somewhere. At 11 o'clock, when the alarm goes off, I get up. The children are asleep. The same thing has gone on day after day from one Sunday, when I'm home, until the next."

Just muse on that, you grocery fathers who think the grocery business is hard lines. Think of a business that makes you a stranger to your own babies!

"The same thing has happened with my wife," continued the produce man. "I've often gone home in the middle of the afternoon and found her downtown shopping. I'd go to bed—I always slept in a separate room, so as not to disturb her—and when I got up again around midnight, she'd be fast asleep. That has often happened for two or three days at a time."

Right here the "Stroller" would probably dwell upon the feelings of a wife prevented from talking to her husband for three days together, though living in the same house with him. Seriously, what grocer could deny that a business involving such sacrifices is worse than his business?

In the spring, summer and early fall the wholesale produce man has no more social life than a convict at hard labor. It is up at midnight, over to the receiving depot, frantic bidding for goods until he gets what he wants, then quickly back to his store to resell to the dealers that crowd the markets in the early morning. At one or two he closes and goes home. To sport? No, to sleep, and just as the rest of the world are turning in, after an evening of stroll or pleasure, he turns out and begins it all over again.

No quiet smoke on the porch—no stroll in the park—no trolley rides—no theatre; sleep and work; sleep and work; sleep and work.

Who would be a wholesale produce man? E. J. B.

Is There Any Sense in Missing these Profits?

Our salesmen are constantly reporting to us the great number of new customers they are making for our Dandelion Brand Butter Color (Purely Vegetable). More grocers are building up a nice profitable trade on our Butter Color every day.

Are you?

If not, why not?



This Trade Mark has appeared on our Butter Color for over 25 years.

DANDELION BRAND BUTTER COLOR

PURELY VEGETABLE

Delay in sending for a trial order means loss of profit.

WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

We Only Want You as Long as We Give You the Best Proposition

Some of our corn flake competitors are afraid you'll think it wise to sell some other corn flake than theirs, and they're accusing you in advance of substituting.

We're not afraid. We want you to sell **Malta-Vita Corn Flakes,** and we believe we can show you that they are a better selling proposition than any other corn flake; but if we can't, we'll simply have to take our medicine. It would be swinish to feel any other way.

Malta-Vita Corn Flakes are the biggest and best 10-cent package on the market. The crispiest, the toothiest, the most appetising.

Taste them yourself and let your own palate decide. If you're convinced, order of your jobber.

Malta-Vita Pure Food Co.

Battle Creek, Mich.

The New York Letter

Oleo Attracting Attention. Oleo Dealers Will Make Strong Fight for Retention of Their Present Advantage in New York State. Food Show Closes, Netting Several Thousands. Small News of the Trade.

Special correspondence of "Grocery World."

New York, April 17, 1908.

The revival of the oleomargarine business in this city and State is attracting a great deal of attention in both the wholesale and retail trade and the interest in the subject is likely to increase. While there has always been some traffic here in oleomargarine, yet the business has been under cover of late years and the open trading in the product is something distinctly new.

To the court's decision in the Cooper case, as it is known, the change is due. It is held substantially that oleomargarine may lawfully be sold in this State if the package is properly marked to show what it is and if there has been no coloring for the purpose of deception. Until this decision was rendered, it was supposed that the law of this State prohibited all traffic in the product.

Much activity on the part of the oleomargarine dealers followed close on the decision. Hotelkeepers and the proprietors of eating houses and restaurants received circulars in which they were told that oleomargarine is an agreeable and healthful product and that money may be saved by using it in preference to butter.

One of the department stores advertised that it has oleomargarine for sale. People are invited to call and test the product for themselves. It is said that demonstrations are given to show how people after they buy the product may color it to suit, but your correspondent could not verify this.

The New York Mercantile Exchange, which comprises the largest receivers of butter in this city, held a meeting yesterday at which H. J. Kracke, the Assistant Commissioner of Agriculture of New York, spoke on the condition brought about by the recent court decision. He pointed out the many ways in which the oleomargarine will now be sold and used instead of butter. The hotels and restaurants of the cheaper class can readily substitute the oleomargarine for butter and the people who eat the product will not know the difference. In boarding houses the same result will follow. The name which must be on the package in the store is not required to follow the food to the table, and he believed that this is one of the principal ways in which people will be deceived.

In the discussion of the subject it was said that the Federal laws will not interfere with the traffic. The Federal authorities will see only that the tax is paid and that the oleomargarine is properly marked when sold in the stores.

The Assistant Commissioner suggested that the exchange place itself on record in favor of the bill introduced in the Assembly at Albany by C. Boshart, in which the manufacture and sale of any imitation of butter is absolutely prohibited. The bill says that no person shall make from any animal fat or from any animal or vegetable oils not produced from unadulterated milk or cream the article known as oleomargarine or any article in imitation of natural butter. It is expressly provided that the imitation is illegal whether it imitates the color, taste or flavor of natural butter.

The exchange decided to indorse the bill and to send copies of its resolution to the representatives at Albany.

Meantime the advocates of oleomargarine continue to circulate wherever possible the claims as to the merits of the product. They trace its history back to the siege of Paris. They tell of the great care exercised in obtaining the fat of the cattle, which is said to be identical chemically with the fat of butter and of mixing it with the choicest leaf lard and certain proportions of real butter and milk in order that the mixture may be churned and may have the necessary fineness. And they claim that the best judges of butter cannot always distinguish the difference by the taste alone.

* * *

The Food Exposition of the New York Retail Grocers' Union closed last night, after having drawn large crowds daily since the opening. The exact finan-

cial result is not yet known of course, but it will be represented by a profit of several thousand dollars, it is understood, that will be added to the treasury of the Union. Considering that the present is not a boom time in business, the result is the more gratifying.

* * *

Again an amended garnishee bill is before Governor Hughes for his action. Last year he vetoed amendments to the garnishee bill but hope is entertained that he will approve the bill in the form in which it has just passed the Legislature. The changes are in increasing the class of debts in which garnishee proceedings may be taken and in reducing the limit of weekly earnings or income subject to the provisions of the law to $12.

* * *

The New York and the Brooklyn Unions will send delegations to the convention of the National Retail Grocers' Association in Boston, May 11 to 14, but the Bronx association will not be represented because of its funds having been tied up until within a few days ago in one of the closed banks as a result of which it did not pay its per capita tax in time. The upstate societies will all send delegates. Besides the delegates, it is believed that quite a number of the members in this city will take advantage of the occasion to make a pleasant, profitable trip to the convention. Copies of the programme of the meeting reached here this week and the members are pleased with it.

* * *

Th Brooklyn banks which closed in the financial panic last Fall, accompanied with some tragic features, have been reopened one by one, much to the relief of many grocers who have been put to inconvenience and embarrassment by having their funds tied up in these institutions. Most of these banks have a distinctly new management.

* * *

More sales of grocery stores by auction and otherwise have taken place of late than usual. One of the oldest grocers said that under present conditions the man who has been doing business on credit instead of on capital of his own, may find it convenient to retire. Also, some grocers who for various reasons have been contemplating retirement, are likely to look on the present conditions as a reason for doing now what they would probably do anyway within a short time. These facts, it was added, do not indicate that there is anything discouraging in business and those who are careful have nothing to fear. Some grocers say that their trade is about as large as ever and one can find some who say that this year's business is the largest in their experience, but, of course, the latter instances are due to exceptional causes.

* * *

The Spawn Banana Products Co. was incorporated this week and is to prepare dried fruit products, especially from bananas. The authorized capital stock is $50,000. The incorporators are A. F. Spawn, Rio Blanca, Mexico; C. A. Harris and J. J. McClaughlin, New York.

* * *

The C. H. Miller Coffee Co., Trenton, was incorporated this week with an authorized capital of $25,000 and is to cultivate and cure coffee and cereals. Incorporators are E. L. Kern, J. K. Neagley and N. F. Bicking, all of Trenton.

* * *

The report of the Schwarzschild and Sulzberger Co., the independent meat packing company for thirteen months ended with February 1 was given out this week. It shows earnings of $912,885 as compared with $922,758 in the preceding thirteen months. This is cited as showing that the provision trade has not decreased much. During the period covered by the report, the company added largely to its surplus.

* * *

Strawberries from the Chadbourn section of North Carolina, began to arrive this week in fair-sized shipments.

FRED. A. McGILL.

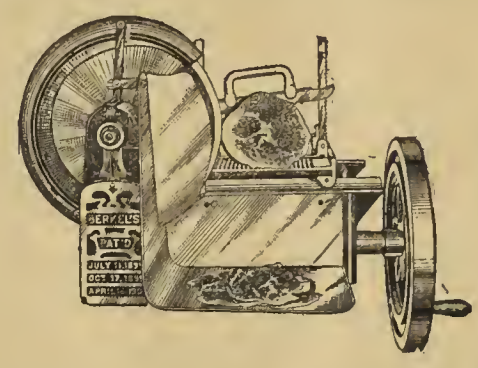
The little round cracker with "Exton" stamped on it. It has been on the market over half a century, and no consumer will use any other oyster cracker if she can get the Exton, because no oyster cracker can take its place in the esteem of those who know the difference between fair and good.

PATENTS

obtained on inventions and designs. Trademarks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

THE BIGGEST MONTHS FOR THE
SLICED MEAT TRADE ARE
JUST AHEAD,
IF YOU HAVEN'T
DONE SO ALREADY
SEND US A CARD
TO-DAY
FOR PARTICULARS OF THE



American Slicing Machine

IT WON'T OBLIGATE YOU, AND
IT WILL MEAN
DOLLARS
IN YOUR POCKET.
NINE THOUSAND
PROGRESSIVE MERCHANTS
SAY SO.

American Slicing Machine Co.
54 Fifth Avenue, Chicago

TIN CANS



METAL SHIPPING PAILS

No Boxing or Crating Necessary

FOR Coffee and Spices we believe you will find this new metal shipping pail the best transportation package on the market to-day. It has been perfected only through practical and exacting experiment. We believe it to be practically theft-proof. The cover fits into the pail and is fastened by clinching the cover-lugs over the wired top of the pail. In addition we furnish small steel fasteners (not shown), which are clinched over the cover-lugs and effectively prevent theft in transit.

This galvanized shipping pail is made in four sizes: Small, Medium, Large, Extra Large.

Submit Your Requirements to Our Nearest Office.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES

There is no satisfaction in selling some of the cheap

Lawn Mowers

that are on the market. Sell a machine with a reputation.

OUR LINE FOR 1908

Philadelphia Pennsylvania

Stearn's Ball Bearing Drexel

LET US QUOTE YOU

JAMES M. VANCE & CO.

Jobbers in Hardware

211 and 213 Market St., Philadelphia



PEOPLE WHO WANT THE BEST TRY

WOODCOCK MACARONI

and *get it.* It pleases better in flavor and quality than the best imported. They don't hesitate to pay more for it and you make a good profit. Don't hesitate to put it in stock.

WOODCOCK MACARONI CO., Rochester, N. Y.

We Realize That the Grocer Is King

¶ Because we know that grocers have face to face talk with the people who eat Rolled Oats we have devised a premium plan by which *he* profits.

¶ Our object is to make it worth while for grocers to become our salesmen. We feel that they will be more likely to recommend Mother's Oats than any other brand, because they have the assurance that they are giving their customers the best Rolled Oats made.

¶ If you will write us we will give you full details of our grocers' coupon plan, and we will be glad to have your opinion of it.

The Great Western Cereal Company

CHICAGO, ILL.

THE GROCERY MARKETS

Tea.

The tea market continues in good, steady position, no change having occurred during the week. The demand is fair for the season, and prices remain unchanged as compared with a week ago. Low grades are steady to firm, but will probably show no further advance, as the end of the season is approaching. Other grades are fairly steady.

Coffee.

The market for Rio and Santos coffee is about steady at unchanged prices. There has been a heavy speculative business doing in options on the exchange, but the most of it has been in the way of postponed deliveries to future months, showing the desire of the syndicate to keep from receiving more coffee whenever possible. Actual Rio and Santos coffee is steady and unchanged, the consumptive demand being moderate. Milds are steady and unchanged. Java and Mocha both unchanged and quiet.

Sugar.

The raw sugar market shows no further change for the week, but is still firm almost everywhere. Refined is unchanged, but further advances may come as soon as the refiners decide it politic to announce them. There has been very little buying by jobbers at the last advanced price, 5.40 cents for granulated, most of the trade having been let in at the old figure. The demand for refined sugar is fair. Most of the trade are looking forward to a heavy summer business.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup shows no change in price and very little demand. Sugar syrup is steady and in excellent demand. Molasses is unchanged and dull, the selling season being about over.

Canned Goods.

The tomato market is very weak and unsettled. Spot tomatoes nominally rule at 75 cents delivered, but some sales are reported to have been made at 72½ cents. Futures are nominally unchanged at 77½ cents, f. o. b., but some people claim to have had offers at 75 cents. The situation is unquestionably very disturbing to the holder of a large stock of tomatoes, if there is any such. The market seems hopelessly heavy and weak, and at the present writing there seems to be no likelihood of any material recovery. Corn is dull, and as to spot goods, very weak. Futures are fairly well maintained. Peas are weak also, the spot market being decidedly in buyers' favor. The demand is light. Futures are fairly steady. Apples are not strong and lack demand. Peaches are unchanged, being dull and high. Small Baltimore canned goods are unchanged and dull. The California line of canned goods is in quiet business at prices that from first hands are unchanged. Many jobbers, however, have large stocks on hand and would probably make concessions to move them. Asparagus has been a particularly poor seller during the past season, and most holders are willing to offer it at below the price paid.

Fish.

The fish market has been firm but quiet. Norway and Irish mackerel are scarce and high in price, but very dull at the present time. And since cuts in the price would not stimulate the demand, values are just as firm as ever. Cod, hake and haddock are unchanged in price and very dull. Domestic sardines are quiet and not very firm. The packers have not generally named future prices as yet. Imported sardines are firm and quiet. Salmon is still dull, though its season of large consumption is approaching. Prices on futures have not yet been named.

Dried Fruits.

Prunes are very soggy, and sales at a 2-cent basis have been made during the past week. This is the lowest price reached during the present decline. The demand is light. Peaches also tend downward, and very much demoralized. The demand, however, is better than when the price was high. Apricots have likewise gone to pieces and some grades show a decline of 7 or 8 cents per pound. All these declines can be credited to the probability of a heavy fruit crop in all lines, in California, and the certainty that if there is only a fair crop prices will be much below even the declined prices now ruling. Currants are dull and unchanged. Raisins are still very weak and unsettled, and the demand is light. Apples are soft and in light demand. Citron, dates and figs are all unchanged and dull.

Beans and Peas.

Pea beans, both imported and domestic, are unchanged from last week and in fair demand. Marrows likewise show no change from a week ago and are moderately

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

wanted. California limas rule at exactly last week's prices and are fairly active. Split and dried peas are still firm, but in light demand.

Butter.

There has been some increase in the make of butter during the past week, and the market both as to prints and solids has declined 2 cents per pound. Stocks of storage butter are getting very low and further changes are likely as the weather becomes warmer. The quality of the present receipts is very good. Under grades declined in sympathy with the fancy grades.

Eggs.

The egg market is unchanged. The receipts have been about normal, and the consumptive as well as the speculative demand has been very active. No change seems likely during the coming week. The market is in healthy condition throughout.

Cheese.

The cheese market is steady at a decline of ¼ cent below the prices of a week ago. Owing to recent high prices cheese has not been selling as well as it should at this season. In order to help the demand the price was declined and the effect has been immediate—the demand shows a decided improvement. No lower prices are likely in the near future.

Provisions.

There has continued a very active demand for all smoked meats during the week, and prices show an advance of ¼ to ½ cent a pound throughout the line. The consumptive demand, as usual for the season, is very good. Pure and compound lard are both firm at an advance of ¼ cent over last week. Dried beef, barrel pork and canned meats are unchanged, with only a fair demand reported.

Produce.

Ohio globe onions, $1.50 per bushel; York State, $1.50 per bushel, scarce and good demand; Bermudas, $2.50 per crate, demand fair; Spanish, small crates, 90 cents to $1; large crates, $1.25, demand fair; Pennsylvania potatoes, $1 to $1.05 per bushel; York State, 90 cents to $1 per bushel, demand good; sweet potatoes, firsts, $1.15 per basket; seconds, 65 cents per basket, demand good; carrots, 50 cents per basket, $2 per barrel, demand good; yellow turnips, 40 cents per basket, demand good; beets, $1 per barrel, demand fair; Danish cabbage, $15 per ton, demand good; watercress, $2 per 100 bunches, demand fair; oyster plants, 2½ to 3 cents per bunch, demand fair; scullions, $1 per 100 bunches, demand good; horseradish, $3.50 per barrel, demand fair; Pennsylvania salad, 3 to 5 cents per bunch, demand good; spinach, $1.25 per barrel, demand good; radishes, $1 to $3 per 100, demand good; rhubarb, $2 to $4 per 100 bunches, demand good.

Green Fruit.

Apples, Baldwins, $2.50 to $4; Hulbersons, $3; Spy, $3 to $4; Spitz, $2.50 to $3.50; Russets, $2.50 to $2.75, demand good; grapefruit, $2.50 to $5.50 per box, demand fair; Florida oranges, $3 to $3.50 per box; California, $2.75 to $3.40 per box, demand fair to good; pineapples, $2.50 to $4 per box, demand fair to good; lemons, $2.25 to $2.75 per box, demand fair; bananas, jumbo, $1.75 to $2.25 per bunch; firsts, $1.50 to $1.75 per bunch; 8-hands, $1.15 to $1.35 per bunch; 7-hands, 85 cents to $1 per bunch; 6-hands, 60 to 75 cents per bunch, demand fair.

Nuts.

Peanuts, roasted, choice, $1.05 per bushel; fancy, $1.30 per bushel; jumbo, $1.55 per bushel; green, choice, 4¼ cents per pound; fancy, 5½ cents per pound; jumbo, 6½ cents per pound, demand fair; almonds, 17 to 18 cents per pound; Brazil, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 9¾ cents per pound; walnuts, 12½ to 14 cents per pound; mixed, 11 cents per pound, demand poor.



"Skipper" Sardines.

THEY'LL SUIT YOU TO A TEA

There's a Difference. There is much difference in the quality of Sardines and the preparation of same prior to the sealing of the tins as there is in ham or bacon properly and improperly cured.

Here's the Difference. "Skipper" Sardines must be alive when taken out of the water. Fish which are dead when taken from the water are not fit to eat, yet tons are canned every year.

"Skipper" Sardines are scientifically cured under the most complete sanitary conditions. If this were true of all Sardines we would not have so much to say about quality.

"Skipper" Sardines are all autumn caught. Spring-caught fish are not fit to eat, still tons of spring-caught fish are canned every year and consumed by the unsuspecting public.

"Skipper" Sardines are not only packed in pure Olive Oil; but the oil is first grade. This cannot be said of the oil in which many other brands of Sardines are packed.

Until you have tried "Skipper" Sardines you will never be able to say you have tried the best.

ANGUS WATSON & CO., Canned Fish Specialists

1011 CHESTNUT ST., PHILADELPHIA, PA.

Branch of ANGUS WATSON & CO., Newcastle-upon-Tyne, England

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

It begins to look like an improvement is coming shortly in the canned goods market, especially for tomatoes, for both spot and future deliveries. Generally speaking, the forerunner of an advancing market for tomatoes is almost sure to be an increased demand for the lowest-priced line of seconds, which continues until they advance pretty close to the prices asked for good brands of standard quality, and then the latter begin to stiffen up. There was evidence of that sort apparent during the past ten days so far as seconds tomatoes are concerned, and in this week there has been an increase in the demand for standard tomatoes for prompt shipment. The canners have not advanced their prices as yet because they want to feel assured that the market is gradually getting into a more favorable position and, in the meantime, they don't want to scare off any buyers by advancing the price without good reason. If one may judge of the outlook for tomatoes by the large number of inquiries received, concerning the prices and the offerings, then it would be fair to assume that the demand from now on will be sufficient to at least sustain the present market prices with more than a fair chance for an improvement in same. The demand for tomatoes comes from markets widely separated, and that fact gives much encouragement to the holders here. For future delivery there were probably more tomatoes sold during this week than in any one week since the first of the year. Based on the cost of all of the materials that enter into the manufacture of the goods, there does not seem to be any good reason why the price of No. 3 standard tomatoes, for instance, should not be equal to the price paid for the same article last year. At all events the canners of tomatoes are very firm in their selling prices for future delivery and they are not attempting to force their sales at all. A movement among the canners

was inaugurated last month for the purpose of making an agreement to reduce the acreage to be planted this year and it looks like it will be successful. Those buyers who are waiting for still lower prices before buying future tomatoes may be glad to pay more money for them later on.

There has been less buying of future goods of all kinds up to this date this season than there ever was since the selling of futures was commenced, and with the exception of tomatoes and corn, it looks like the jobbers will do the bulk of their buying when the actual packing season is on. By-the-way, it will not be very long now before the packing season for 1908 opens up. In four or six weeks from this time our canners will open the season with pineapples and strawberries, and then the regular canning season will be on.

In spot goods the character of the buying continues to be of the same sort as has prevailed since the first of the year, namely, small quantities of assorted goods to make up a carload shipment, but most frequently the shipments are less than carloads. It is a very good thing that the stocks of Baltimore canned goods were so nearly cleaned up last fall before the panic commenced or there might have been some serious decline in the prices of some articles. As it is, however, the canned goods trade has good cause for congratulation as compared with the troubles that manufacturers and jobbers in other lines of goods have experienced.

THOS. J. MEEHAN & CO.
Baltimore, Md.

Spices.

The market is not so active this week. Trading has been small, which is usually expected in spices during the present month.

Pepper.—Small spot supplies are being taken up quickly and little interest is taken in futures, which are slightly higher. Crop reports are uncertain.

Cayennes are very scarce and firm, and lower prices are not looked for.

Mace is steady but quiet. Prime stock continues scarce.

Nutmegs slightly easier during the week, although quotations are practically unchanged.

Gingers.—Stocks are not large and the demand is fair. From foreign reports just received it looks as though the market is advancing.

Seeds.—Caraway is firmer in Holland. Coriander is also up about 3/8 cent per pound. Celery and Mustard remain unchanged.

McCORMICK & CO., INC.
Baltimore, Md.

MARKET NOTES.

Strawberries are now coming from North Carolina and Florida. The price ranges from 10 to 16 cents and the demand is good. Much of the fruit on the market is poor.

—

Cucumbers from Boston hothouses average $1.25 per dozen and Floridas $3.25 to $4 per one-third barrel basket. The latter is a decline from former prices. The demand for cucumbers is brisk.

—

New potatoes from Bermuda—there are none as yet from Florida—range from $6.50 to $7 for No. 2s and $7.50 to $8 for No. 1s. The demand is active.

—

Near-by rhubarb is selling well at 5 to 5½ cents per bunch. The quality is good.

—

String beans range from $3.75 to $4.50 and are in good demand. The South is the only section shipping beans as yet.

—

Charleston is now shipping good peas North, averaging $1.75 per one-third barrel basket. The demand is good.

—

Florida tomatoes range from $2 to $2.75 per crate and sell readily. Hothouse tomatoes range from 17½ to 20 cents per pound and are also wanted.

—

Red radishes from New Jersey hothouses average 4 cents per bunch, and whites 4½ to 5 cents. The quality is fine and the demand excellent.

—

New scullions are all from near-by points. They range from $1 to $1.50 per 100 and are wanted.

—

Charleston asparagus ranges from 25 to 40 cents per bunch, and California $3.50 per box of 12 bunches to $6, which means a range of about 30 to 50 cents per bunch. The demand is good.

Canada Bars Private Canned Goods Labels.

Major Beattie, member of the Canadian Parliament, has brought before the Minister of Agriculture, Hon. Sidney Fisher, a matter which is of considerable interest to wholesale grocers throughout the province. This is the right of wholesale grocers to place their own distinctive labels on canned goods. This has been forbidden by a recent regulation of the department, which requires all canned goods to be labeled by the packers or canners. The jobbers are working for a repeal of the ruling.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: J. M. Cowan, Apollo, Pa.—I am in the grocery business to make a living, but as you no doubt are aware, there are other things that concern us for which we are in duty bound to give some attention, and my object in approaching you is to get some information in regard to a matter that is and should be demanding the attention of all good citizens.

My Question.—I am a citizen of Armstrong County, Pa. We have what is called a State prohibitory law, prohibiting the granting of a license to sell intoxicating liquors within our borough or within two miles of the limits of our borough line. Will this protect us from the granting of a license in an adjoining county, that is inside the limits of our prescribed act? Or, in other words, will this law be effective in other counties whose borders are within the limits prescribed?

Answer.—The law referred to has nothing to do with county lines at all. It concerns only this particular borough and the territory immediately surrounding it, and no county can legally grant a license to sell liquor within that territory. This would not be the case if the law in question were a county or a borough ordinance.

After Oleo in New York State.

The authorities of the New York State Agricultural Department are determined to drive oleomargarine out of the market altogether and since they were dealt a severe blow in the recent decision in the McAuley case, whereby the court held that anyone could sell oleomargarine if it was not represented as butter, they have been busy framing an amendment whereby prosecution will hold and anyone can be convicted who sells oleo under any circumstances. To that end and on invitation of Assistant Commissioner Kracke of the local bureau of the New York Agricultural Department, a public meeting of the members of the New York Mercantile Exchange was held recently to consider the bill introduced at Albany by Assemblyman Boshart to amend the agricultural law in relation to oleaginous substances "manufactured in imitation or semblance of butter." After a full discussion of the matter and an address by Mr. Kracke, the following resolution was presented and unanimously adopted:—

> Resolved, That the Mercantile Exchange heartily endorses the amendment to Section 26, Assembly Bill 2,156, of the Agricultural law, and urges its speedy enactment.

The bill endorsed would effectually prohibit the sale of oleo in New York State.

Chit-Chat of Local Pennsylvania Associations.

State Secretary Howes, of the Pennsylvania Retail Merchants' Association, Sends in Brief Budget of Association News. Reawakening Movement for Repeal of the Mercantile Tax Law.

Special correspondence of "Grocery World."

Erie, Pa., April 16, 1908.

At the last meeting of the Williamstown Association it was unanimously agreed that the members were in favor of extending the peddling law now applied to Northumberland County to all sections of the State. By a prior act of 1849 this same law already applies to Dauphin County as well as to Berks and Lebanon Counties.

* * *

The Business Men's Association of Butler, Pa., is trying to enforce a borough ordinance which imposes a fine of $25 per day on transient stores. The defendant is the Japanese firm of Yoshimi & Co. Several informations have been made and convictions secured upon three. The defendants have applied to the court for a decision, which will be given the first of the week.

* * *

The DuBois Business Men's Exchange has taken action pledging their support of a 10 per cent. garnishee law and repeal of the mercantile tax law.

The following resolution was adopted at the last meeting:—

> Resolved, That the DuBois Business men's Exchange being fully convinced that the parcels post act would work injury to the small merchants, hereby expresses its disapproval of that measure, and that a copy of this resolution be sent our Representative in Congress, with the request that he use every effort to oppose the adoption of such an act.

A. M. HOWES,
State Secretary.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Beckley, W. Va., March 20, 1908.
Editor Science of Advertising.

Dear Sir:—Inclosed find one of our monthly circulars; please pass an opinion on it in turn.

Same is made up very much like the C. O. D. Co's ad in this we k's "GroceryWorld."

Yours truly,
MODEL GROCERY CO.
By Campbell, Mgr.

The circular inclosed with this letter was the size of a small handbill. It measured 15 x 22 inches, and was printed in black on white paper. Here is the photographic reproduction, necessarily much reduced:—



This circular in my judgment is too large. If it was to be posted on trees its size would not be against it, but in that case it would be likely to get much poorer results than if placed in people's hands. To pass from house to house, as circulars are usually passed, this circular is unwieldy. It is hard to handle, both by the distributer and the reader and prospective customer. If it was desired to put out as much stuff as this at one time, I should have made the circular into a four-page folder and used better paper.

* * *

The point of this circular is special March values, which means reductions in price if it means anything. Yet there is not in all this circular a single indication of any reduction in price. In no case is the regular price quoted side by side with the supposedly reduced price, and the advertisement unquestionably loses a lot of weight on that account. It is extremely easy, after quoting "Grandma's Borax Washing Powder 7 boxes for 25 cents," to say, "regular price always 5 cents a box," or whatever it may be. And the effect of the comparison is immensely strong. The ideal adver-

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

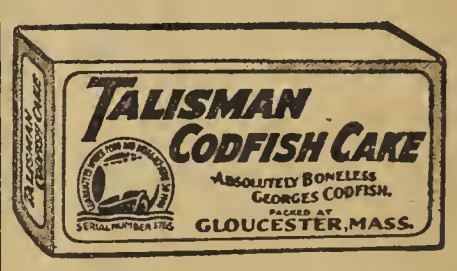
Our personal canvass indicates that 93 per cent. of the stores handling Flour sell
Millbourne
Are you among the 7 per cent. who don't?
MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

$15 per Gross Profit
GOFF'S HERB BITTERS
The Great Cure for Constipation
Write for our special proposition to grocers.
S.B. GOFF & SONS CO., Camden, N.J.
ESTABLISHED 1872

Anker's Bouillon Capsules


It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.
Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

Get a Sample Can Free
If you will only put in a few tins of our Norwegian Sardines your customers will see that you keep them forever after.
Produced and packed where the finest fish products in the world come from—in Norway.
Small silver white fish, smoked and packed in pure sweet olive oil. A dainty and delicious tidbit. Packed with can opener and wrapped in oiled paper.
We will send a sample can free on request. $1.10 per doz.; $9.00 per case of 100.
Niagara Fish Co.
LAKE STREET, BUFFALO



Getting Back Codfish Trade
Hundreds of codfish cake lovers have given them up because the fish they got didn't please their palates.
Offer these people **Talisman Codfish Cake** and their trade is yours again, this time to stay. Absolutely boneless Georges codfish, medium size and tender, of the same fancy grade that we pack in glass jars.
One-pound cartons, wrapped in waxed paper, then sealed in heavy wrapper, nicely lithographed. All packed in a special hinge-cover display box for counter use.
SWIFT & COMPANY



The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

tisement of this sort gives first the name of the article, then a few lines on its strong point, and then its reduced and regular prices. If there is any merit in the article at all, and the advertising is intelligently done, that method will get results.

* * *

This advertiser may say, "it isn't necessary to quote the regular price; all our customers know that, and they can see instantly when a price is quoted which is less than they have been accustomed to pay." But the object of a special sale is not to sell to your own customers at reduced prices things they would have bought anyway at regular prices. It is to sell people who are not your customers, and who for that reason are not familiar with your prices. Also to sell your own customers goods they are not accustomed to buy. For these reasons it is not safe to assume that a reader of your advertisement carries the regular price in his mind. The very people you want to reach most can't possibly know the regular price. Hence the imperative need of telling what it is.

* * *

I believe the matter in small type at the bottom under "Fresh Vegetables" and "Fancy Groceries" is a waste of space, in the way in which it appears. There is material there for a dozen advertisements. Take the German preserves—a most effective advertisement could be written on them alone. To let it go at "Raspberry and Strawberry Preserves, All Packed in Germany,' is a great mistake in my judgment.



Loyalty Versus a Nickel.

Loyalty ain't worth much any more when it gets up against a 5-cent piece, is it?

It's a tremendous pity that it can't count more, for it's one of the finest things in the world, I think—loyalty.

I know a wholesale concern in Philadelphia that's dying to-day. Five years from now will probably see it only a recollection.

It's been established fifty years. With never a stain against it of any kind. Always straight and clean in everything it did.

As a matter of fact, that's the main reason why it's slipped behind in business. It won't do the things that some of its competitors do. Its goods were like its principles—clean, fine, high-grade and always what they were represented to be.

Within the last year the members of this firm have cut down their living expenses at least one-third. Their trade has fallen off that much and shows more loss every month. A great deal of their competition comes from New York, where the concerns in their line have found some way of selling cheaper.

This Philadelphia concern could meet this competition, but it won't. Says it will go down, if it has to, with clean hands. Does this impress its old customers enough to hold them? It does not. I asked one of the customers only the other day about it.

"————'s goods have always given you satisfaction, haven't they?" I asked him.

"Sure," was the reply, "they're all right; we've used them for forty years."

"Why have you dropped them now, then?" I asked.

"We can buy a little cheaper off the other fellow," was the answer.

"But are you getting the same value?" I asked.

"Very probably we're not—quite," was the reply, "but we're getting good enough stuff for all practical purposes."

"Don't you feel as if you ought to stick to a concern that has served you well for forty years, and whose goods you admit are perfectly satisfactory to-day?" I asked. "Don't you feel that simple loyalty ought to make you?"

"I wish things were so I could," was the answer, "I really do. But in these days of close profits you can't waste a cent. My competitors go where they can buy cheapest and I have to."

It seems an awful shame to me.

I know a retail grocer up State who had a bad time a couple of years ago. He endorsed for his brother-in-law and got stung. For a while it looked as if he'd fall down.

Just at this time he owed a lot of money to a Pittsburg jobber. No more than he'd often owed before, but before he'd had resources that he didn't have now. Other people had bills against him, and if they'd

Increase Your Profits!



No. 592-9. 1908 Model

This is a new model and is the most complete register ever manufactured. It has nine separate adding counters and nine separate cash drawers. **Nine registers in one.**

Keeps record of each clerk's sales apart from a total of all the sales. Records number of customers each clerk has waited on, and also the total number of customers. Has counters for "Received on Account," "Charge," and "Paid Out." Prints itemized record under lock and issues check.

Each drawer is provided with a different-toned bell so that each clerk can tell if his drawer is opened by another. Drawers can be locked when clerks are at lunch or out of the store.

The new model is equipped with time printer to print the time of day to the minute when a sale is made. It can also be used for recording the time of arrival and departure of clerks. It also has an autographic attachment which is very valuable in making records of goods wanted or articles called for that are not carried in stock.

Let Us Show You How

You cannot afford to miss success by making mistakes.

Forget **one** charge sale—and you've lost the profit on **ten** cash sales.

Forget **one** payment on account—and you've lost a customer who would have come **ten** times again to buy.

One dishonest or careless clerk can offset your profit on the sale of **ten** others.

A National Cash Register Increases Accuracy

The difference between accurate handling of transactions in any store and inaccurate handling of money and credit, is the difference between success and failure.

You know that absolute accuracy in yourself and your clerks not only insures **you** that you get all the money taken over the counter, but it makes new trade for your store because your reputation for care and exactness is spread all over your city.

A National Cash Register Makes Money for You

620,000 storekeepers are using these registers because they save money and bring new customers.

Our new 1908 model lets you know each night exactly how your business stands. It does a lot of other things which we will be glad to explain to you. It will pay you to investigate our new registers.

Our Great Guarantee

We guarantee to furnish a better Register for less money than any other company in the world.

We make Registers suitable for all kinds of stores. Prices, $15.00 up—on easy monthly payments if desired.

Send us a postal and one of our salesmen will call when next in your vicinity and show you how simple, as well as how complete, our Registers are. He will also explain how you can increase your **cash** sales.

Write To-day

(1) The National Cash Register Co., Dayton, O., U. S. A.

FILL OUT AND MAIL THIS TO-DAY

Please send me complete information about National Cash Registers that would be adaptable for my business.

Name.....

Business.....

Street.....

City.....*State*.....

No. of Clerks.....*Remarks*.....

.....

.....

.....

The National Cash Register Company

DAYTON, OHIO, U.S.A.

all come down on him at once he'd have been a-goner.

The Pittsburg jobber, who was the heaviest creditor, sent for him and they had a long talk. The retailer had a good business and he convinced the jobber that he could climb out of the hole if given a show. The jobber not only carried him, but he lent him a little money and personally went to some of the other creditors and smoothed 'em down.

It was an all-fired generous thing to do, and the retailer told me himself that if the Pittsburg house hadn't stood by him he'd have been down and out.

The thing worked out all right and the retailer got on his feet again in about eighteen months. Naturally he stuck by the Pittsburg jobber like a brother for a long time. One day about a couple of months ago I was in his store and saw a bag of roasted coffee marked "Java and Mocha, 26 cents."

"That's pretty cheap coffee," I said.

"Yes, that's unusually good value," he said.

"Where'd you buy it, at ———'s" I asked, naming the Pittsburg concern.

"No, I got that at ———'s," he replied, mentioning a New York house.

"I thought you bought everything in Pittsburg," I said.

"So I have been," he replied, "but this house offered me this coffee 3 cents under the Pittsburg man's price, and I thought I ought to buy it."

Up to that minute I honestly don't think that the matter of loyalty had entered the man's mind. It did come in then, though.

"I feel that I owe ——— a good deal," he said, "and I have been giving them the preference in everything, but when they're 3 cents higher on an item than I can buy somewhere else for, I simply can't afford to pay it, as much as I'd like to."

"Of course you want to consider the question of value received," I said. "In coffee especially you're likely to get the eyes burnt out of you if you don't watch out. Let's see some of that coffee."

I know a little about coffee, though nobody knows much about it after it's roasted. I looked at a handful of it—I'll bet a dollar to a cent that it had some Santos in—in other words that it wasn't straight Java and Mocha.

I didn't tell him so, for I couldn't have sworn to it. Nevertheless, if I'm right his 3 cents saving isn't a saving at all.

But suppose it was, don't you think that loyalty ought to have made him stick to the Pittsburg price? I think so, on one condition. If he was up against some local condition that made it absolutely necessary that he buy as close as he could, then he couldn't be expected to pay more than the lowest price he could get. But even then it would be squarer to go to the jobber that he owed his business to and put him next to conditions.

Where there was no local condition that made him watch the pennies so close, he ought to have been loyal and paid his extra cent or two. I mean, of course, in cases where there is some reason why loyalty is owed.

That's the way I look at it.

THE STROLLER.

Washington Grocers Will Try to Get Sunday Closing in Country's Capital.

Representatives of the Retail Grocers' Association Ask Senate to Pass a Law Forbidding Sunday Work in Grocery Stores.

Special correspondence of "Grocery World."

Washington, D. C.,
April 17, 1908.

The grocers of the District of Columbia have begun a campaign to close grocery and all other stores in the capital of the United States on the Sabbath Day. Largely through the influence of the Washington Retail Grocers' Association, there are now two bills before the District Committee on Sunday-closing. One measure aims particularly to relieve the butchers' clerks and grocerymen, who are now compelled, it is said, to work seven days in the week. The other is more general in its scope, and prohibits practically all labor in the District. It also prohibits games and shows of all kinds. The advocates of the bills directed their remarks particularly to the first bill.

A hearing was held on both these bills by the Senate Committee during the week. The bills were favored both by F. B. Sands and Mr. Gibbs, representing the Retail Grocers' Association, and by representatives of labor unions.

At the hearing Mr. Sands outlined the history of the attempts to get through Congress a law for Sunday observance in the District, and made a strong plea for the butchers and grocerymen, who are now compelled to work seven days in the week because there is no Sunday law. He said that the argument that such closing of meat stores would be a hardship to the poor who had no place to keep meats had been nullified by the provision in the bill which says that from June 1st to October 1st such shops may keep open till 10 o'clock Sunday morning for the purpose of delivering meats which have been purchased Saturday.

The bill was opposed only by the Seventh Day Adventists.

HOLT.

Even Calcutta Demands Pure Food Now.

Consul-General William H. Michael, of Calcutta, writes as follows in regard to official pure food requirements in the metropolis of India:—

> Calcutta demands pure butter, ghee and milk. The health officer has recommended to the market special committee that no substitute for pure butter or pure ghee (clarified butter) should be permitted to be sold in the new market, and that stall holders for these commodities would render themselves liable to lose their stalls if any materials other than pure butter and pure ghee were sold by them. As regards the sale of adulterated milk, it is proposed that any vendor in the new market who was convicted of selling adulterated milk should be ejected. The markets committee adopted both proposals of the health officer.

Johnson's Eversharp Slicing Machine

All the latest up-to-date improvements. Fully protected by four recent United States patents

Five little sharp pointed toothed wheels, located in the throat of the machine, all rotating on one shaft. They hold the meat firmly, close up to the knife, and cause the meat to be fed evenly, top and bottom alike. They act as a back bone to soft, moist, yielding meat, and insure slices of uniform thinness, no slabs or wedges cut to offend customers. THIS VALUABLE FEATURE IS PATENTED—NO OTHER MACHINE HAS IT.

Two circular tracks, finished up absolutely true and three hardened steel rollers ground perfectly round, gliding over these polished tracks with a smooth, easy, frictionless motion. These tracks and rollers prevent the knife edge from touching the iron face of the machine—absolutely nothing to dull the knife except the meat it. slices. OUR PATENTS COVER THIS IMPORTANT IMPROVEMENT—NO OTHER MACHINE HAS IT.

A fluted-faced meat clamp that holds the soft meat rigid and firm while being sliced. It holds the butt end of a big knuckle, or it holds a little half-ounce end, and it holds them right—no slipping or getting away. A PATENTED FEATURE THAT NO OTHER MACHINE HAS.

Two ball-jointed claws—these claws connect the meat with the feed mechanism; they grasp, hold and feed meat of any kind and every size and shape—they will feed a tiny scrap close up to the knife. This patented feature alone is worth five times the cost of the machine. It will save two dollars' worth of meat that always went to waste on every hundred pounds you bought. NO OTHER MACHINE HAS THIS PATENTED FEATURE.

Our patented sharpening device uses a razor hone of the very finest quality and our patented guide and gauge enables any unskilled clerk to produce a keen, smooth razor-like edge in less than a minute's time. Any one can sharpen this machine right, and no one need be troubled with a dull-edge knife. You can slice tons of beef, and your knife will still be sharp. NO OTHER MACHINE HAS SUCH A COMPLETE AND PERFECT SHARPENING DEVICE AS THIS ONE.

Our knives are made in our own works of the finest English steel, manufactured and imported to our order. They are heated to a nicety in a patented non-oxydizing gas furnace, and hardened in oil by an experienced expert, tempered to an exactness by a thermometer, ground concave by special process and fitted to a special patented hollow-ground bed, with a cutting-edge hard, tough and smooth, though they cost three times as much as ordinary knives, yet their superb action justifies the extra expense.

The EVERSHARP machines have the most complete and perfect feed-motion—an arrangement so perfectly simple, it is simply perfect. A large knuckle of beef, firmly grasped by the small end, is fed eighty slices to the inch until five hundred and sixty perfect slices are cut off, without once stopping the machine. NO OTHER MACHINE CAN CUT HALF THIS NUMBER OF SLICES WITHOUT STOPPING THE MACHINE AND READJUSTING THE MEAT.

We sell these machines for forty-six dollars, on monthly payments, and allow a liberal discount for all cash. Inquiries solicited. Facts and figures furnished.

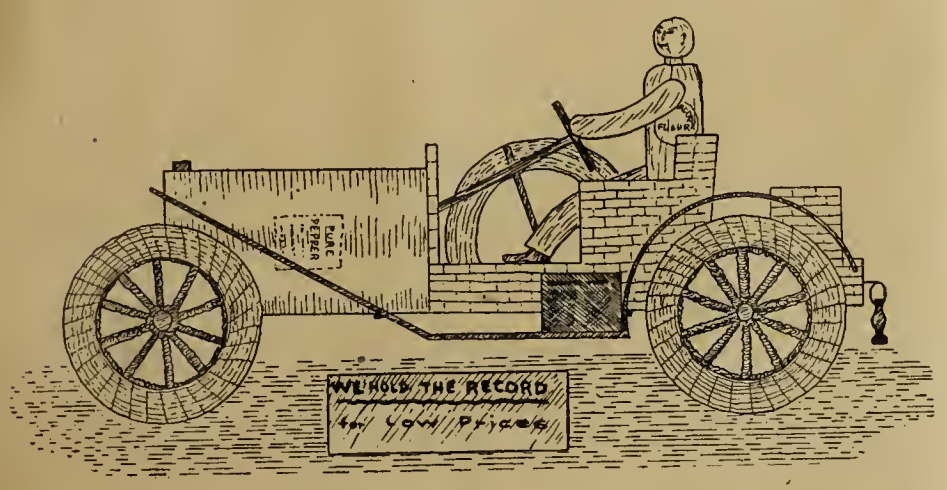
A. W. JOHNSON, NEW BRUNSWICK, NEW JERSEY

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

"Auto" Window for Grocers.

At first glance this design does not look practical, but in reality is very easily made, although it requires a little time and patience. The first thing to make is a board platform (see diagram) for the floor with a narrow board extending forward the length of the heighth of a pepper drum. Under the front end nail a strip of wood across for the axle, also one across under the body not quite to the end.



Two other strips are nailed across to the ends of which are fastened the mud-guards.

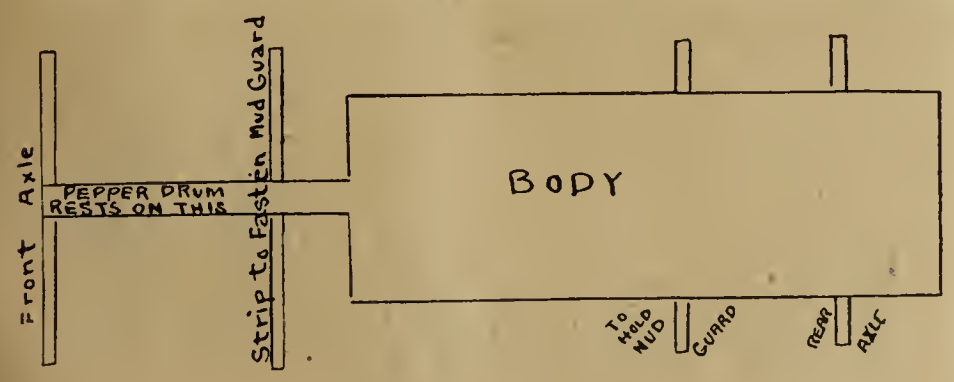
Next make your "wheels." The tire is made of a coil of clothes-line around which is wrapped a heavy cord. This holds the coil together and gives the appearance of chains. In making the coils it is best to make them around the end of a bucket or a small keg or something so that all the wheels will be the same size.

Inside the "tire" is fastened a wooden lid off a mince-meat bucket or something similar. Fasten the wheels to the "axles" by driving nails through the centre of the lid. Next make your "hubs" and "spokes." These can be made of package goods or dried fruits. With fruit use a red apple for a hub and tack on silver prunes or peaches for "spokes" and "rims."

An empty pasteboard pepper drum is used for the "hood." Place this on its side (with the label toward the public) and nail to the board underneath. On top of the "hood" on the front end place a small flat box (stove polish).

The "body" is made of cakes of soap. It is better to use one brand of soap. The "dashboard" is built up square, with a single thickness of soap.

The "running board" and front "mud-guard" are made of box lumber and the rear guard is made out of a side of a cheese box. These are all nailed together and held in place by the strips running under the "bed." These can be left bare or painted, or they can be given a coat of glue and covered with loose coffee.



The "tool box" is a box of shredded wheat or something similar in size. The "steering wheel" is a lid off a mince-meat bucket. The "steering post" a broom handle fastened in the end of the pepper drum. An extra "tire" is carried on the "running board." The "rear lamp" is a small lantern hung on a clothes pin placed between the cakes of soap. Grocers selling tin cuspidors can use a couple for "search lights" by fastening the bottom sides to the ends of the "mud-guards" or pepper drum.

The figure can be either a large doll or can be made up. For each leg sew together two empty flour sacks and stuff them. Set a pair of shoes under the ends. Use a bag of flour for "body," a can of something for "neck" and a head of cabbage for "head." Make face out by pining on red peppers or dried fruit; in corn season, corn silk can be used for "hair." The arm is a piece of bologna (stuffed in skins).

In the front part of the window place a sign: "We Hold the Record for Low Prices."

The floor of the window is covered with sand.

E. W. Alexander.

Oxford, Pa.

—

A Soap Display.

Not long since I had what to me seemed far less artistic than some other displays I had had. It was anything but pretty. It was, however, a catchy window.

I had a large pile of a certain brand of soap in my cellar which I decided to unload quickly. Some of this soap I put into the window, which measures 60 x 40 inches, in the form of a two-story brick house. The soap was laid as a bricklayer would lay his bricks, flatwise, binding them together. On the first floor I left two openings on each of the two sides of the house for windows, while on the front I left a door in the centre and a window on each side of it. On the second floor I left two windows on each side of the house and three on the front. The rear of the house was left open, not being seen from the street. A second floor from the sides of orange boxes was put in for the purpose of binding the two walls, while the pointed roof was also made from the same material, covered with red crepe paper and crowned with two bars of soap for a chimney. Window shades of red crepe paper and lace curtains from confectionery boxes and the building was finished.

A walk from the "front gate" to the front door and around both sides of the house to the rear was left bare, but the rest of the floor of the window was covered with cork from Malaga grapes. The "yard" was decorated with plants

This Tells the Tale



A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "**Knight's Cooking Extracts**" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S

Cooking Extract Co.

No. 211 ARCH STREET

PHILADELPHIA, PA.

from my wife's window garden. On the front of the house I put a card of proportionate size reading: "For Sale, apply at 125 N. Front St.," while overhead I hung a card reading: "This property for sale, price 5 cents a brick." In the evening I lit up the house with a small oil lamp.

The last of that pile of soap is on the shelf now, which fact removes all doubt as to whether the display was a success.

C. A. YEAGER.

Reading, Pa.

Absorbine Stops Lameness.

Mr. Sherman Tanner, Lowman, N. Y., writes under date of March 27, 1908: "Two wecks ago I got my mule in the snow drifts and she either wrenched or strained her leg and it puffed up badly and lame, well, she could travel about as well on three legs. Last Monday I went to Elmira and went into 'Colvin's' and got a bottle of Absorbine. I started home at four o'clock and it was nine o'clock when I got home (ten miles), and a lamer animal you never saw.

"Well, the next morning I went at her. She would not stand on it at all, she would just hop over in the stall. I did not reduce the Absorbine, but put it on full strength. I kept it wet and rubbed it in for three days. This morning I hitched them up and drew a load of hay and wood and you would not know that she was ever lame. To say that I was a tickled chap wouldn't be saying anything. And the fun of it is how it can do the biz without taking the hair off or making it the least mite sore. My neighbor asked me about her and I told him what I had done and he said he would go there and get him a bottle. I have not used one-quarter of my bottle.

Well, I will close, wishing you success and that you are sure of. If you can sell one bottle of Absorbine in every locality, it is all the advertising you need."

Absorbine stops lameness, kills pain, removes bog spavins, thoroughpins, splints, wind puffs, shoc boils, enlarged glands and similar bunches in a mild and pleasant manner. $2.00 per bottle at all druggists or delivered express prepaid upon receipt of price. W. F. Young, P. D. F., 9 Monmouth street, Springfield Mass.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Information Wanted.

Pittsburg, Pa., April 14, 1908.

Editor "Grocery World."

Dear Sir:—Will you kindly request the secretaries of other towns to write me stating what the retail grocers pay in their town for 5-cent loaves of bread, and how many ounces it weighs.

I have taken up the fight here to make all live up to the law and sell 16-ounce loaves of bread.

Yours truly,

JOS. C. KANE,

Secretary Merchants' Protective Association.

* * *

Boston Banana Dealers.

West Sullivan, Me.,
March 27, 1908.

Editor "Grocery World."

Dear Sir:—We have received a copy of your "Grocery World and Fruit Trade Bulletin" and we hope soon to be able to subscribe. Just now we are in need of the address of the principal wholesale banana dealers in Boston. Would appreciate it very much if you would send me a list at once.

Yours truly,

H. D. GORDON.

The following are the principal banana dealers in Boston: Arancio Bros., 149 North street; Greek Trading Co., Long Wharf; G. Angelo & Co., 24 Merchants Row; Charles Lawrence & Co., 103 Commercial street; Lowell Bros. & Bailey, 73 Clinton street; H. L. Mudgett, 31 Richmond street.

* * *

Who Wants Hominy?

Decatur, Ill., April 15, 1908.

Editor "Grocery World."

Dear Sir:—We notice in the "American Miller" of April 1st your article which states that it is and has been difficult to secure good table hominy this season. We are located here in the middle of the corn belt, and have just erected and started a 10,000-bushel per day hominy mill.

We are inclosing a stamped envelope for reply, and if you can do so will you please furnish us with the names of any of the dealers who would likely be interested in this table hominy? We are making a specialty of same.

Thanking you for any information you may be able to give us, we are, Yours truly,

DECATUR CEREAL CO.

Oatmeal Pioneer Dead.

Ferdinand Schumacher, known as the "Oatmeal King of America," from having founded the breakfast food business in this country, died unexpectedly at his home in Akron, Ohio, during the week. He was 82 years old on March 30 last. He retired from business some years ago after having disposed of his large interests to the American Cereal Company, now the Quaker Oats Company. He came to America from Hanover, Germany, in 1850 and settled on a farm near Cleveland, but later embarked in the grocery trade, and in 1856 he began the manufacture of oatmeal in this city on a small scale. The business grew until several large mills were erected and later were destroyed by fire.

Florida peppers in 6-basket carriers range from $1.75 to $2 per crate. The demand is good.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

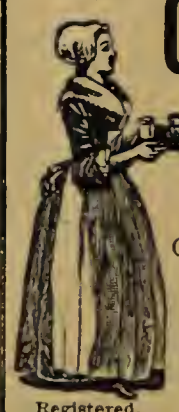
SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

Our registered guarantee under National Pure Food Laws is Serial No. 80

Walter Baker & Co.'s Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

High-grade goods raise the standard of your store, bring you a better class of trade, increase your profits. Why not put in a line of our high-grade canned goods?

Cruiser Brand

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Tomatoes
Corn
Succotash
Small Lima Beans
Small Sifted Peas
Early June Peas
Telephone Peas
White Wax Beans

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

National Retailers' Association Will Discuss Quantity Buying

At Its Coming Annual Convention It will Debate the Question Whether the Quantity Bought Should Make the Price. The Programme in Full.

Special correspondence of "Grocery World."

Cleveland, Ohio,
April 16, 1908.

The programme of the coming convention of the National Retail Grocers' Association, to be held in Boston, Mass., on May 11th to 14th, has at last been completed, subject to change. Following are the details:—

MONDAY AFTERNOON, MAY 11, 2 P. M.

Convention will be called to order by A. L. Stark, president of the Boston Retail Grocers' Association.
Invocation.
Address of welcome, Lieutenant-Governor Draper.
Response, F. B. Connolly, California
Address of welcome by Mayor GeorgeA. Hibbard.
Response, B. Bischoff, New York.
Address of welcome by President Board of Trade John C. Cobb.
Response.
Address, Fred Mason, former Secretary National Association of Retail Grocers.
Address, Col. E. A. Stevens, former Organizer National Association of Retail Grocers.

TUESDAY, MAY 12, 9.30 A. M.

Convention called to order by President A. L. Stark.
Address, C. J. Kramer, President.
Address, John A. Green, Secretary.
Address, Wm. Judson, Grand Rapids, Mich., President National Wholesale Grocers' Association.
Introduction of foreign delegates: J. G. Watson, Dominion president, Montreal, Canada; J. A. Beaudry, Dominion treasurer, Montreal, Canada; E. M. Trowern, Dominion secretary, Toronto, Canada.
Appointing committees: Rules and order, credentials, auditing, ways and means, legislation, pure food, by-laws.
Reports of standing committees: Ways and Means, Sol. Westerfield, Chicago; Legislation, T. P. Sullivan, Chicago; Pure Food, A. H. Barth, Colorado; By-Laws, W. H. Cook, Ohio; National Reciprocal Demurrage, A. W. Farlinger, Georgia.

TUESDAY AFTERNOON, 2 P. M.

Reports of the presidents of the State associations: Alabama, Arkansas, J. D. Williams, vice-president; California, George B. Doyle, president; Colorado, R. J. Morris, president; Connecticut, Florida, Georgia, J. W. Kilpatrick, president; Illinois, Sol. Westerfield, president; Indiana, J. E. Williams; Iowa, Ira B. Thomas, secretary; Kansas, W. R. Nealeigh; Kentucky, C. P. Cook; Massachusetts, Frederick Humphrey, president; Maine, S. E. Whitcomb; Michigan, Fred. W. Fuller, president; Minnesota, John W. Lux, president; Missouri, F. G. Chinn, president; Mississippi, W. F. Pigford, president; New Hampshire, Chas. F. Locke; Nebraska, J. Yungblut.
Address, George B. Wason, president Massachusetts Wholesale Grocers' Association.

TUESDAY EVENING, 8 P. M.

Meeting of secretaries of the several States for the purpose of forming a league of State secretaries.

WEDNESDAY, MAY 13, 9.30 A. M.

Report of secretary, John A. Green.
Report of treasurer, H. W. Schwab.
Address, Parcels Post, Charles W. Burrows, vice-president National Board of Trade.
Reports of State presidents, continued: New York, C. S. Tutle, president; North Carolina, Clarence Sawyer; North Dakota, W. W. King, president; Ohio, H. F. Duesing, president; Oregon, S. L. Kline, president; Pennsylvania, Albert Kaiser, president; Texas, Mack Bergman, president; Tennessee, F. Rees Woolford, president; Utah, H. A. Sims; Vermont, E. B. Corley; Virginia, D. Pender, president; Wisconsin, S. M. Fish, president; West Virginia, J. C. Stroebel, secretary; Washington, D. C., H. I. Meader, president; Washington, C. E. Coon, president.

WEDNESDAY AFTERNOON, 2 P. M.

Topics for discussion:—
"The Duty of the National Association to Introduce and Impress National Legislation," George E. Green, Illinois.
"Shall Quantity Make the Price?"
"Dishonest Advertising," F. T. Longley, Arkansas.
"Buying Futures—Does It Pay?" Herman Gross, Ohio.
"Selling by Weight," J. N. McLellan, Colorado.
"Store System," F. Rees Woolford, Tennessee.
Considering resolutions recommended by the Resolutions Committee.
4.00 P. M.—One hour for representatives of trade press.

THURSDAY, MAY 14, 9.30 A. M.

"The Manufacturer Making and Maintaining the Minimum Retail Selling Price," J. J. Higgins, Washington.
11.00 A. M.—"Operation of the Pure Food Law," Dr. H. W. Wiley.

THURSDAY AFTERNOON, 2 P. M.

Discussion of Resolutions.
Opening of Question Box.
Election of Officers.
Selection of next place of meeting.

JOHN A. GREEN.
National Secretary

ASSOCIATION NEWS.

Cleveland, Ohio.

The West Side (Cleveland, O.) Business Men's Association contemplates asking the Ohio Legislature for passage of a law which will further restrict the stamp business. The most effective legislation along this line is believed to be in the

BB

NOTIONS

In Our May Catalogue

The feature sale of Notions alone is ample reason for having our May catalogue—which will be ready for mailing about the time your request for it can reach us.

We're undisputed headquarters for the notions of ALL lines. And we buy in FOUR-house quantities.

What kind of values OUGHT to be found in our SPECIAL Sale of Notions? Can you afford not to KNOW whether those values are there or not?

Then over and above this extra Special Sale of Notion Leaders—in the May catalogue you will find the regular monthly lots of leaders in every department, besides newly guaranteed net prices for all our goods.

And—in addition to the right goods—our May catalogue also contains the right Resultful Plans for making YOUR May a profitably busy month.

Write NOW for our May catalogue, No. D664.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE, DALLAS

BB

Oakdale Steam Crisp Pretzels Salted

¶Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.
Oakdale Building, Philadelphia, Pa.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

Here is a GOING and GROWING Proposition!

In order to increase quickly the number of meat stores we are operating we will sell a limited amount of our capital stock at

$1.00 per Share

We have **Eight** stores on a profit-bearing basis in Philadelphia, located at

2112 Ridge Avenue, 4205 Haverford Avenue, 2416 Brown Street,
2431 Ridge Avenue, 3508 Haverford Avenue, 12 North 52nd Street,
2022 Montgomery Avenue, 726 North 44th Street.

and more will be opened as soon as possible. The greater the number of stores the less the operating expenses and the greater the profits.

The Company is controlled by practical meat men and it is a reasonable assurance that the stock of this Company will prove as valuable as the stock of other chain stores, and it is a well known fact that they pay as much as

35 PER CENT. IN DIVIDENDS

Call or write for particulars.

PURE FOOD BEEF COMPANY, 2112 Ridge Avenue, PHILADELPHIA
A. L. HANWAY, PRESIDENT.

There is a Growing Demand

for ready-to-serve foods. Many dislike the trouble of home cooking; others lack the facilities. The trade of each is held on quality. The housewife who once tries

HEINZ BAKED BEANS

(IN THE HEINZ IMPROVED TIN)

uses them in preference to all others because they are really baked in ovens with dry heat like the home-made kind.

The demand for Heinz Baked Beans makes them a profitable staple. No spoilage—no loss of any kind, and they're thoroughly guaranteed.

You may refund purchase price if they ever fail to suit.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

nature of a license law. The association is also working to induce retailers to throw the stamps out.

Toledo, Ohio.

The Toledo (Ohio) Retail Grocers' Association recently appointed a committee to make recommendations regarding the weight of canned tomatoes. The committee recommends as follows:—

In standard tins known as No. 3, we would recommend that contents be packed therein, to make the gross weight of each can weigh two and ten-sixteenths pounds.

Of the above contents based on the tomato, consisting of six-tenths water, we would recommend that said contents be three-tenths of said water and seven-tenths solid.

The committee also recommended that the manufacturer use caution in using green part. of the tomato in packing.

Florida eggplants range from $2.50 to $3.50 per crate and are in excellent demand.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

STOCK TAKING

Takes place June 1st. We want a general cleaning up of odds and ends. Loose packages of different cereals; jars of odd brands of syrup and molasses; bottles of different brands of sauce and pickles; glasses of jelly and jams; all must be sold at some price. The stock man has been instructed to get these all together, and it's up to you to get rid of them in the next few weeks.

VEGETABLES AT WHOLESALE.

A new wholesale list of fresh fruits and vegetables will be made out daily by the buyer and hung up back of the vegetable cashier's desk. Oranges, grapefruit and lemons by the box. New potatoes and spinach by the barrel. Sweet potatoes and lettuce by the hamper. Eggplant, cucumbers, Spanish onions, etc., by the crate. Our hotel and boarding house trade is increasing. We buy these goods as low as the jobbers, as our buyer is on the New York and Philadelphia markets throughout the week. Prices will build up a bigger wholesale truck business than we have heretofore commanded. Consult this new list every morning.

THE BOOK AGENT,

As well as other "smart fellows" that attempt to take your time and attention, must be turned down. Don't wait for the floor walker to do this. Tell the man that has a scheme or a "confidential bargain" that it's against the rules of the house to talk that kind of business in business hours.

MEAT PRICES FOR THE TELEPHONE.

From now on a new typewritten list of meat prices will be prepared daily. Formerly we have confined this list to our telephone operator; now it will be at every department, so you can talk fresh meats with confidence, having the entire list before you properly classified.

OUT OF GOODS.

We simply must not be out of anything that's standard and a regular seller. If the stock man neglects his duty to this extent, that is no excuse for you not taking orders for the article or not reporting it immediately to the manager through the floor walker. For two hours last Saturday Star Milk was refused. Such a condition must not again happen, even if we have to buy a case or two at retail.

COMMISSIONS FOR THE WEEK.

"Our Brand" June peas, 12 cents: 1 cent a can commission.

"Our Brand" succotash, 12 cents; 1 cent a can commission.

Gallon cans spinach, 40 cents; 3 cents a can commission.

Barrel "Our Brand" flour, $6.50; 25 cents a barrel commission.

Nemo toilet paper, 10 cents; 1 cent a roll commission.

Chocolate chips, 25 cents; 3 cents a pound commission.

The usual commission on teas and coffees, as well as flavoring extracts.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—National Cash Register, cost new $400. Will sell cheap. Good as new, in use only seven months. Purman, Johnston & Co., Montpelier, Ind. 17

FOR SALE.—Enterprise Rotary Smoked Beef Shaver, No. 125 (with two blades). List price, $22.50. Will sell it for $12.00. Is in first-class condition. Used only three months. This is a bargain for anyone who needs a good shaver. Write to Bergstresser & Fretz, Emaus, Lehigh Co., Pa. 17

FOR SALE.—6-Multiple Drawer National Cash Register, as good as new. Cost $450. Will take $350 cash, or $300 cash and a good second-hand small National Cash Register suitable for cashier's desk. Address Ernest W. Miller, Hagerstown, Md. 17

FOR SALE.—Cheap, 4 Perfection Beef Cutters, in perfect condition. MacMunn, 3d and Norris Sts., Philadelphia, Pa. 16

FOR SALE.—$425 National Cash Register, check throwing. Only used few months, in perfect condition. Cheap. Apply, C. W. Hawes, 730 S. 52d St., Philadelphia, Pa. tf

FOR SALE.—1600 shares Finley Acker Co. preferred stock, 6 per cent. Dividend payable quarterly. One payment due May 1st. At par, $1 per share. A good investment. Arthur Yeakel, 4664 Frankford Avenue, Frankford, Pa. (Phone.)

FOR SALE.—Three-shelf revolving vegetable display stand with mist machine attachment. Nearly new. Price, $8.00. Mrs. E. H. Hoffman, Malvern, Pa. 17

FOR SALE.—Walker Pivot Bin, shelving, coffee mill and butter box, cheap. Apply, Hobson Bros., Narberth, Pa. 17

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250 No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22 x 60. Does $500 weekly, all cash Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 351.—In southern Philadelphia. Tea, coffee and groceries. Size, 17 x 40 feet. Does $16,000 yearly, all cash. Splendid transient trade—3,000 people pass the store every two days. Stock only about $100 Net profits, 12½ per cent. Owner has trouble with help and wants to retire. Fine place for man and wife. Price asked, complete, about $700, including fine National cash register.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

No. 360.—In West Philadelphia. Groceries, meats and provisions. Size, 17 x 30 feet. Does $400 to $500 weekly, half cash, balance weekly and monthly. Stock, $600. Owner takes out $40 weekly, beside living expenses. Uses one team. Good dwelling attached. Owner is going into the saloon business and will sell at inventory. Will take around $1,000. This is a splendid money-making proposition.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does $125 weekly, half cash. Stock, $1,000. Clean net profits, 15 per cent. Dwelling connected for sale. Owner has Government position and cannot give attention. Will sell at inventory. Will take around $1,500. Full investigation.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

o o o

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. April 20, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 9 hands, packed 1 in barrel	$1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.25 per bunch
Selected, 8 hands, packed 2 in crate	1.20 per bunch
Selected, 8 hands, packed 3 in crate	1.10 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.35 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$3.00
Fancy Brights, 150-176 size, per box	3.25
Fancy Brights, 200-216 size, per box	3.00
Fancy Brights, 250 size, per box	2.75

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$2.65
Fancy quality, 126 to box	2.85
Fancy quality, 150-176 to box	3.25
Fancy quality, 200-216 to box	3.15
Fancy quality, 250-288 to box	2.75
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.75
Extra choice, 150-176 to box	3.00
Extra choice, 200-216 to box	3.00
Extra choice, 250 to box	2.75

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box	$2.00
Fancy Quality, 126 to box	2.25
Fancy Quality, 150-176-200 to box	2.75
Fancy Quality, 216-250 to box	2.65
Fancy Quality, 288-360 to box	2.50

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.75
Choice quality, 240 to box	2.50
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$2.75
Choice Messina, 300 size, per box	2.60
Choice Messina, 360 size, per box	2.75

Good Fruit Attracts Trade

There is just one place in Philadelphia to get every thing in the fruit line as fine as it grows, at the right price.

If you want to attract trade to your store put handsome fruit where it can be seen.

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



The Greatest Fly Catcher Ever Invented

FLY RIBBON has gone through several successful seasons. Sells at sight.

FLY RIBBON has all the advantages, and none of the disadvantages of the ordinary fly paper. Catches mosquitoes as well, and frees the house of the disease-carrying insects.

FLY RIBBON does not drip. Is neat, clean and economical. Retails at 5 cents.

CATERPILLAR GLUE for the protection of ornamental and fruit trees, keeps moist for several months.

MANURENE—The Magic Plant Fertilizer.

Address Dept. D. for samples, circulars, testimonials and prices. On account of the big demand, place your order at once.

THE FLY RIBBON MFG. CO.

202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.10½
No. 2 Rio	.09
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00
Seven Day, 100 lbs. to case....per case	11.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	1.03
Wagner's, 3 lb., sauce, 2 doz	1.08
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Wlnorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.	1 35
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.65
Pin Money, standard early June, 2 doz	1.15
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.9
Standard, 3s, 2 doz	.85
Gallon, ½ doz.	2.75
Fair Quality, 3s	80
2s, 2 doz	.65

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	2.10
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.25
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.50
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1 50
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.15
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	09
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	.07½
Peaches—	
Evaporated, 50 lbs	.12
Best, 25 lbs	13½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.08
50- 60, 25 lbs	.07½
60- 70, 25 lbs	.07
70- 80, 25 lbs	.06½
80- 90, 25 lbs	.06¼
90-100, 25 lbs	.05
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	09½
Sultana, 36 1 lb packages	
Sultana, bulk .25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.60
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 8s, 35 to bbl	2.23
Fine Dairy, 10s, 28 to bbl	2.28
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per case	1.60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2.55
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O.	.30
Julian F. Bradshaw's Molasses, No. 44	.28
Cheapside Molasses	.26
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
Orange Brand Syrup	.35
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	At very lowest prices day order is received.
Cut loaf	
Powdered	
XXXX, powdered	
Cubes	
Fine Granulated, American	
Fine Granulated, 100 lb. sacks	
Confectioners' A	
No. 1, A	
Light Yellow	
Fine Granulated, 2 lb. bags	
Fine Granulated, 5 lb. bags	

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.00
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.35
Red Cross, 4 doz	4.60
Star, 4 doz	4.50
Dime Brand, 4 doz	3.75
Lion, 4 doz	4.50
Premium, 4 doz	3.95
Hires' Silver, 4 doz	4.35
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.50
Our Pet, baby size, 6 doz	2.90
Peerless, small size, 4 doz	1 90
Peerless large size, 4 doz	3.50
Columbia, 4 doz.	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz. in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.60
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, .00 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 200 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2 08
Lion	100	1.75
*Snowberry	100	3 90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	60	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Graud Pa's, large size	50	3 25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3 75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3 50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2 50
Brooks' Crystal	100	3 90
Hoefner's Crystal, with spoons	24 pkgs.	1 60
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 3 dozen, per case,	2.90
Quarts, 2 dozen, per case,	2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.80
Tins, 8-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, connt 85@ 95	32.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, connt 300@400	23.00
Norway, count 400@450	22.50
Norway, count 300@350	27.50
Norway, connt 240@270	
Norway, count 170@185	
Norway, connt 125@140	
Codfish—	**Per lb.**
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fouchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

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Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nntmegs, 105-110s	.18@.20
Nntmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nntmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	**Per doz.**
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

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Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mnstard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb
Fancy, 1-lb. cartons	.09¼
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08½
California, 3 cr., 50 lbs	.08
California, 2 cr., 50 lbs	.07½
Figs—	
Baskets, 1 lb. and 2 lb.	.15@.18
Layers, 2¾-in., 10 lbs	11½
2¼-in., 12 lbs	
2¼-in., 12 lbs	.09
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.06¾
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11¼@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05¼
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.08
40x50, choice	.07
50x60, choice	.06½
60x70, choice	.06¼
70x80, choice	.06
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in cartons—	
Fancy 40x 50	.10½
50x 60	.09¾
60x 70	.08½
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.09
40x50	.08
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.14
Extra Choice Muir	.13½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnnts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nnts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced qnarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ⅛s, accord'g to qual.	19.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Hams	43-44
Compound Lard	44
Dressed Turkeys	45
Poultry, Western Broilers	45

DECLINES.

	Column.
Butter, all grades	7
Currants	35
City Dressed Veal	44

ADDITIONS.

Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	56 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	56 "
Onions	55 "
Shellbarks	46 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	42
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	39
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	38
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	26
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	22
Pie Fruit	20
Sardines	23
Meats	23
Soups	25
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	26
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	27
Chewing Gum	52
Cider	50
Clothes Pins	62
Cocoanut	22
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	22
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	32
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60
Ink	37
Insect Powder	48
Ironing Wax	39
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	30
Ketchup	26
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	42
Paper Bags	42
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	43
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Puddine	31
Putty	48
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	59
Rosin	48
Sago	30
Salad Dressing	52
Sal Soda	52
Salt	52
Sapolio	55
Sardines	23
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	32
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	25
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	48
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	49
Teas	2
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	67
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	45
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	42
Wringers, Clothes	
Woodenwares	61
Witch Hazel	48
Yeast Cakes	63

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SUGAR.

Confectioners' Lozenge, XXXX	5.75
" Powdered	5.75
" Crown A	5.95
" Crystal A	5.60
" Coarse Granulated	5.85
Eagle Tablets	6.90
Crystal Dominoes	7.95
Cut Loaf	6.40
Patent Cubes	5.85
Powdered	5.70
Extra Fine Granulated	5.70
Coarse Granulated	5.70
Granulated	5.60
Fine Granulated	5.60
" in 50-lb. bags packed 2 in 100-lb. bag	5.65
" in 25-lb. bags packed 4 in 100-lb. bag	5.65
" In 10-lb. bags packed 10 in 100-lb. bag	5.75
" in 5-lb. bags packed in bbls	5.80
" in 5-lb. bags packed in 100-lb. bags	5.80
" in 2-lb. bags packed in bbls	5.90
" in 2-lb. bags packed in 100-lb. bags	5.90
" in 2-lb. cartons in cases	5.80
" in 2-lb. paper packages in cases	5.80
Confectioners' A	5.40
1—Keystone A	5.35
2—American A	5.30
3—Centennial A	5.25
4—California A	5.20
5—Franklin B	5.15
6—Keystone B	5.10
7—American B	5.05
8—Centennial B	5.00
9—California B	4.95
10—Franklin Extra C	4.90
11—Keystone Extra C	4.85
12—American Extra C	4.80
13—Centennial Extra C	4.75
14—California Extra C	4.75
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Cholcest	40 @ 45

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Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	18 @ 38
Ceylon—Common to Fine	18 @ 40
English Breakfast—Falr to Good	15 @ 17
Choice to Extra	18 @ 28
Cholcest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ⅛s and 1/16s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea ..... .50

Almoco, lead foil package teas, ⅛s and 1/16s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas ..... .40

Tetley's Tea—	Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins, per lb.

India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50

Sun-Flower, 10c. sample size, 36 in carton, all three grades ..... per doz. .90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25
Spring Garden Tea—	
100 lb. barrels ..... per lb. net	.18
5 lb. silver bags ..... " "	.19
1 lb. silver bags ..... " "	.19½
½ lb. silver bags ..... " "	.20
¼ lb. silver bags ..... " "	.21

Packed in cases containing 100 pounds.

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McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. ..... per doz.	.75
Colburn's, quarts, 1 doz ..... per doz.	.90
Colburn's, quarts, 3 doz. ..... per doz.	.90
Colburn's, ½ gals., 1 doz. ..... per bbl.	1.80
Violet, pints, 2 doz. ..... per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ..... per gross	9.25
Mica, ¼ gross ..... per gross	8.40
Peerless, ¼ gross ..... per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. ..... per doz.	.45
Davis' O. K., ½-lb., 3 doz. ..... per doz.	.90
Davis' O. K., 1-lb., 2 doz. ..... per doz.	1.65
Davis' O. K., 5-lb., ½ doz. ..... per doz.	7.20
Cleveland's, 10-c. size, 4 doz. ..... per doz.	.84
Cleveland's, ¼-lb., 4 doz. ..... per doz.	1.23
Cleveland's, ½-lb., 2 doz. ..... per doz.	2.28
Cleveland's, 1-lb., 1 doz. ..... per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case ..... per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl ..... per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. ..... per doz.	.45
10c.-can, 4 doz. in box ..... per doz.	.90
½-lb. cans, 2 doz in case ..... per doz.	1.25
1-lb. cans, 1 doz. in case ..... per doz.	2.50

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Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case ..... per doz.	12.00
" 1 " 1 " ..... "	2.50
" ½ " 2 " ..... "	.55
" ¼ " 3 " ..... "	.75
Purity Brand 5 " ⅛ " ..... "	6.00
" 1 " 1 " ..... "	1.50
" ½ " 3 " ..... "	.80
" ¼ " 3 " ..... "	.45

BLACKING—Shoe. Per Gross.

Shinola ..... per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free ..... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. ..... per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M ..... per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French ..... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Brown's, Army and Navy, 1 doz.	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09¼@.10
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	@.12½
" Fancy	.10¼@.10½
" Choice	@.09½
Maracaibo, Strictly Fancy, Mild	.12 @.12½
" Choice	@.11½
Washed Caracas, Fancy	.14 @.14½
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ¼ and ⅛ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¾	15 5/8
Lion	13⅛	13¼

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 30 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	.14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box	per box 3.80
12 tins in box	per carton .95
2 lb. tins	per doz. 5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans	per gross 2.25
Floto's Coffee Essence, ½-gross cans, tin ends	per gross 2.70
Floto's Coffee Essence, ½-gross cans, all tin	per gross 2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross	per gross 2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.03¾
" English Gronnd, bags about 160 lbs.	.05¾
" Franeks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.31
" First, "	.30
" Second, "	.29
" Third, "	.27-.28
" Imitation, 30-60 lbs	.25-.26
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.32
Ladles, 30-60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 50-50-lb. bxs.	.35
B. B., E. D. brands, 50-50-lb. boxes	34
J. J., C. V., Gilt Edge, Gold Medal, 50-50-lb. boxes	.33
Sheaf ("400") Elgin, 50-50-lb. boxes	.32
Sheaf	28.-.31
Milhen Farm, lbs. and ½ lbs	.36
Gurnse, pounds or half pounds	.34
Belle Spring	.32

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10¾
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " "	.10¼
Bright Light, " " per box	2.20
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 128 per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints per gross	4.50
Mason's, quarts per gross	4.75
Mason's, half-gallons per gross	6.75

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Jelly Tumblers—	
Barrels, 22 doz per doz.	
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide per gross	.85
Acme, wide, 1 doz. cartons per lb.	.45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium per lb.	.25

(25 lb. lots 1 cent per lb. less.)

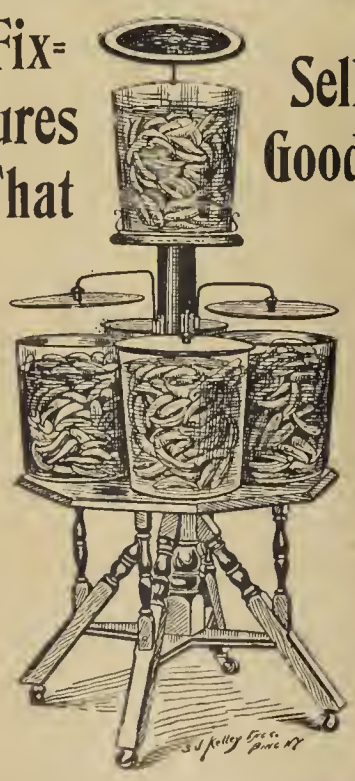
COOKING HERBS.

Mayflower brand, Sweet Marjoram per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory per case	1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz per doz.	.48
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz per doz.	.90
¼-lb. square cans, 2 doz "	.75

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.20
DuBois' Frying	1.15
Jersey King, No. 3, Standard Jersey	1.00
Blue Hen Chickens, No. 3	.92½
Silver Lake, fancy, Jersey	1.07½
Hoffecker's, standard, No. 3	.85
Plantation, No. 10, 1 doz	2.75
Silver Lake, No. 10, 1 doz	3.00
Golden Rule, No. 3, off standard	.80
Alta, No. 2	.62½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Little Darlings	1.30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.60
Mikado, Penna., fancy	.90

Fix=tures That Sell Goods



Store Fixtures are not inaminate things, that is, they ought not to be—they have a real selling ability. Take this 5-jar fixture for pickles, olives or anything that will go in a jar. Comes either in oak or cherry, nickel trimmings. Finely made and handsome.

Convenient, sightly and a real help in the sale of goods. Surprisingly moderate in price.

THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg=O=See Cereal Company
QUINCY CHICAGO BUFFALO

Hold It to the Light

La Toscana is an olive oil to hold to the light and marvel over. So rich, so mellow, so golden!

The finest of virgin pure Italian olive oil. Plenty of oil as pure, little or none as rich and unctuous. French and Spanish oil are good enough in their way, but there is no olive oil anywhere like the Italian.

La Toscana oil would look fine on your shelves.

J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.



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Boyer's, 2s	.72½
Acorn, 3s	.95
Acorn, No. 2	.6 ½
Safe, No. 2	.55
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3 60
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sance	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1 05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauc2, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sance	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sances	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. ....per doz.,	1.80
2-lb. cans, 3 doz. .... "	1.40
1-lb. cans, 4 doz. .... "	.90
1-gal. cans, ½ doz .... "	5.00
Sunnyside Pork and Beans, plain or in sance—	
3-lb. cans, 2 doz....per doz.	.95
2-lb. cans, 3 doz. .... "	.70
1-lb. cans, 4 doz. .... "	.45
1-gal. cans, ½ doz .... "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz....per doz.	.72½
Van Camp's, No. 2, 2 doz. ....per doz.	.82½
Corn—	
Kornlet	1.75
Paris, fancy Maine	1.17½
American Beauty, extra fancy, Shoe Peg	.87½
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.70
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.67½
Vanity, No. 2, Whole Grain	.62½
Royal Exchange, Whole Grain	.62½

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10.75
Boyer's, Midgets	1.75
Boyer's, Extra Sifted	1.45
Boyer's, Sifted	1.30
Boyer's, Early June	1.05
Parrot Junes	1.05
Jumbo Juns	1.10
Little Nell's, Baltimore	.62½
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.05
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.15
Shawnee, No. 3	1.10
Farren's, No. 3	1.05
Farren's, No. 10	3.50
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.10
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz	2.35
Asparagus—	
Superior, large, No. 2½	4.00
Staple, medium, No. 2½	3.40
Swan, medium, No. 2½	3.50
Del Monte Tips, No. 1½	3.50
Extra Tips, No. 1½	3 40
El Dorado Tips, No. 1½	3 25
El Rio, medium, No. 2½, 2 doz	3.25

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2.75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.10
Extra standard, 2½s	3.00
Standard, 2½	2.85
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.60
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.00
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.90
Keystone, No. 3, 2 doz	.87½
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.60
Peaches—	
Maryland Leader, yellow, No. 3	1.90
Maryland Leader, white	1.85
P. & B. yellow, No. 3	1.80
Gypsum, No. 3, pie	1.45
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.30
Ayres Good, No. 3	1.10
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.50
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz	
Strawberries—	
Anchor, No. 2	.90
Jumbo, No. 1, 4 doz	1.00
Silver Lake, No. 2	1.50
Defence, No. 2	2.00
Pineapple—	
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.40
Singapore Chunkz, No. 1½, 4 doz	1.05
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	97½
P. & B., grated, No. 3	.85
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.80

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Chop Tan Hin, ⅞ lb., cubes	.75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.17½
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1.12½
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.30
B. & M., No. ½, flat, 4 doz	2.35
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	2.90
Star brand, No. ¾, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.25
Shrimps—	
Peerless Brand (Barataria), dry, No 1, 2 doz	1.17½
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.12½
Cotton Bale, pickled, No. 1, 2 doz	1.10
Mackerel—	
Pickert's, soused, No. 2, 2 doz	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.95
Boyer's, No. 2, 2 doz	1.82½
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.85
Victory, No. 1, 2 doz	.90
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.85
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeys, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.35



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

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Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.30
White Raven, ½s	.95

Plain.

Chancerelle, ½1, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'z, key	
Cadeau, ¼'z, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½z, Martels	13.25
Morel, ½z, boneless	17.50
¼z, Aurora, smoked	
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.25
¼s, Underwood's, 50 cans	3.95
½z, Irma, 50 cans	3.45
½s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	3.50
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Owl, key, 100 cans	3.52½
Gold Label, ¼z, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ½s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.40
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.00
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.30
Fairbank's, No. 2, 1 doz	2.25
Armour's, No. 1, 2 doz	1.32½
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.25
Kingan's, No. 2, 1 doz	2.27½

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ⅓ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—	Per lb.
Extra Mixtures, 30-lb. pails	.08
Cream Jelly Mixtures, "	.09½
Elcroften Mixtures, "	.08½
Nobby Mixtures, "	.09½
Cadella Mixtures, "	.12
Fine French Mixtures, "	.13½
French Creams, "	.09½
American Mixtures, "	.08½
Variety Cut Drops, "	.08½
Darling Mints, "	.08½
Golden Drip Bar, 15-lb. boxes	.10
Sour Balls, 30-lb. pails	.08½
Pancella Cream Chocolate, "	.11½
I X L Assorted Chocolate, "	.12
King B Assorted Chocolate, "	.13½
No. 1 Fine Assorted Chocolate, "	.16½
Nonpariel Drops, "	.13
Chocolate Covered Caramels, "	.12
Dairy Chocolate Chips, 25-lb. pails	.16½
Chocolate Mints, 30-lb. pails	.11½
Honey B Comb, 21-lb. pails	.17½
Cream Cocoanut Balls, 28-lb. pails	.10½
Cream Peppermint, 30-lb. pails	.09½
" Wintergreen, "	.09½
Wellington Caramels, 25-lb. pails	.08
Frozen Milk " 30-lb. pails	.10
Soft Jelly Gum Drops, "	.07½
Superfine " "	.10
Jelly Beans, "	.08
Wintergreen Lozenges, "	.09½
Mint " "	.09½
Assorted " "	.09½
Conversation " 28-lb. pails	.09½
C. & A. Crown Stick, 30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases	.12½
Rock Candy, assorted, 20-lb. boxes	.09½
Penny goods, 10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.92½
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

Bought Simply. Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA Pennsylvania . .

¶ When your customer asks for a durable stove polish she wants

DIXON'S
POWDERED
Stove Polish

¶ Graphite is one of the best heat-resisting materials known. Good graphite and freedom from adulteration is what makes a stove polish durable—that's what makes the new Dixon Powdered Stove Polish durable.

¶ Write our Stove Polish Department for more information about this new Dixon product.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.33
" ¼-lb. " "	.34
Premium Chocolate, ½s, 12 lbs	.34
" ¼s, 12 lbs	.34
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hershey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35
" ½-lb. tins, 6-lb. boxes, per lb.	.34
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.33
Sweet Clover, ½s, 6-lb, per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 1c cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 5c 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ½s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ½s, 12 lb. "	.31
" " ½s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " 24-lb. " "	.29
½-lb. "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.90
Defiance, 4 doz	3.90
Magnolia, 4 doz	4.45
Reze, 4 doz	4.20
Dime, 4 doz	3.55
Winner, 4 doz	4.20
Baby, 1 doz., glass	1.90
Red Cross	4.40
Peninsular	4.40
Leader	3.90
Banner, 4 doz	4.30
Star, 4 doz	4.40

EVAPORATED MILK.

Peerless, family size, 4 doz	3 50
Peerless, 5c. size, 4 doz	2.00
Yacht, family	
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.90
Pet, 10-c. size, 4 doz, per case	
Pet, 5-c. size, 6 doz, per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.35
Van Camps, 4 doz., large	3.90

HIRES CONDENSED MILK AND CREAM

Per case.



Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 2c oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

A Household Word

If you were to say to any woman who came into your store, "What is Ariosa?" She would answer instantly, "Why that's Arbuckles' Coffee." Why? There is only ONE answer. It is the best package coffee ever sold at the price, and it is the most extensively advertised. Ariosa is a product you don't have to sell, you simply put it in stock and take orders for it.

ARBUCKLE BROTHERS NEW YORK



Do You Want YOUR Customers to Get the Best

Kidney Beans have never sold the way they ought to sell, and the only reason is that they haven't been put up in a way that made people want more.

If you will open a can of our Kidney Beans and let your customers see the way they look, as WE prepare them with our automatic cooker, you'll sell a can to every customer you have.

IROQUOIS CANNING COMPANY - Onarga, Ill.

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COCOANUT.

	Per lb.
Sohepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅓s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	.09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Saltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Packags Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1.00
Milk Lunch	1.00
Our Ginger Snaps	.50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhods Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

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Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars .....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
.....loaf,	.26½
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single, in tin.....per lb.	.90 .26
" 1-lb. tins.....per case	3.25
Camembert, in wood boxes.....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese.....per lb.	.18
Brick Cheese, No. 1..... "	.16
English Dairy Cheese..... "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box..... "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 doz. in case..... "	2.40
Picnic size, 2 doz. in case ..... "	1.35
Trial size..... "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box ..... "	1.40
Neufchatel (Cow brand), 25 in box.....per box	1.05
Star Cream, or Phila., 12 " ..... "	2.20
Miniature Cream, or Phila, 12 " ..... "	1.10
Hand Cheese, 8 doz..... "	1.35
" 4 " ..... "	.70
" 4 " Thuringer..... "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box ..... "	1.25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages .....per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " ..... "	2.75
Carlsbad Speck (Imported Bacon) ..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short .....per lb.	.24
" " long..... "	
" Mortadella, Dry .....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75..... .....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .19½; less.....	.21
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .18; less.....	.20
" Cervelat, Crescent, 50 and 100-lb. boxes, .15; less.....	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less.....	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22; less.....	.24
" Salami (E), 50 and 100-lb. boxes, .19; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17½; less.....	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less.....	.17
" Tongue Sausage.....per lb.	.28
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham..... "	.28
" Petit Delicatess Frankfurters, plain, per doz.....	1.00
" Petit Delicatess Frankfurters, with Saner Kraut.....per doz.	1.00
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck..... "	.28
Mettwurst, half-round ..... "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Blutwurst..... "	.18
" Pfefferwurst..... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.....	4.75
" (Derby Brand), quart glass jars per doz.....	5.75
" (Derby Brand), 10-oz. jars, per doz.....	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass..... "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

The STEEL FRUIT JAR CAP from the Chemist's Viewpoint



Prof. Chas. T. P. Fennel, the famous Cincinnati chemist, says that a steel fruit jar cap submitted to the influence of organic acids, such as are contained in fruits, do not corrode as much as zinc caps. He further says that resulting salts from this corrosion in the case of the steel cap are absolutely harmless, and that those from the zinc caps are poisonous to the human system.

If you tell this to your customers you can sell a lot of our steel caps.

THE WM. GLENNY GLASS CO., Cincinnati, Ohio

Do You Buy Pasteboard or Apples when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY

A card brings delivered quotations.

E.V. Peirson & Co., Newark, Wayne Co., N.Y.





Give Me Some Fresh Roasted Peanuts

You know that most everybody eats peanuts, and they all want them freshly roasted, but you may not know that they pay you 300 per cent. profit when they are roasted in an

Acme Peanut Roaster

the simplest and most inexpensive automatic roaster made. There is practically no labor and no expense in operating one, any boy can do it, as there is nothing to get out of order and nothing to break. It will pay for itself in a month's time. Send for full particulars and price to

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.

When the Jobber's Salesman Comes

When your jobber's salesman comes to you with future canned goods for 1908, ask him, in your own protection, if he will guarantee you 100 per cent. delivery. If he won't, then order **Blue Bell** or **Clover Farm** canned goods, for you *can* get 100 per cent. delivery on those.

No finer goods packed in all Maryland. Splendid quality, and a business-like contract giving you not what the packer wants to give you, but all you bought.

Strasbaugh, Silver & Co.

ABERDEEN, MD.

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ⅛bbl.	3.50 60–75
" milkers, " ⅛ bbl.	6.50 75–85
" mixed, Standard, bbl. ⅛ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl. ⅛ bbl.	
Scotland Herring, mixed, large fulls, bbl. ⅛ bbl.	8.00
" milkers, large fulls, bbl. ⅛ bbl.	8.00
Marinirte Herring, Imported, about 40 in pail	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail	1.00
Norway Stockfish, dry, per lb.	15
Matjes Herring, per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ⅛ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ¼-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1½ keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.			19.50
½ " "	10.50	¼ " "			10.50
¼ " "	5.50	⅛ " "			5.50
⅛ " "	2.75	1/16 " "			2.75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

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COTTOLENE.

30 2-lb. tins	per case	6.25
15 4-lb. "	"	6.25
6 10-lb. "	"	6.25

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.18
Western	.17

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15½
New York, Full Cream, new, 12's, 40-lb. bxs.	.14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.16

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.		.28
Anchovies, in oil, ½ bottles		4.50
" " ¼ "		3.25
Anchovy Paste, fancy, per doz.		4.75
" plain, per doz.		3.75
Bouillon, Burnham, pints, 2 doz. in case		3.75
" " ½ pints, 2 doz. in case		2.00
Capers, Nonpariel, ⅛ gallon kegs		1.50
" " Quart, glass	per doz.	7.00
" " bottled, ½ size	per doz.	2.35
" " " ¼ "	"	1.90
" " " ½ "	"	1.15
Canton Ginger, large pots, cases 6 jars, per case		4.65
" med. " " 12 "	"	5.00
" small " " 24 "	"	4.75
Cherries in Maraschino, in glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.		.90
" " 3 lb., 2 dz. case		2.20
Currie Powder, pints, per doz.		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ½'s		2.65
" ¼'s		5.00
" ½'s		9.85
" 1's		18.50

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French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.50
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	27.00
Choice, 100 tins per case	25.00
Extra, " "	
Hotel, " "	23.00
Truffles, 1 per tin,	.30
" ⅛ "	.55
" ¼ "	1.15
" ½ "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs in Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallized Ginger, 1-lb. tins, per doz.	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per box	1.20

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 "	per bottle 3.50
" 2 fancy jugs	per jug 1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 "	per bottle 3.50
" 2 fancy jugs	per jug 1.50

YOUR DUTY IS TO TELL HER

Suppose your customer does ask for Trust Starch, is it your duty to give it to her without telling her that **Murdoch's Corn or Laundry Starch** is better?

Don't you owe it to her to give her the very best—to tell her if she thinks she is getting the best when she isn't?

Murdoch's Corn and Laundry Starches are the finest products of their class extant. We go to trouble in making them perfect, which other manufacturers tell us is ridiculous.

But that's the kind of a foundation we're laying for this business.

Oswego Maize Products Company

OSWEGO, NEW YORK

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.40
Gold Medal	6.10
Millbourne	6.00
On Top	6.30
Ceresota	6.10
Pillsbury's Best	6.10
Taylor's Fancy	5.40
Semper Idem	4 65
Pride of the West	5.15
Sunbeam	5.05
Qnaker City	5.70

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	2.90
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.85
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	

FARINACEOUS GOODS.

	Per Bal.
Corn Meal—	
Lea's, white, Table, 100 lbs.	2.00
" yellow, granulated, 100 lbs.	2.00
" " table, 100 lbs.	1.95
Western yellow, granulated, 100 lbs.	1.75
Western white, granulated, 100 lbs.	1.65
Quaker, 36 packages	2.85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05⅜
Marrows, Fancy N. Y. Stats, grain bags bush	2.27½
Medium, Fancy, grain bags, bu.	2.35
Pea, fancy, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags, bushel	2.40
Red Kidneys, "	1.70
Peas—	
Green, per bushel	2 40
Scotch "	2.57½
Split, yellow "	2.05
" green "	

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Lentils—	
000000, 110-lb. bags, per lb.	.07
Less quantity "	.07½
Shaker Corn—	
Fancy, barrels, per lb.	.05¾
Less quantity "	.06¼
Hominy—	
Lea's Breakfast, 10 pkgs., case	1.50
Lea's Pearl, 100 lbs., per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.10
Western Pearl, 100 lb. bags	1.80
Western Grits, 100 lb. bags	1 75
Barley—	
OO	.06
No. 3, 100-lb. bags	3.40
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, ⅛, per bbl.	6.80
" " kegs 100 lbs., per keg	3.65
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.47½
Banner Oats, 20 packages	4.35
H. O. Oats, 18 packages	2.32½
Mother's, 18 packages	1.75
Quaker, 18 small size	1.55
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs.	6.20
Avena, per keg, 90 lbs.	3.25
Standard, 180-lb. bbls.	6.00
" 90-lb. bags	2.95
Sago—	
Fine, bags about 160 lbs.	.03¾
50-lb. lots	.04⅛
Admiral, Pearl, 24's	.07¼
Tapioca, Instantaneous, 50 2's	.08½
" Colburn's Hasty, 36 pkgs.	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs., per lb.	.04⅝
" " less quantity "	.05
" Pearl, 150 lbs. "	.04½
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.60
Mapl Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.45
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.65
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	2.65
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.10
" Acidulated "	1 10
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz. "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz. "	.87½
Jell-O Ice Cream Powder, 2 doz. "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.85
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs., per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz., per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs.	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gersts), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs.	1,60
" in boxes, 12 lbs.	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

What Rennet Must Do to Be Good

Good rennet has gotten to be one of the most staple dessert specialties that a grocer can sell.

If it is good. To be good, it must coagulate milk in a few minutes and it must not spoil. James T. Shinn's **Liquid Rennet** fills these requirements under a double-barreled guarantee. And besides that, it has the flavor—the clean, delicate, penetrating flavor that makes rennet-eating grow into a habit.

As to profit, $3.00 return on a $1.50 investment is good enough, eh?

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

They Wouldn't Imitate It If It Wasn't So Good

The Ramly Cigarette is the finest 10c. Turkish cigarette ever made. It is so good other manufacturers try to make their goods **look like** the Ramly, but there the similarity ends.

If you want to get a run on cigarettes, get people to go out of their way to come to to you, put in the Ramly. Remember how it is spelled—R-A-M-L-Y.

Mentor Cigarette Company
404 Atlantic Avenue
Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street
BOSTON, MASS.



The Only Secret to Good Bacon

THERE is nothing magical about bacon. Any packer with the proper facilities and a real desire to make goods he'll be proud of, can produce it.

First, the right kind of selected raw material; then, careful, delicate curing; and you have good bacon—you're sure to have. That's all we put into Swift's **Premium Bacon.** Why, then, isn't all bacon as good as Swift's? Because one or both of those two elements are lacking either all or some of the time.

We will kill the **Premium** brand before we let the grade drop one iota. You can tell your trade that the third, or the fourth, or the tenth shipment will be exactly the same as to-day's.

Swift & Company, U. S. A.

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Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅝ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Butchers', without weights, No. 0	
" " " " 1	
" " " " 2	
" " " " 3	

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SMOKED FISH, CODFISH AND MACKEREL.

SHREDDED COD.

Beardsley— Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.37½

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	28.00	14.60	7.50	1.65	1.37
Ex. Norway, No. 4...	24.00	12.60	6.50	1.45	1.21
Ex. Bloaters, xxx...	38.00	19.60	10.00	2.15	1.77
Ex. Bloaters, xx...	33.00	17.10	8.75	1.90	1.57
Fancy Shore, No. 1...	30.00	15.60	8.00	1.75	1.45
Med. Shore, No. 1 ...	25.00	13.00	6.65	1.50	1.25
Large Irish, No. 2....					
Extra Irish, No. 2....	24.00	12.60	6.50	1.45	1.21
Medium Irish, No. 2..	23.00	12.10	6.25	1.40	1.17
Small Irish, No. 2....	22.00	11.60	6.00	1.35	1.13
Irish, No. 3.....					
Large, No. 3	20.00	10.60	5 50	1.25	1.05
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.00	4.10			
Shore, Round, Med...	6.00	3.60			
Ocean Whitefish.....	5.00	3.10	2.00	.50	
Salmon, Halifax					
Shad, No. 1, Mess....	15.00	8.10	4.25	1.00	.85
Shad, No. 2, Mess....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case.....	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.06½
Medium Bank	.06¼
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring ...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.12
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.80
" " 100s ..... "	1.25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.08¾
Fancy N. Y. State, 48 1 lb	.09½
Choice N. Y. State, 50-lb. boxes	.08½
Apricots—	
Extra Choice Royals, 25 lbs	.21
Choice Royals, 25 lbs	.19
Standard Royals, 25 lbs	.15
Cherries—	
California, unpitted, Black, 25 lbs	
California, pitted, Black, 25 lbs	.24
Currants—	
Gold Medal, recleaned, 36 1s	.07¾
Gold Medal, loose, 25 lbs	.07⅝
Private Growth, extra, cleaned, 36 lbs	.07½
" cleaned, 30 lbs. bulk	.07¼
Peaches—	
Extra Fancy Muirs, 25 lbs	.14½
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12½
Choice Muirs, 50 lbs	.12
Pears—	
Choice California, Bartlett, 25 lb	.11½

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.08½	.08¼	.07½	.07¼
40- 50, 25 "	.07¾	.07½	.07¼	.06¾
40- 50, 50 "				
50- 60, 25 "	.07½	.07	.06¾	.06¼
50- 60, 50 "	.07¼	.06¾		.06
60- 70, 25 "	.06¾	.06½	.06¼	
60- 70, 50 "	.06½			
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.05½		.05¼	
90-100, 25 "				
90-100, 50 "	.05¼	.05	.04¾	
100-120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11
Ensign, fancy, pitted, 50 1s	.08½
Raisins—	
Muscatels, 4 crown, 50 lb	.05⅞
" 3 " 50 lb	.05⅜
" 2 " 50 lb	.05
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Roger's, Layer, Valencias, 28 lbs	.07
Llano, Layer, Valencias, 28 lbs	.06
Gilabert's, Layer, Valencias, 28 lbs	.06½
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07⅝
Butterfly, fancy, 36 1s	.08¼
Owl, fancy, 36 1s	.08¼
Harvest, choice, 36 1s	.07
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17¼
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ⅓ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb..... per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

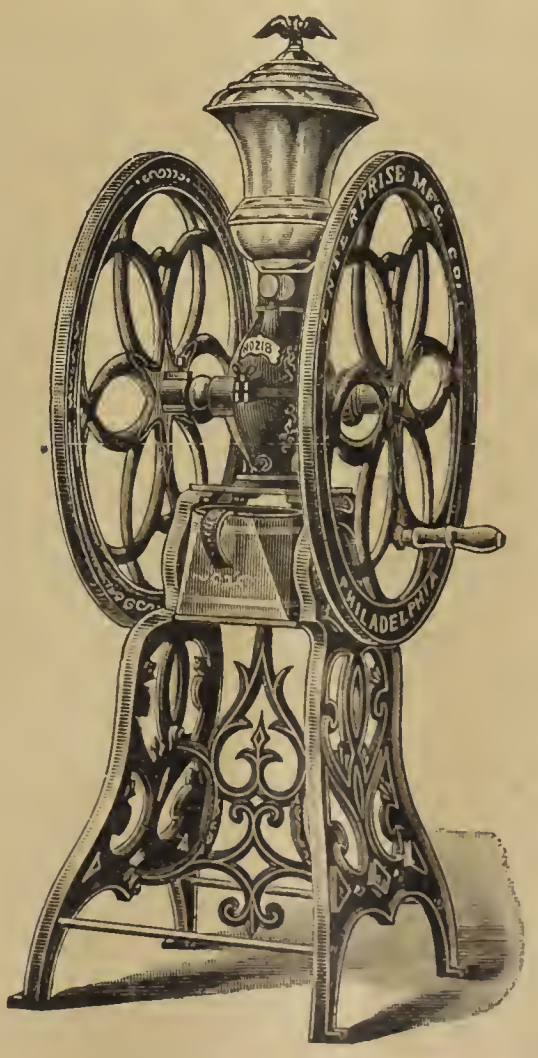
Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.



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INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

		Per case of 6 doz.	
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz'	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.15
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

		Per gro
Ohio Blue Tips—		
200's, 1 gross	per case	1.70
500's, 100 packages	"	3.25
500's, 1 gross	"	4.50
Ohio Noiseless—		
500's, 1 gross	per case	3.75
King Bird—		
100's, 3 gross	per case	2.85
500's, 1 gross	"	4.00

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Swift & Courtney's, 200's, 1-gross case		1.75-1.90
" 400's, 2 "		3.50-3.70
" 500's, 1 "		3.75-4.00
Blue Hen, 200's, 1 "		1,50-1.60
" 500's, 1 "		4.00-4.25
		Per Gross.
Vulcan Parlor, 65's		.41
" 100's, 5-gross in case		.90
" 500's		3.95
Vulcan Safety, 65s, No. 37		.55
" 65s, No. 2		.45
Columbia Safety, No. 2, 5-gross cases		.55
" No. 37, 5-gross cases		.50
" 100's, 5-gross cases		.90
" No. 15, gross cases		1.20
" No. 32, 5-gross cases		.55
Safety		.45
Mazeppa, Parlors, 500's		3.50-3.75
Searchlight, 500's		4.25-4.50
Press, 200's		1.80-1.90
" 500's		4.50-4.75
America, 200's		1.30-1.35
American Paraffine, 500's, ex. qual		4.15
Telegraph, blue head, 5-gross cases		.60
Our Darling, 1 gross, No. 3, 1,000		5.50
Our Darling, ½ gross, No. 4, 1,000		2.75

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¼
18, 37 and 68-lb. buckers,	"	.09
10-lb. buckets, 6 in crate,	per crate	6.25
5-lb. " 6 "	"	3.65
5-lb. glass jars, 6 in case,	per case	3.80
18, 37 and 68-lb. bcks., XXX, Snperior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX,	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets,	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¼
18, 37 and 60-lb. buckets,	"	.09
10-lb. buckets, 6 in crate,	per crate	6.25
5-lb. " 6 "	"	3.65
5-lb. glass jars, 6 in case,	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX,	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets,	"	.08
Campbell's Mince Meat, 30-lb. palls	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits,	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kans, 6 to crate	per doz.	9.80
" 5-lb. " " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25
National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. palls, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden palls	per box 6 palls	3.75
No. 10, wooden palls	per box 6 palls	6.40
No. 18, 37 and 68, wooden palls		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Palls, 18, 37 and 68 lbs.		.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs.	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12¼

OLIVES.

	Doz.
H. Kellogg & Sons, Agents:—	
Theodore Marquet, Mammoth, 64 oz	12.50
" Extra, 64 oz	11.50
" Mammoth, quarts,	6.50
" Extra, quarts	6.00
" Extra, pints	4.00
" Mammoth, ½ pints	2.75
" Extra, ½ pints	2.60
Fourees, 19 oz., fluted bottle	4.00
De Lucques, 10 oz.	2.40
Farcies	3.00
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Snblime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case, per case,	8.50
Pints, " 2 " " "	9.00
½ Pints, " 2 " " "	4.75
Oliver's Olive Oil—	
1 dozen large	6.00
2 dozen medium	6.75
2 dozen small	4.25
6 1-gallon tins, per gal.	2.10
10 ½-gallon tins, per gal.	2.20
20 ¼-gallon tins, per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz, per doz.	.55
Stohrer's, No. 16, 2 doz, per doz.	.90
Stohrer's, No. 32, 1 doz, per doz.	1.80
Keystone, bottles, 2 doz, per doz.	.90

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

PAYING THE DUTY



¶ If your customer demands an imported ginger ale, it is simply from ignorance that a brand just as good is made here—**Clicquot Club.** The man who pays the price of an imported ale is paying not for extra quality, but for the duty. Compared with **Clicquot Club** there is no extra quality to pay for.

¶ **Clicquot Club** is made in Massachusetts by experts. The factory is spotless and the materials the best money can buy. **Clicquot Club** is the most widely sold brand of ginger ale in the world. You can sell it steadily all the year round.



CLICQUOT CLUB COMPANY
MILLIS, MASS.
Philadelphia Agent, R. S. WILLIAMS, 123 S. Front St.

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.21
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25

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Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10
Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 1 doz	.92½

PICKLES.

45 gal., 1200s	per bbl.	9.75
45 gal., 1000s	per bbl.	9.15
William Bros., 16 gal., 800s		6.10
" " 16 " 600s		5.25
10-gallon kegs, 700s		3.25
Sweet Pickles, 500s to 600s, 5 gal.	per keg,	3.30
Sweet Pickles, 700s, 5 gal.	"	3.60
Sweet Pickles, 1,000s, 5 gal.	"	4.15
Sweet Pickles, 2,000s, 5 gal.	"	5.00
Chow-Chow, No. 1, 5 gal. kegs		1.95
Chow Chow, No. 2, 5 gallons		1.75
Chow and Mixed Pickles, 2 gal., per pail		1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.25
No. 8, Sour Gherkins, 2 doz	.90
No. 8, Sweet Gherkins, 2 doz	.90
No. 8, Sour Mixed, 2 doz	.90
No. 8, Sour, assorted, 2 doz	.90
No. 8, Chow-Chow, 2 doz	.90
No. 8, Onions, 2 doz	.90

Crosse & Blackwell's:—	
Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.	.16
" " " 40 grain, bbls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's	per doz. 2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs	.11¾
" 14–16 lbs	.10¾
" 10–12 lbs	.11½
Picnics, 6–8 lbs	.09
N. Y. Shoulders, 10–12 lbs	.10
Dried Beef, sets (city smoked)	.17
" Tenders and Knucks	.19
" Flats	.15
" Air Dried, sets	.21
" " Tenders and Knucks	.21
Jersey Pork, Butt, per bbl.	16 00
" Family "	17.50
Breakfast Bacon, rib in	.11
" boneless	.12½
S. P. Bellies, 14-15 lbs	.09
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.18
Beef Tongues, smoked, 5–6 lbs, per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback	.13
" " large	.13
" " medium	.13
" " small	.13
" Breakfast Bacon	.12
" " boneless	.14
Beef, air-dried, regular sets	.20
" " insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.20
Beef Tongues per doz.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb	.13
Premium brand Hams, 12 lb	.13
Premium brand Hams, 14 lb	.13
Premium brand Hams, 16 lb	.13
Premium brand Hams, 18 lb	.13
Premium brand skinned Hams, 18–20 lb	.13
Premium brand boiled Hams, skinned, fatless	.21
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.22
Premium brand Beef Tongues, short cut	.16
Winchester brand skinned Hams, all aver	.12
Winchester brand Picnics	.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	09½	7⅞
Plain Tubs, 50 and 60 lb. cans	09½	8
10-lb. Tin Pails, 60 lbs	10½	8⅝
5 " "	10⅝	8¾
3 " "	10¾	9

John Bower & Co.—	
Pure Kettle Rendered, tierces	.09¼
" " tubs	.09½
" " 3, 5 and 10-lb. cans.	.10½

Swift & Co.—	
Premium brand, tierces	.10¾
Silver Leaf brand, tierces	.09¾
Jewel, compound, tierces	.08⅛
Cotosuet tierces	.08⅜

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	10¼–.10¾
Common to fair, native	.08½–.09½
Western Dressed Beef—	
Choice, native cattle	10¼–.10¾
Common to fair "	.08½–.09½
City Dressed Veal—	
Prime	–.12
Good to choice	–.09
Dressed Hogs—	
Pigs	–.08
Hogs, heavy	–.08
" 180 lbs	–.08
" 160 lbs	–.08
" 140 lbs	–.08
Dressed Sheep and Lambs—	
Lamb, Western, good	.13
Lamb, Western, culls	.10
Sheep, choice	.12
" medium	.10

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00

K

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

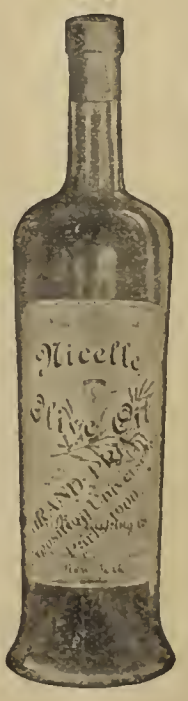
JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
31 South Front Street

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS.



Be Proud of Your Olive Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.
103-107 HUDSON STREET, NEW YORK

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.10
" " western		.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.19 –.21
" Y. T., 15 to 17 lbs	.19 –.21
Old hens and toms	.17 –.19
Common to Good	.15 –.16
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.35 –.45
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.35 –.45
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.35 –.45
Western, 4 to 4½ lbs. to pair, fancy	.22 –.24
" 3 to 3½ lbs. to pair, fancy	.23 –.25
" fair to good	.18 –.21
Fowls—	
Western, fancy	.15 –.16
Heavy Roasters, 4 to 5 lbs	.17 –.19
Fair to good	.15 –.16
Old cocks	.10 –.11
Western capons, fancy	
" " small	
Squabs—	Per doz.
Prime, large, ancy	3.50–4.00
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.32 –.35
Large Springers	.17 – 20
Fowls	.14 –.15½
Roosters	.10 –.11
Ducks	.15 –.16

POULTRY SEASONING.

Bell's Sploed Seasoning—	
Small or No. 1, 2 doz. in case, per doz.	85
" 1 " " "	.85
Large or No. 2, 1 " " "	1.40
1-lb. cans, 1 doz. in case, per case	4.00
2-lb. " ½ " " "	3.75
3-lb. " ½ " " "	5.40
5-lb. " ½ " " "	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	4.50
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz., doz.	.75
Spring Garden, fancy, No. 3, 2 doz., doz	.70
Compass, No. 3, cans, 2 doz	.67½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb., per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—	
Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	.97½
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.92½
Schimmel's, No. 10, tumblers	.88
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.97½
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails, per pail	1.15
Apple, 20-lb. crocks, per lb.	.07¾
Apple, Schimmel's, 30-lb. pails, per lb.	.06
Prune, 30-lb. pails, per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz	1.70
Southwark, assorted, jars, 2 doz	.98
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

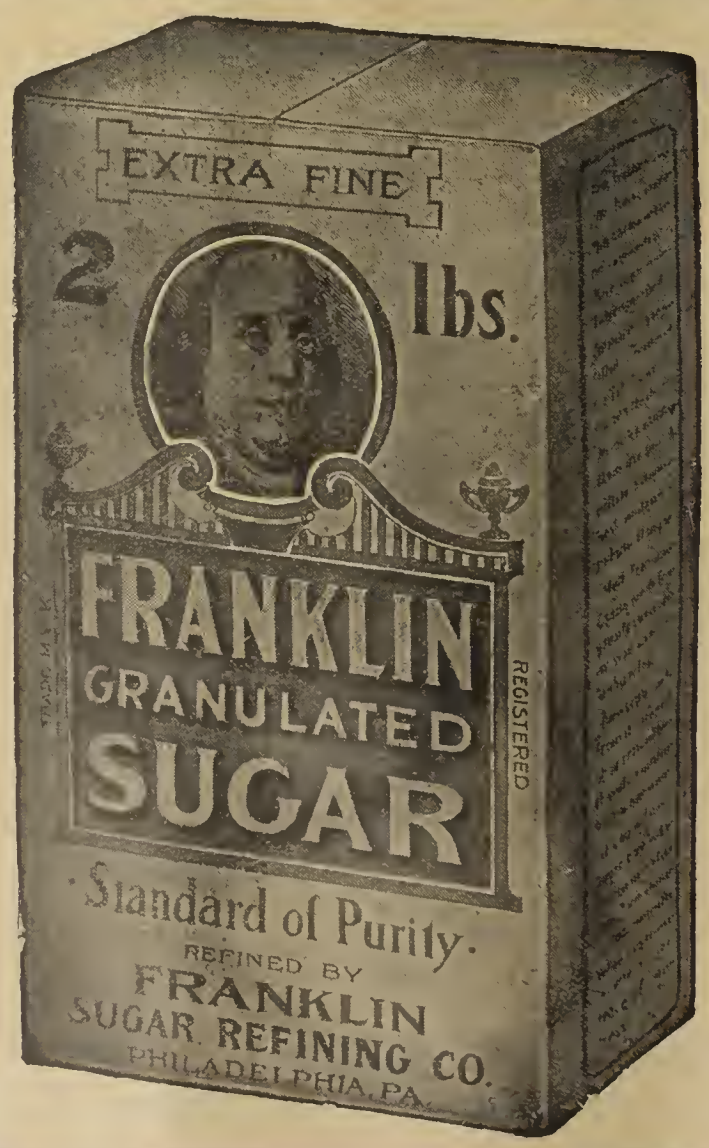
Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		o 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Campbor		.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	
Laudanum, 15c.-size, per doz.,			1.20
Laudanum, 25c.-size, per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum, per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk, per lb.	.08
" Lump, bulk, "	.08
Butter Color, W. & R., per doz.	2.00
Bluestone, bulk, per lb.	.08
Copperas, per lb	.01¾

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Camphor, gum, 1-oz. blocks	.85
" Flakes, 250 bbls	.02¼
" " less quantity	.02½
" Tar Balls, bbls., 250 lbs.	.02¼
" " less quantity	.02¾
Castoria, Fletcher's, per doz.	1.80
" Pitcher's "	.85
Carbonate of Ammonia "	.11
Epsom Salts, per lb.	.02
Glauber Salts, per lb.	.01½
Glue, ordinary	.09½
Glue, white	.20
Glue "	.11
Goff's Cough Syrup, 25c. size, per doz.	1.75
Goff's Herb Bitters, 25c. size "	1.75
Goff's Oil Liniment, 25c. size "	1.75
Goff's Sarsaparilla, 50c. size, per doz.	3.50
Goff's Worm Syrup, 15c. size "	1.20
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size "	.75
Gum Arabic, per lb.	.50
Haarlem Oil, per doz.	.40
Licorice, P. & S., 50. stick, Imported "	.36
" M. & R., 5-lb. boxes, per lb.	.23
" " Lozenges, 5-lb. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.24
" Root "	.11
Putty, 25-lb. cans, per 100 lbs.	1.60
" 50-lb. cans "	1.55
Petroleum Jelly, screw top, 5-c. size "	.35
" " 10c. " "	.75
Paris Green, 100-125-lb. kegs, per lb.	28½
" ¼-lb. packages "	.32
" ½-lb. " "	.31
" 1-lb. " "	.30
Jamaica Ginger, Hires', flasks, per doz.	.90
Rosin, per lb.	.04
Saltpetre, crystal, barrels, about 330 lbs. "	.06
" granulated, kegs, " 100 " "	.06
Sulphur, Flour, 175-lb. barrels, per 100 lbs.	2.55
" 100-lb. bags "	2.25
" less quantity "	.03½
Venetian Red, per lb.	.01
Whiting "	.02
Husband's Magnesia, per doz.	1.85
Bull's Cough Syrup "	1.90
Roach Powder, Omega, 4-oz. cans	.80
" " per gross	9.00
Roachsault, 10c.-size, 1 doz., per doz.	.80
Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



Could You Make a Living Then?

Suppose you sold nothing but bulk sugar, could you make a living?

No, you couldn't; and the chance is the more you sold, the further away from a living you'd be.

When you count the work of handling sugar, and the cost of the work, and add to that the loss every grocer makes through "good measure," you'll find you're practically making nothing on sugar at all.

But you could make a living on **Franklin Carton Sugar** alone. Every package pays a clean-cut profit—not eaten up either by too much work or overweight. As a business proposition it's five times as good as bulk sugar can be at its very best.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA PENNSYLVANIA

—49—

W. F. Young's Veterinary Remedies, wholesale prices— Per doz.

Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per doz.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts, "	1.00
" gallons, each	.30
" ½ barrels, "	3.50
" barrels, "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums, per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand— Per doz.

Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00

Sauer's Flavoring Extracts:—

No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 3, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla, "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.		2.00
" " " " No. 2X, "		.80
" " " " No. X, "		.45
" Lemon, " " No. 25, "		1.75
" " " " No. 2X, "		.80
" " " " No. X, "		.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla, per doz.		1.75
" Lemon, "		1.75
Select Vanilla, "		.85
" Lemon, "		.85
" assorted, "		.85
" small size, "		.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet, per doz.	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1845 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Geo Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Pearl Head, 5-lb. cotton sacks	.05¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.05¾
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03¾
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs	2.50
" " 60 bags, 5 lbs., lim	4.00
" " 82 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2¾ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls. the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schimmel's, small, 2 doz., per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 150 lbs., per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small, "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sauce:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Old Fashioned Gelatine

The cleanest gelatine in the world now comes to you, Mr. Grocer, packed with Universal Coupons.

For purity of stock and scrupulous cleanliness of manipulation **Chalmers' Gelatine** has no equal anywhere.

Nothing but the finest calves' stock and the clearest spring water. The result is real rich old-fashioned gelatine, as far removed from the nauseous imitations of it as wheat is removed from chaff.

The average consumer has been fed on imitation gelatine so long that he will turn with immense relief to **Chalmers'**—if you'll let him.

Two styles—granulated and shredded.

JAMES CHALMERS' SONS, Williamsville, N. Y.

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SEEDS.

Canary, bush. 60-lb	2.75	Mustard, Brown...	.07½
Caraway	.12	Mustard, Yellow..	.07
Celery	.10	Rape, per lb	.05½
Coriander, bleached	.05	Poppy, per lb	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., 111 lbs., kegs	per lb.	.01⅞
Bi-Carb., bulk, 25-lb. boxes	"	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs.	"	.05⅜
Arm & Hammer Sd., ¼ s, 30 lbs.	per lb.	.05⅜
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs.	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.05½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.85
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50

5 per cent. discount on 5 case lots.

Cilcquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz.	per doz.	.72
Putz Liquid, large, 3 doz.	per gross,	16.50
Putz Liquid, large, 3 dos.	per doz.	1.45
Pntz Liqnid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Pntz Paste, large	por dos.	.55
Solarine White Liqnid Metal Polish—		
No. o, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 dos. in case, 50 lbs. ..... per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Beo	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marsellles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Eavenson's	60	2.35
" Hamilton's	60	2.50
" Kirk's	60	2.17½
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4 60
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Clond	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.25
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cntaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Flenr-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.50
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 dos. per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 45 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
Wblte, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75
Banqnet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75

No Loss on Loose Goods



¶ Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.
18 to 24 S. Seventh Street, Philadelphia, Pa.

Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 8 and 4 doz.	"	.85
¼ lb: net, tins, 8 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
½-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.08¼
Allspice	.07
Cloves	.12½
Mace	.48
Nutmegs, large	.18
" Medium.	.15
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		06½
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

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LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅞
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs.	04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish, 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs	.07¼
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro. per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ⅛ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ⅛ gross	4.50
Per gross	9.00
F. F. Dalley Co.—	
2-in-1, smaller size, per doz.	.75
2-in-1, large size "	1.75

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SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¼
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 8 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 brieks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ¼ gross case, assorted, 6, 8, 10's	per case	.90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06
6 oz.	"	.06½
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.10
No. 11, steel	per doz.	.10½
No. 12, steel	per doz.	.13
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5¼ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90



SEIBERT'S Poison Fly Paper

Pays 150% Profit

A very attractive package and a good seller.

Put up 50 envelopes in a display box like cut $1.00

Retails at 5 cents an envelope

The Fly Ribbon Manufacturing Co.—	Gross
Single gross	4 80
Two or five gross	4 32
Five to twelve and one-half gross	4.08
Twelve and one-half to fifty gross	3.84
Fifty gross up	3.60
Fly Paper, Tanglefoot, per case	
Fly Paper, Sticky, 10 cartons	2.20
Sticktite Fly Paper, 100 per case	3.00
Sticktite Fly Paper, 10 cartons, per case	2.35
Wax, White and Yellow, per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10⅝
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80

—60—

Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.85
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	35
Gold Mine, in bbls	30
Fancy, No 104	32
Fancy, No. 105	.28
Choice, No.	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 668	.15

GLUCOSE.

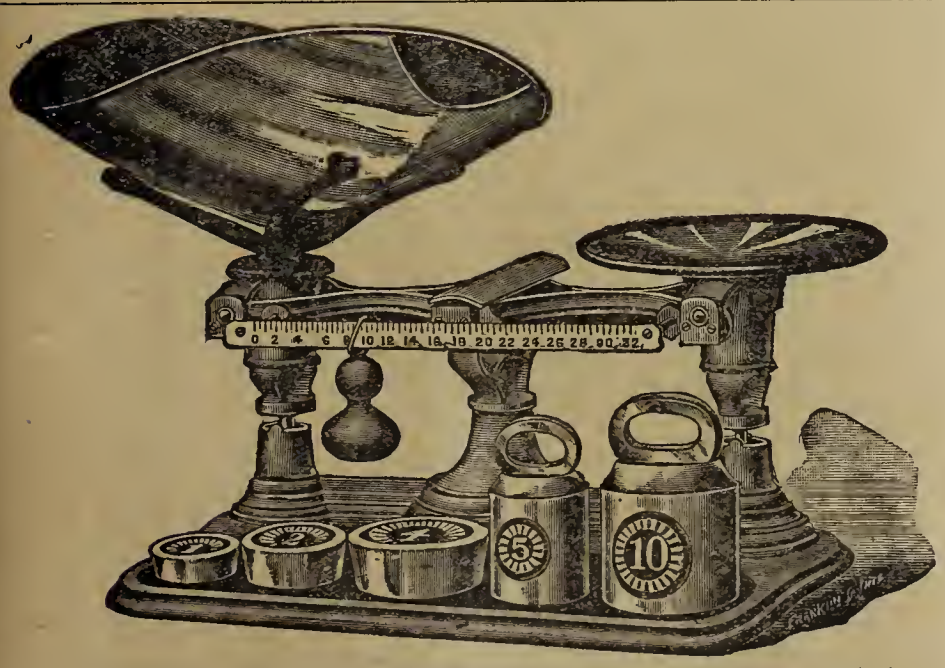
Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

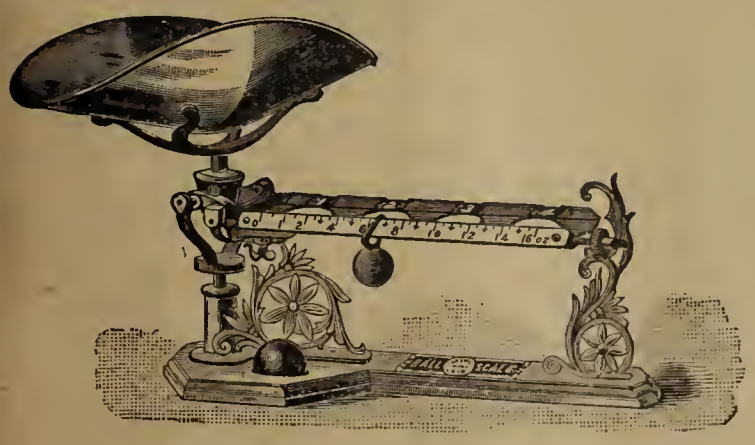
Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 10- oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per case	1.90
Karo, 25 cent size, 1 doz.	per case	2.30
Karo, 50 cent size, ½ doz.	per case	2.30

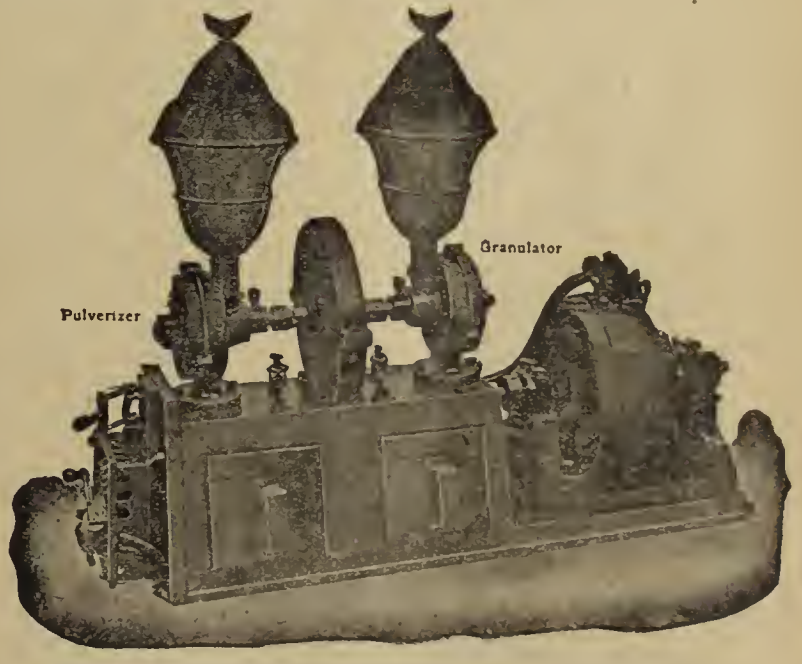


Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 1-32 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE
USED BY ALL LEADING GROCERS



TROEMNER'S

New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET — PHILADELPHIA, PA.

J. A. FLESCH & SON 112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

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No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.65
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.05
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.25
2, Solid oval	1.50
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.20
2, Wire ends	1.40
3, Wire ends	1.60
5, Wire ends	2.00
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
21, X, crescent shape	1.75
1, strap handle, grey fibre	1.20
2, strap handle, grey fibre	1.65
6, all hair, extra quality	2.75

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.30
4, Bristle outside	1.65
5, All bristle	1.75
16X, All bristle, extra value	2.15
18, All bristle, spotted white	2.80

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.55
6, 5 in., Family, extra heavy	.80
8, 6 in., Family, extra heavy	.95
10, 7 in., Family, extra heavy	1.10
12, 8 in., Family, extra heavy	1.25
6, 5 in., A., hair bristle	1.40
8, 6 in., A., hair bristle	1.65
10, 7 in., A., hair bristle	2.00
12, 8 in., A., hair bristle	2.35
6, 5 in., Ideal, all bristle, 3 row	1.90
8, 6 in., Ideal, all bristle, 3 row	2.25

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.90
10, Fibre, wire drawn, extra	1.20
21, All hair, wire drawn	2.25
28, White, wire drawn	2.90
1, 7 in., All hair, flat end	2.05
22, 7 in., Mixed, round end	2.10
11X, 7 in., All hair, round end	2.25

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58



What Team Would Do This?

Automobiles are different from what they used to be in two respects—1. They don't break down like they used to; and 2. They have been so simplified that any average person can run them.

No man need fear an automobile will betray him into a lot of expense. The **Lindsley Car** will actually save him expense. As a delivery proposition it beats a team at least three times. What team will carry 1,500 pounds thirty miles at the cost of a gallon of gasoline?

The **Lindsley Car** will do that.

WRITE

J. V. LINDSLEY & COMPANY

Suite 1112 Monadnock Bldg., Chicago

Oliver's Olive Oil

Noted for its purity and fine flavor

Is guaranteed pure under the Food and Drugs Act of June 30, 1906, and the Penna. Food Law of June 1, 1907.

Cases, 1 dozen large bottles	$6.00
Cases, 2 dozen medium bottles	6.75
Cases, 2 dozen small bottles	4.25
Cases, tins, 2-5 gallons, per gallon	2.00
Cases, tins, 6-1 gallons, per gallon	2.10
Cases, tins, 10-½ gallons, per gallon	2.20
Cases, tins, 20-¼ gallons, per gallon	2.25

JOS. M. OLIVER & SONS

IMPORTERS 5 South Front St., Philadelphia

The METEOR CASH CARRIER



¶*Best known* and most generally used type in the world.

¶*Guaranteed better* in every detail than any wire Cash Carrier on the market.

¶*Easily erected* by local mechanics from our direction chart.

$25 per line f. o. b.

30 Days' Free Trial

UNITED STORE SERVICE AND TUBE CO.

NEW YORK, Times Bldg. BOSTON, Tremont Bldg CHICAGO, Medinah Bldg.

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

DOLLARS IN RETAILERS' POCKETS

Hundreds of Manufacturers and Jobbers of High-grade Standard Selling Goods are offering

UNIVERSAL COUPON CERTIFICATES TO RETAIL DEALERS

as an inducement to push the sales of their goods to consumers. These certificates are given at no increase in the selling prices, or cheapening of quality in their products, but are intended solely as a compensation for your assistance, and are exchangeable through us for valuable and useful merchandise, of which the following list represents a few of the

1000 ARTICLES TO CHOOSE FROM

Pianos	Harness	Buggies	Silverware	Typewriters	Scales	Lamps
Coffee Mills	Safes	Leather Goods	Strong Boxes	Wagons	Trucks	
Desks	Tools	Chinaware	Jewelry	Furniture	Sporting Goods	
Rubber Goods	Watches	Cut Glass	Toilet Articles	Trunks	Rugs	Clocks

Any retailer taking advantage of this liberal offer is simply putting extra dollars into his pocket, as the cost to him is absolutely nothing but represents a saving of 15 to 60 per cent. over the cost if he were to buy them in the regular retail way.

Write To-day for List of Goods and Manufacturers

Manufacturers' Trade-Mark Association, Dept. W, 253 Broadway, New York

No Argument Against Facts

Success in merchandising is a result of close attention to the **little things** and the application of methods which have been proven efficient by actual experience.

If your present system is subject to **losses** by errors in computation or the giving of overweight, remember that it is **your** money and **your** merchandise that is getting away from you.

We offer you our services **gratis** for the purpose of showing you where the losses occur, and how they can be successfully prevented.

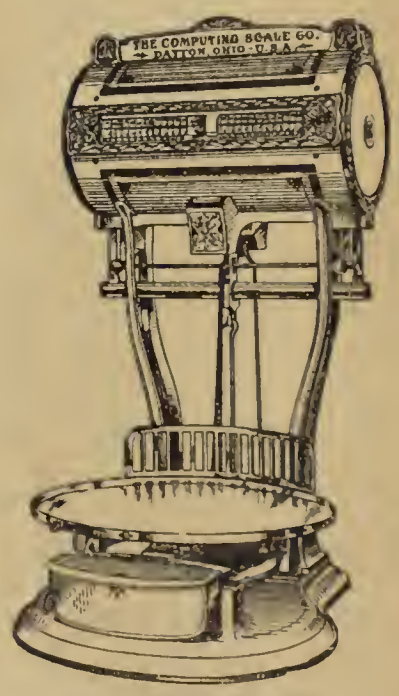
We make no claims or statements regarding

Dayton Moneyweight Scales

which cannot be proven to your entire satisfaction. The accuracy and efficiency of our scales are proven, not only by successful users, but by

FOUR HIGH COURT DECISIONS

If you are at all interested in knowing how to improve your present system of weighing, send us the attached coupon or your name and address. Don't be the **last** to investigate.



The new low platform No. 140 DAYTON Scale

Date.....
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME.....
STREET and NO.....
TOWN..... STATE.....
BUSINESS.....

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

Moneyweight Scale Co.

35 State Street, Chicago

DISTRICT OFFICES: Philadelphia Office, 1651 N. 8th Street. Pittsburg Office, 205 McCance Bldg. New York Office, 11 E. 14th Street. Buffalo Office, 62 Pearl Street.

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



It's a Hard Job, but We've Done It

You know how hard it is to please all your customers with coffee. It is natural for you to find it harder than we do, because you have a lot of things to do and we do nothing else. Private Estate Coffee is the result of many years' experimenting to please the popular taste, and it does it so well that we don't know of a grocer who has induced a customer to try it who isn't still using it. This is one important reason for your making a leader of it, and another is that we share our profits with you by giving you Universal Coupons with every case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS **33-34 Fulton Street, New York**

Philadelphia Branch, 139 S. Front Street

You Know What Our Name On These Goods Means

We are making Macaroni, Spaghetti, Noodles and Pastels. We are making them like we make our bread, so good that nothing can be better. So good that grocers can safely recommend them to their customers.

We are going to spend our advertising appropriation on the grocer, to make it worth his while to tell his customers about these goods and create a demand for them.

Every case will contain Universal Coupons, which the grocer can exchange for almost anything he needs instead of buying it.

The *Freihofer*

VIENNA BAKING COMPANY

PHILADELPHIA, PA.

We Want You to Sell This



There are good reasons why you should. It is the finest floor wax ever manufactured. Lots of your customers have hardwood floors, and if you sell **Moore's Floor Wax** to them ONCE they will always buy it. To make it worth your while to tell your trade about it, we are giving you enough Universal Coupons with it to entitle you to a handsome premium with every case.

E. B. MOORE & CO.

76 Wabash Avenue **Chicago, Illinois**



R·O·Y·A·L

Retailers who sell **Royal Peanut Butter** sell the best
Others sell something that won't take its place.
You *make* trade with Royal—the inferior kind drives trade away.
Always sell the best of everything yourself.
Let the other fellow take the chances.

(Universal Coupons (**an extra profit**) in each case for the grocer)

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio



'Neath Sunny Italian Skies

If you have been handling French or Spanish olive oil, you probably do not really know genuine olive oil perfection.

The finest of all olive oil is Italian oil; other oils are just as pure, but none have the smooth, mellow richness of oil made from olives grown 'neath sunny Italian skies.

The finest oil that comes to this country is **La Toscana.** There is a flavor and a perfume to this oil that connoisseurs say they have never seen equalled.

J. L. Neff & Co.
Sole American Agents
BROOKLYN, N. Y.

Oakdale Pretzels

Are What You Want

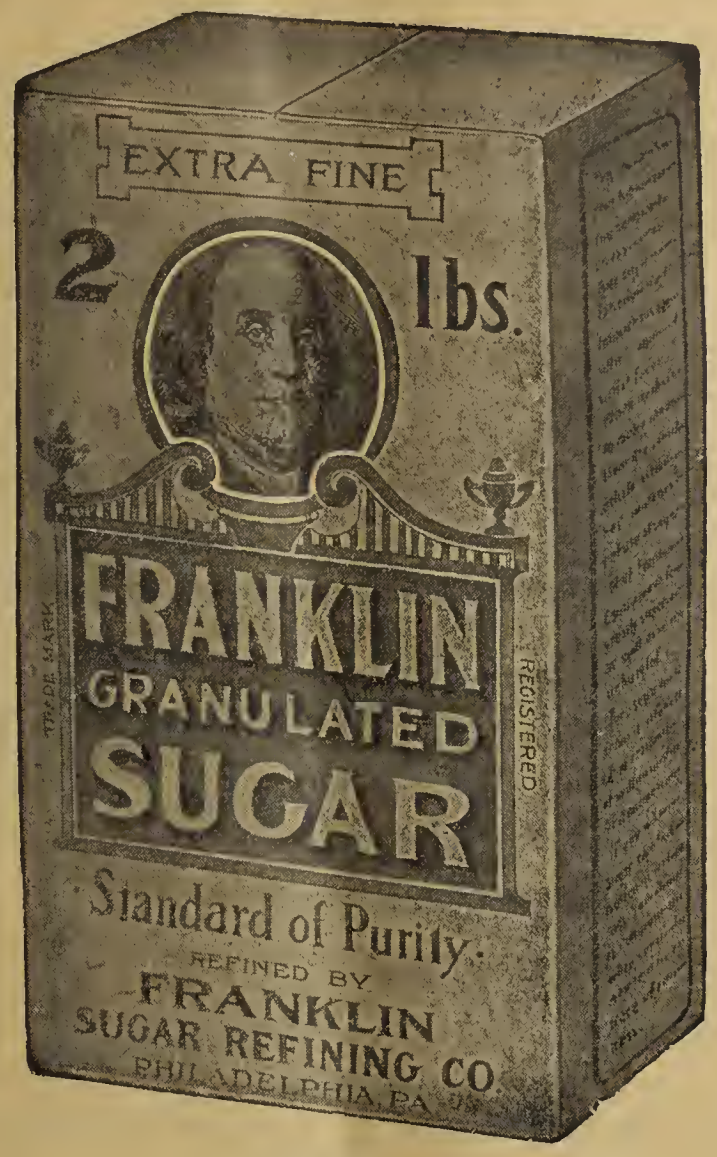
¶ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

¶ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

¶ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.



Summer's Coming—Try It On

The summer fruit season is the sugar season—good time to test **Franklin Carton Sugar** as a selling proposition.

Franklin Carton Sugar will give you the most comfortable, profitable sugar season you have ever had. It's no work to handle it—we've done all the weighing and the wrapping—you simply hand it out.

You don't steal from yourself, either, by giving overweight. You *can't* give overweight with **Franklin Carton Sugar.**

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

Special Offer for $4.00

To introduce our Duplicate Salesbooks, we will send you complete

5000 Original Bills
5000 Duplicate Copies
(Your business card printed on each sheet)
150 Sheets of Carbon Paper
2 Patent Leather Covers
Price, complete, $4.00



We do this to have you give them a trial. We know if you once use our duplicate system you will always use it, as it will pay for itself in forgotten charges alone—save one-half your time in bookkeeping—cut out errors.

Two bills at one writing—they must correspond—the customer gets one—you have the other.

For samples and prices in large quantities, write

E. C. Fell Mfg. Co.
1112-14 Sansom Street
Philadelphia

NOTE:—In sending in orders kindly send copy of printing desired. We can fill orders in ten days.

THE ONLY WAY WE HAD A CHANCE

We have been endeavoring, through trade paper advertising, to induce you to ask for **Murdoch's Laundry and Corn Starch.** Many of you have done so, and are selling them regularly to-day.

We hazard the opinion that every grocer who is, is well satisfied that they are the cleanest and the best starches on the market.

They *have to be* the best, for that is absolutely the only ground on which they could sell. With the market dominated by one concern, what chance would an independent starch have unless it was better than its competitors?

So that there are two reasons why you ought to sell these starches. First—they are independent, Second—they are the best.

Oswego Maize Products Company, Oswego, New York

There's Enough FOR YOUR Customers



If all people knew what "Leaf" Lard means, we couldn't supply the demand for it.

There is but one piece of Leaf Fat in a hog—not enough to supply one-tenth of the people—most of the lard that's used *must* be made from other hog fats.

But you can sell *your* customers "Simon-pure *Leaf* Lard.

If you are after Quality trade, better stock "Simon-pure" to-day.

ARMOUR AND COMPANY

Isn't It Foolish To Advertise Light?

It seems ridiculous to advertise light, so obvious is it that that which is lightest is cheerfulest and draws the most people.

Particularly a store. Every *successful* grocer in business uses an amount of light that you might consider extravagant; but it isn't—it is business. These grocers make their stores cheerful because they know that cheeriness brings people, and people buy.

You'll find that the most successful stores are always the ones that are the brightest at night.

Talk this over with us.

The Philadelphia Electric Co.
10th and Chestnut Sts., Phila., Pa.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, APRIL 27, 1908 NO. 17.

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More Evidence That Certain Jobbers Want Retailers' Association Destroyed*

In Line With Montgomery & Co's Move, Reported Last Week, Another Incident Is Related in Which Another Leading Jobber in the Local Conflict Refused to Sell Retail Grocers' Association Goods. Proves That Their Real Desire Is Not to Make Association Buy as a Retailer, But Not to Buy at All.

In the last issue of the "Grocery World" it was suggested, based on a move made by William Montgomery & Co., the local wholesale grocers, that many of the jobbers who are engaged in the attack upon the Philadelphia Retail Grocers' Association are not sincere in their contention that only jobbers should sell the association; and that what these jobbers really want is for nobody to sell the association. In other words, their aim is not to relegate the association to a place in the ranks of retailers, but to destroy it.

Further evidence showing that this accusation is not exaggerated was obtained during the week. The jobber implicated this time is not Montgomery & Co., but another concern no less prominent in the fight against the retail association.

The Retail Grocers' Association recently needed a certain brand of Maine corn. None being in sight, a well-known merchandise broker was employed to hunt some up. He found it in the possession of the jobbing house referred to above. This house, let it be said, has been steadfastly persisting for months that the Retail Grocers' Association, being composed of retailers, should buy all its goods from wholesale grocers, none at all from manufacturers.

The broker inquired the price of the corn and this being satisfactory placed an order before disclosing the buyer's name. When the sale was complete except as to this he said:—

"Charge to the Retail Grocers' Association."

"I don't know about that," instantly said the partner who was attending to the matter, "we don't want to sell them."

The broker couldn't see why and said so. He had considerable argument with the jobber and finally persuaded him that there could be no logical reason for a *jobber* refusing to sell an association of retailers. The order was finally accepted and sent back to be cared for by the bookkeeper.

As soon as he saw it the bookkeeper raised his hands in holy horror. He even had the assurance to take it out to his employer and question whether the house ought to sell the Retail Grocers' Association. The bookkeeper almost persuaded the jobber that the business should be refused, but not quite, and the transaction stood, until the other partner happened in. He raised a fearful time about it. He didn't think they ought to sell the Retail Grocers' Association anything.

At this juncture the broker lost his temper completely.

"————," he said, "you're a fool! You've been contending for weeks that only the jobbers ought to sell the association, but when they come to you, a jobber, you still raise objections! You're going directly against your own principles!"

"Well," said the jobber, finally, "we'll take the order, but we won't charge it to the Retail Grocers' Association; we'll charge it to you."

The "Grocery World" claims that nothing could be more significant than this, of the secret intention of a certain few narrow-minded and selfish jobbers to crush out the organized retailers if they can. Happily they cannot, but their impotence fails to make their motive less contemptible.

It is perfectly plain that if the sole desire of those wholesalers was to compel the Retailers' Association to buy of jobbers, that the one above referred to would have welcomed and applauded the association's effort to buy corn, not of the packer, but of him, a jobber. So would Montgomery & Co. have welcomed the association's purchase of ginger ale from a jobber instead of from the manufacturer direct.

*NOTE.—The name of the jobbing house referred to in the above article cannot be published, but it will be supplied to any retailer sufficiently interested to ask for it.—ED.

Philadelphia Retailers' Annual Banquet.

Local Association Holds Twenty-third Annual Function at Dooner's Hotel. Members Make Capable After Dinner Speakers. Frankford Grocer-Poet's Jubilee Song. Officers Receive Ovations. The Toasts.

The Philadelphia Retail Grocers' Association held its twenty-third annual banquet at Dooner's Hotel, where with few exceptions every annual banquet has been held for years, on last Wednesday evening, April 22d. An even hundred men were present, the ladies this year not being included in the invitation.

After the discussion of the menu, which was exceedingly well chosen and satisfactory, the following toasts were responded to:—

"Reminiscences," Mr. O. A. Patterson; "The Rolling Dollar," Mr. J. A. Edgar; "Self Limitation," Mr. C. W. Zieber; "Business Unity," Mr. A. F. Daix, Jr.; "Competition," Mr. William Lehman Yerkes; "The Unit's Value," Mr. E. J. Buckley; "Enthusiasm," Mr. C. Y. Scully; "The Dynamo," Mr. Albert Kaiser; "Confidence," Mr. Lucian W. Beatty.

A change was made this year by having an unusually large number of after-dinner speakers chosen from among the association members. The experiment was a conspicuous success, the addresses being well prepared, practical, and in some cases far above the average after-dinner speech. William Smedley, secretary, was toastmaster, and in introducing President Albert Kaiser, the last speaker, paid him a tribute as the "balance wheel of the organization," which brought the brainy little president a remarkable ovation from the members.

The evening also brought a series of tributes to Secretary Smedley, who this year completes his twentieth year of service, and whose capacity and wisdom have been particularly marked through the present conflict with local jobbers.

Another feature of the evening was the rendering of the "Grocers' Jubilee Song," composed by R. T. Holme, of the Frankford Association, and sung to the tune of "Marching Through Georgia." Mr. Holme also rendered his original song "My Grandfather's Store," the words of which have been published in the "Grocery World." The words of the Jubilee Song are as follows:—

Listen while the grocers sing,
(This song is our delight)
It cheers us in the battle
We are fighting for the right—
A battle in which each of us
Should strive to take a part,
While we are banded together.

CHORUS.
Hurrah! Hurrah! the grocers all agree;
Hurrah! Hurrah! we still united be.
Thus we'll sing the chorus,
And we'll sing it heartily—
While we are banded together.

How we used to get took in
By those who wouldn't pay,
How we used to swear we'd never
Trust another day,
How we used to watch and wait
For the cash that never came,
Before we were banded together.

The dead beat used to be the boss,
And when we'd want our pay,
They'd get mad and tell us
They could deal across the way.
But now we've got 'em where we want 'em,
And there they'll have to stay,
While we are banded together.

A better day is coming, boys,
It seems just now at hand,
When we as grocers know our rights,
And boldly take a stand
Against the wrongs we suffer,
Both within and out our ranks,
While we are banded together.

Strawberries continue cheap. Florida berries are about done. There are a few in from Charleston, but the bulk of the supply is from North Carolina, and command, if they are good, 15 cents. Last year at this time the quotation was 25 cents. Present receipts of strawberries are not running very good.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Invitation

To the Members of
The National Association Retail Grocers.

Gentlemen:

As your Annual Convention meets in the city of Boston May 11-12-13-14, we take this opportunity to cordially Invite You and your Family and Friends to come to our Boston offices at that time.

We shall be pleased to show you such attention as you will permit; and, incidentally, request the pleasure of your inspection of our coffee and spice factory, which comprehends many very interesting features.

We are, as perchance you are aware, Pioneers in the manufacture and distribution of Pure High-grade Coffees, Spices, and Teas, and will take great pride in showing you our splendid equipment and the perfect sanitary conditions under which we store, manufacture, and pack our products.

We are located only Four Minutes' Walk from the great South Terminal Station, through which you will probably enter the city.

Have your Mail sent in our care, and command us for any assistance in making your visit here pleasant and profitable.

Cordially yours,

Dwinell-Wright Company,

Offices, Factory, and Warehouse,
311-319 Summer St., 323-329 A St.

Western Department,
57 Michigan Avenue, Chicago.

Dr. Wiley Under Cross-Examination

How the Chief Government Chemist Showed Up as a Scientist When Questioned in the Harper Case. Can't Even Remember Title of His Own Book. Admits Ignorance on Several Points. Extracts from Stenographic Report of Examination.

Since the reversal by the Federal Food and Drug Board of several of the rulings of Dr. H. W. Wiley, chief Government chemist, on matters concerned with the enforcement of the Federal food law, a doubt has grown up among the trade as to Dr. Wiley's actual standing as a physiological chemist. Before he was put to the crucial test it was generally believed that Dr. Wiley was an extremely able scientist, but several reasons seem to have developed for modifying that impression.

The latest and possibly the strongest reason is certain admissions made by him during his testimony as an expert witness in the first and so far the only prosecution brought under the national food law. The case referred to was that against Robert N. Harper, a well-known business man of Washington, D. C., for selling a medicinal preparation under false label. For general information the following stenographic extracts from Dr. Wiley's testimony at that trial are reproduced:

Dr. Wilcy cross-examined by Mr. Tucker:—

Mr. Tucker: "Well, you have written a book, have you not, on—what is the title of your book, Doctor?"

Dr. Wilcy: "I cannot remember it."

Mr. Tucker: "You cannot remember the title of your book?"

Dr. Wiley: "No, sir."

Mr. Tucker: "Well, I will read the title to you—'Foods and Their Adulteration; Wilcy; Illustrated.'"

Dr. Wiley: "I think that is it; yes, sir."

Mr. Tucker: "You plead guilty of being the author of that?"

Dr. Wilcy: "Yes, sir."

* * * * * * * * *

Mr. Tucker: "What is the physiological effect of caffeine?"

Dr. Wiley: "Well, I am not an expert pharmacologist."

Mr. Tucker: "You do not know?"

Dr. Wiley: "I have an idea, but not as an expert."

Mr. Tucker: "Do I understand, then, that you disclaim any expert knowledge on the subject of the physiological effect of drugs?"

Dr. Wiley: "I do. I am not a druggist."

Mr. Tucker: "You do not know, then, the physiological effect of drugs?"

Dr. Wiley: "Yes; I know some of them, because I am a physician. I would not qualify as an expert in drugs."

Mr. Tucker: "Oh, you are a physician?"

Dr. Wiley: "I am trained as a physcian; yes, sir."

Mr. Tucker: "Have you ever practiced as a physician?"

Dr. Wiley: "I have never practiced, except in hospitals. I never had a private practice."

Mr. Tucker: "What has been the extent of your hospital experience?"

Dr. Wiley: "I will not qualify as a practicing physician; I do not propose to."

* * * * * * * * *

Mr. Tucker: "You have stated that this preparation of Dr. Harper's is not a brain food. That means, in your opinion, that it has no food value. Now, I understand that you are expressing that opinion, not as a physician, but as a chemist. Is that right?"

Dr. Wilcy: "As one with some knowledge of foods."

Mr. Tucker: "Then you are expressing that opinion as a food expert as distinguished from a physician?"

Dr. Wilcy: "Yes, sir."

Mr. Tucker: "And as a food expert you do not know the physiological effect of caffeine on the body?"

Dr. Wiley: "As a food expert I know it does not nourish the body."

* * * * * * * * *

Mr. Tucker: "Doctor, you have told us that you do not know anything about, or know little about, the physiological effects of drugs."

Dr. Wiley: "I said I would not qualify as an expert."

Mr. Tucker: "Yes."

Dr. Wiley: "I know a good deal about it, but not as an expert."

Mr. Tucker: "Well, as I understand, we are trying to get your opinion as an expert. That is what we have been endeavoring to do. Doctor, are you acquainted with the work of W. Gilman Thompson, Professor of Medicine in the Cornell University Medical College, entitled 'Practical Dietetics?'"

Dr. Wilcy: "I have never read it very carefully. I have seen the work."

Mr. Tucker: "Is it considered an authority?"

Dr. Wiley: "Well, I could not state in regard to that. So far as I know—I would not say positively—I should think it was a very good authority."

Mr. Tucker: "You do consider it a good authority?"

Dr. Wiley: "Well, I say, I have not read it with any care, except that I have consulted it once or twice; but I never have read the book, so I do not know it from my personal knowledge."

Mr. Tucker: "How does Dr. Thompson stand in the profession?"

Dr. Wiley: "I do not happen to know him personally, and I have never heard any expression——"

* * * * * * * * *

Mr. Tucker: "What is the chemical formula of acetanilid?" (An ingredient of the preparation on trial).

Dr. Wiley: "I do not remember the chemical formula. I am not a drug expert."

Mr. Tucker: "What are the elementary constituents of acetanilid?"

Dr. Wiley: "It consists of carbon, hydrogen and oxygen."

Mr. Tucker: "Anything else?"

Dr. Wiley: "Well, I could not say. I am not an expert in that line."

Mr. Tucker: "You are not an expert in that line?"

Dr. Wiley: "No, sir."

Mr. Tucker: "Are not some of these elements that you have just named also elements of food?"

Dr. Wiley: "Not to my knowledge."

Mr. Tucker: "None of them?"

Dr. Wiley: "Not to my knowledge."

Mr. Tucker: "What is the chemical formula of starch in food?"

Dr. Wiley: *"Starch is composed of carbon, hydrogen and oxygen."*

* * * * * * * * *

Mr. Tucker: "Now, Doctor, as I understand, you do not know the physiological effect of acetanilid, and yet you state as a food expert that it has no food value?"

Dr. Wiley: "I do."

Mr. Tucker: "How do you reconcile these two statements? If you do not knew the physiological effect of acetanilid, how can you say that it has no food value?"

Dr. Wiley: "Because it is not a food; it has none of the properties of foods."

Mr. Tucker: "Well, that is your opinion, that it is not a food; is it not?"

Dr. Wiley: "Well, yes."

Mr. Tucker: "How can you state that it is not a food if you do not know its physiological effect upon the human system?"

Dr. Wiley: "Well, I know it is not a food."

Mr. Tucker: "Well, is that the best answer you can give us?"

Dr. Wiley: "I think it is a very positive answer."

* * * * * * * * *

Mr. Tucker: "How long ago was it, Doctor, that you studied medicine?"

Dr. Wiley: "It has been thirty years ago."

Mr. Tucker: "Thirty years ago you studied medicine?"

Dr. Wiley: "I studied therapeutics; yes, sir."

Mr. Tucker: "How long did you practice?"

Dr. Wiley: "I never practiced at all, except during my experience in a hospital as a student, or as an assistant for a short time."

Mr. Tucker: "Then at least part of your knowledge of the physiological effect of caffeine is based upon what knowledge you obtained as a student in a hospital thirty years ago?"

Dr. Wiley: "Yes, sir?"

* * * * * * * * *

Mr. Tucker: "Did you not say, Doctor, that tannin is the chief, principal ingredient of coffee?"

Dr. Wiley: "I did not say it was the chief; I said it was one of the principal constituents."

Mr. Tucker: "Well, I only want to know why you make that statement, why is it; that is all?"

Dr. Wiley: "Well, I could not say why tannin is the chief constituent of coffee. I did not create coffee."

Mr. Tucker: "No, Doctor; that was not the question. The question is why it is so valuable?"

Dr. Wiley: "Well, I think you must refer that to the Creator, too."

Those persons who have believed Dr. Wiley to be a fount of knowledge on everything connected with chemistry, both food chemistry and chemistry in general, will doubtless be amazed at his miserable showing in the above examination.

Turks Want Our Soaps.

American Consul Says We Sell Very Little Soap in Turkey Now, but Could Sell Much More. France, England, Austria and Germany Have Trade Now.

Special correspondence of "Grocery World."

Washington, D. C.,
April 23, 1908.

According to E. H. Ozman, the American Consul stationed at Constantinople, Turkey, there is a good chance in the country of the Sultan for American soaps.

All laundry work in Turkey is done by the washerwoman, and in the most primitive manner. Hot water is always used, and from the moment the soap is put into the tub it never leaves it, always remaining in the hot water and never melting. It is difficult to get people in this country to change from what they have been accustomed to, although within recent years certain foreign soaps have gradually come into use. Native soap is made up in rectangular blocks weighing about 1¼ pounds each.

There is imported into Constantinople from Marseilles, France, 25 or 30 tons of white soap annually, made up in bars of 100, 150, 250, 500 and 1,000 grams (1,000 grams equal 2.2 pounds) and packed in cases. The qualities imported contain 50 to 70 per cent. of fat, and the price varies from 40 to 70 francs per 100 kilos ($7.72 to $13.51 per 220 pounds) free on board ship at Marseilles.

One brand of laundry soap has, by judicious advertising, taken a firm hold on the Turkish market. It can be used with cold water, and is beginning to be adopted where native soap held full sway. It is comparatively cheap, saves time, and is even used by some of the poorer classes for toilet purposes. This soap is made up in bars of two cakes joined, three bars in one box containing advertising matter in French and Turkish. One case is made up of 48 boxes and, notwithstanding local imitations, besides the competition of other soaps made up in a

We are "ON THE JOB" Selling the Best Quality Groceries at the Lowest Prices for CASH.

Are You "ON THE JOB" with the Buying End of Your Business?

Owl Br. Ex. Ch. Cal. Apricots, very bright, 25-lb. bxs.	per lb.,	$ .16¾
Standard Cal. Apricots, very bright, 25-lb. boxes,	per lb.,	.13
30-40s Magnolia Fancy Cal. Prunes, 25-lb. boxes	per lb.,	.07¼
30-40s Pheasant Br. Fancy Ore. Prunes, 25-lb. bx.	per lb.,	.07
40-50s Princess Br. Fancy Ore. Prunes, 25-lb. bx.	per lb.,	.06½
½ c. per lb. less in 5 or 10-b ox lots of either or assorted sizes of the Oregon.		
Oak Brand Ex. Standard Cal. Sliced Lemon Cling Peaches, No. 1, 4 doz. to the case	per doz.,	1.45
Tioga Brand Ex. Standard California Lemon Cling Peaches, No. 2½ Cans, 2 dozen	per doz.,	2.45
Thistle Brand Standard California Lemon Cling Peaches, No. 2½ Cans, 2 dozen	per doz.,	2.25
Automobile Brand California Lemon Cling Peaches, No. 2½ Cans, 2 dozen	per doz.,	2.00
Yosemite Brand California Yellow Free Peaches, No. 2½ Cans, 2 dozen	per doz.,	1.80
Arbutis Brand Wisconsin Standard Early June Peas, 2 dozen	per doz.,	1.07½
Pride of Delaware Stand. Early June Peas, 2 dozen,	per doz.,	.92½
Kent County Standard Early June Peas, 2 dozen	per doz.,	.85
In 5 or 10-case lots of either one kind or assorted at 2½ c. per dozen less.		
Fairbank's No. 1 Lunch Tongue, 2 dozen	per doz.,	2.10
Fairbank's No. 2 Corn Beef, 1 dozen	per doz.,	2.20
Quaker Oats, 18-2s	per case,	1.35
Schumacher's Avena, 18-2s	per case,	1.42½
Best Quality Jute Rope, ¼ in. or ⅜ in. on spools, about 55 pounds	per lb.,	.06⅜
White Cotton Rope, ¼ in. or ⅜ in. on spools, about 43 pounds	per lb.,	.08¼
No charge for spools and spools not returnable.		

Bertin Brand Absolutely Pure Imported Olive Oil, Small (formerly called half pints), 2 dozen	per doz.,	$1.87½
Medium (formerly called pints), 2 dozen	per doz.,	2.75
Large (formerly called quarts), 1 dozen	per doz.,	4.75
One Gallon Cans (full gallons)	per can,	2.05
This is a very high grade, absolutely pure Olive Oil at much lower figures than others will ask you for like quality goods. We guarantee it in every particular, if not entirely satisfactory it may be returned at our expense.		
Fine Formosa Black Tea, half chests, about 45 lbs.,	per lb.,	.18
Seconds Gunpowder Tea, quarter chests, about 32 pounds	per lb.,	.18
We save you at least 5 to 10 cents per pound on Teas, if bought on our low cash basis. Order the above on our strongest recommendation, and if not entirely satisfactory after a thorough examination they may be returned at our expense.		
Heinle's Carbonated Root Beer, Gingerale, or assorted drinks, quarts, 2 dozen	per doz.,	.87½
5 or 10-case lots	per doz.,	.85
Miller's Mint, Wintergreen or Assorted Lozenges, 30-lb. boxes	per lb.,	.08¼
5 or 10-box lots	per lb.,	.08⅛
They will be a penny a pound higher in the very near future on account of the very strong and advancing sugar market.		
Best Quality Sour Krout, 45-gallon barrels	per bbl.,	3.40
California Lima Beans, bags about 80 lbs.	per lb.	.05⅜
Extra Quality Sharp Cheese, about 45-lb. average	per lb.,	.15½

These Prices for This Week Only—April 27th to May 2d, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street, 28 N. Delaware Avenue **Phila., Pa.**

similar manner, its sales were not less than 7,000 cases during last year. It is retailed at 18 cents per box of three bars.

There are still possibilities for good laundry soap of similar quality in the hands of a pushing agent, but a little money would have to be spent in newspaper advertising and putting printed posters around the town.

Most of the higher-priced toilet soaps are imported from France. England has a good share with one popular make, and cheaper articles come from Austria and Germany. Our share is insignificant.

There is a large business to be done in cheap toilet soap. One firm alone is selling 500 dozens of toilet soap per month, put up in fancy boxes, containing 6 cakes each, which are sold for 20 cents. This line, however, is generally made up in boxes containing 3 cakes, and is retailed at about 12 cents per box. The Consul invites any American manufacturer who wishes to go after the Turkish field to correspond with him.

HOLT.

Collection Letter One Grocer Has Found Successful.

Following is a form of collection letter which has been adopted by L. F. Hellman, of Cleveland, Ohio, and which he claims has brought excellent results:—

Mr. .....

Dear Sir:—Looking over our accounts we find that you owe us. It is not a pleasure for us to ask you to make settlement, but conditions of the times prompt us to press payment on all accounts. In fact, we are pressing all customers to work close to cash payments. Wholesalers are hard pressed for money, not being able to make loans from the banks to carry on their business. They have organized and are demanding close settlements from all men in business. Commission merchants ask us to pay bills every Monday, even if the goods have been bought the previous Saturday. Flour men ask us to pay previous bills before sending out a fresh lot. Wholesale grocers are a little more lenient, giving us thirty days, 2 per cent. fifteen days.

This 2 per cent. is quite an item. It means an extra profit to us. For example: If you owed us $10 for one year and we lose this 2 per cent. every fifteen days, our not being able to use this money in our business means a loss to us of about 20 cents each fifteen days, 40 cents each month or $4.80 per year.

The total of your bill and the condition of your account cost us a pretty penny in lost discounts. The saving of this percentage almost pays our operating expenses, if figured on all outstanding moneys. A quick settlement at this time would be very much appreciated.

Respectfully,

.....

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

DANDELION
VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.



A BAD HITTER

His Bunches and Bruises can be removed quickly without stopping work with

ABSORBINE

This remedy cures Lameness, kills Pain, removes any Soft Bunch without blistering or removing the hair, and pleasant to use. $2.00 per bottle, delivered, or at dealers. Absorbine, Jr., for mankind, $1.00 bottle. Allays inflammation rapidly. Cures strains.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

To the Trade:

Do You
in Selling

CEYLON TEA

Caution Consumers
to

Avoid Wastefulness?

Impress Upon
Them That

Only Half the Quantity

It Takes of
Other Teas

Is Needed to the Cup?

Grocery World

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Manager "Prices-Current."

Monday, April 27, 1908.

Threatening Brokers, Now.

The local Wholesale Grocers' Association is still bringing considerable pressure to bear on merchandise brokers, threatening them with a boycott in case they continue to sell goods to the Philadelphia Retail Grocers' Association. Let it be said and emphasized that only a few jobbers descend to this. A large number, while plainly stating that they will do more for a broker who refuses the association than for a broker who does not, are still too much men to descend to the vain and childish threats of boycott that a few have made.

So far as the writer can learn, and he has investigated the matter carefully and with great impartiality, not a single broker has been influenced by these threats to cut off his relations with the Retail Grocers' Association. Some have admitted instantly that they intended to sell the association, and openly defied the jobbers to do what they liked. One broker who was threatened reminded the protesting jobber that he had never handled the broker's goods until compelled to, and then only in niggardly quantities, while the association had at once taken them up when their merit was proven and created a wide market.

Every one of the largest merchandise brokerage houses in Philadelphia sells the Retail Grocers' Association's goods, and so far as the pressure made by the jobbers up to date is concerned they will probably continue to do so.

Gimbel Brothers as Oleo Dealers.

The entrance into the oleo business of Gimbel Bros., proprietors by their own confession of the only good grocery store in Philadelphia, looks like a revelation of cheap instincts. Oleomargarine is not necessarily a disreputable product. There are certain sections of the United States, notably the coal regions of Pennsylvania, where it is sold honestly on its merits, and where its low price and perfect healthfulness have won it a large sale. Wherever there is a legitimate public demand for it, oleomargarine can be just as respectable as butter.

In Philadelphia, however, there is no public demand for oleomargarine. It has practically never been sold to local consumers for what it was; its sale has almost always meant fraud, for which reason the product can fairly be called, speaking of the attitude of Philadelphia consumers toward it, an illegitimate and unwanted product.

Would a grocer whose instincts were as superfine as Gimbel Bros. try to make the public believe theirs are, enter the oleo business under these conditions? Possibly, however, the Gimbels have found that the class of people who patronize their store prefer imitation to genuine; or at least prefer oleomargarine to Gimbel butter.

Distinguished for the Breaks They Have Made.

Both of the two most foolish moves made by the jobbers' contingent in the present attack upon the Philadelphia Retail Grocers' Association were made by William Montgomery & Co., the local jobbers. A member of this concern it was who circulated the lie that Secretary Smedley, of the association, was a perjurer, and who was afterward forced to eat his words without seasoning. Montgomery & Co. too were the heroes of the episode reported last week in which a manufacturer was forced in self-defense to sell the Retailers' Association because of Montgomery & Co's foolish attack upon a sale to the organization by a jobber.

The "Grocery World" has no quarrel with Montgomery & Co. personally. It feels like remarking to the Wholesale Grocers' Association, however, that in the present conflict it is already badly enough handicapped without being made ridiculous by the fat-witted didoes of the concern named. It would be the greatest thing that could happen to the Retail Grocers' Association to have Montgomery & Co. given free rein, but the "Grocery World" feels a sympathy with any warrior who goes to battle with a millstone about his neck.

Quibbles.

The writer has discussed with many wholesale grocers the question why a carload buyer, whether jobber, retailer or consumer, should not buy direct of the producer, but has never found one who had even the semblance of a logical argument against it. Indeed it is usually difficult to confine jobbers to the real point of the controversy at all. Realizing that the logic of the situation is all against them, they almost invariably seek to confuse the issue by wandering off on tangents.

Take the article on "Direct Sales by Manufacturer to Retailer an Injustice," by a New York jobber, which is reproduced in another column. Mr. Wellington, the writer, either hopelessly misunderstands the issue, or, like many another jobber, deliberately avoids it. Very plausibly he argues how unfair it is for the retailer to deny the jobber a proper profit. Certainly it is, but what of it? Nobody is trying to do that, Mr. Wellington. Everybody agrees that not only the jobber, but every other merchant, has the right to a reasonable return on everything he sells.

Then comes an argument to show the impossibility of the manufacturer selling direct to the retailer in the small town. That is equally beside the question. Who wants the manufacturer to sell the retailer in the small town? At least, unless he can buy the quantity?

Really, this is about all there is to the article. The rest of it follows the same line—that the manufacturer cannot sell the small retailer; that the jobber is indispensable to most retailers; and so on.

All of which is cheerfully conceded. The point, however, has nothing to do with these quibbles. The question is this, Mr. Wellington: Is it fair to permit one man, who calls himself a jobber, to buy 100 cases direct from the producer, while compelling another 100-case buyer, because he is a retailer, to buy through some one else, and pay an extra profit?

What have you to say on that?

Ruling on Cattle and Chicken Foods.

Federal Food and Drug Board Makes Decision on a Class of Preparations Largely Sold by Grocers and General Storekeepers.

The Federal Food and Drug Board sends the "Grocery World" a copy of its latest food law decision—No. 90. It concerns the labeling of foods and medicinal mixtures for stock and poultry. These preparations are very largely sold by grocers and general stores, and the decision should therefore be carefully noted:—

> The department has frequently received inquiries in regard to the labeling of bran, of which the following is a fair sample:—
>
> Can the screenings of wheat, consisting principally of shrunken seed, etc., be put in the bran and it still be called bran, etc.
>
> Since the above is clearly in violation of those provisions of the law requiring that a food product be true to label, the department is of the opinion that it will be necessary to label such a mixture as "Bran and Screenings."
>
> It has recently come to the attention of the department that a number of the cattle and poultry foods sold on the American market contain enough poisonous weed seeds, such as corn cockle and jimson weed (Jamestown weed), to have a more or less toxic effect on poultry, cattle, etc. Poultry and cattle foods which contain poisonous weed seeds in appreciable quantities will be considered as adulterated in accordance with those provisions of the food and drugs act, June 30, 1906, forbidding the presence of poisonous or deleterious ingredients.
>
> The department has been asked by the manufacturers of medicinal mixtures for poultry, cattle, etc., whether such mixtures may, under the law, be labeled respectively as cattle and poultry foods. It is thought, first, that the words "Cattle Food" or "Poultry Food" should apply to cattle or poultry foods which are not mixed with any condimental or medicinal substance or substances; second, that mixtures of

cattle and poultry food materials, with small quantities of condiments, such as anise seed, ginger, capsicum, etc., should be labeled as "Condimental Cattle Food," or "Condimental Poultry Food;" and third, that mixtures of cattle-food materials with medicinal substances, such as arsenic, sulphate of iron (copperas), etc., should not be labeled as foods, but as medicines or remedies. For example, under the latter ruling, a cattle food mixed with medicinal substances, such as arsenic, copperas, etc., should be plainly labeled as a remedy, or medicine, so as to differentiate clearly such a substance from a cattle food material unmixed with medicinal agents.

AMONG THE TRADE.

It is reported that Andrew Ross, new local agent for the Natural Food Co., has applied for a position with the Kellogg Toasted Corn Flake Co. and will shortly join that company.

Charleston and North Carolina beets are now coming forward and average 4 cents. The demand is good.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Self-raising Flour.

Often prepared by merely adding baking powder to ordinary flour. Many of them contain only a very small proportion of tartaric acid and too much bicarbonate of soda. The acids and carbonates should be mixed in the proportions required to neutralize each other.

By mixing 2 ounces of tartaric acid and 4 ounces of bicarbonate of soda with every 14 pounds of well-dried flour of a good quality a superior self-raising flour is easily produced. Three ounces of cream of tartar may be used instead of the tartaric acid if more convenient. A little ground rice may also be added to advantage.

Shrimps.

The true shrimp is a salt water long-tailed crustacean, about two inches long, of the order decapoda, or ten-footed animals. It is closely related to the prawn, and the latter are, in fact, often sold as shrimps.

The shrimp feeds on slugs, worms, and other small objects, and is itself liable to be eaten by other fishes and birds.

There are two species, the brown and the red. The brown are the most plentiful, larger, and more highly flavored. They swim near the shore, and are termed "buntings"; but the red are considered the most delicate. These carry a sword-like horn in their heads.

They are in season all the year, though used most in the summer months, and are always sold ready cooked.

Souchong Teas.

These are general names for three or four assortments of fine black teas.

The Chinese term for them is Sian chung, signifying "little plant," or "little sprouts."

The smallest are called Pha-ho; the largest, Toy-chong; and a medium size, Pow-chong.

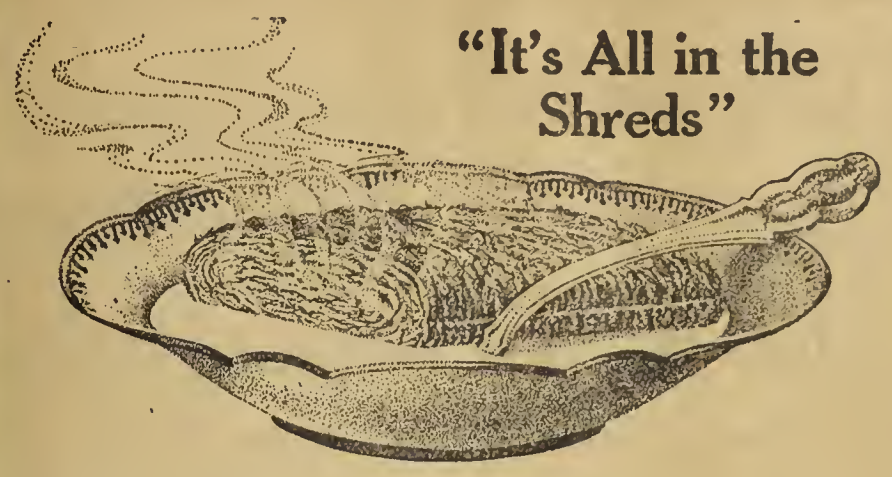
Souchongs rank next to Pekoes, and are very strong, but lacking the delicate flavor of the latter, although generally scented with the flowers of the Tasmanium sambic and Gardenia florida.

First Souchong is a grade better than Second Souchong, although growing on the same shoot.

Spaghetti.

A smaller or finer sort of "paste," made in Naples, from the same flour and in the same way as macaroni, vermicelli, etc., but in long straight lines.

The words in Italian literally signify "little threads," hence it is of a much thinner and more fibry appearance than vermicelli and appears to be coming very much into fashion.



"It's All in the Shreds"

THE GROCER WHO MIXES BRAINS WITH HIS BUSINESS

is always trying to make "satisfied customers"—and the easiest way to make them in these pinching times is to recommend

Shredded Wheat Biscuit and Triscuit

the food that supplies all the energy needed for work or play at smallest cost. The cleanest, purest, most nutritious and most economical of cereal foods.

A Good Profit for You, and a Satisfied Customer—What More Can You Ask?

The Natural Food Company, Niagara Falls, N. Y.

¶ Sell the customer that wants a convenient stove polish a box of

DIXON'S POWDERED Stove Polish

¶ All that one has to do is to puncture the top of the box of the new Dixon Powdered Stove Polish—three or four holes will be enough—and sift out as much of the polish as desired.

¶ Write our Stove Polish Department for further valuable information.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

We Only Want You as Long as We Give You the Best Proposition

Some of our corn flake Competitors are afraid you'll sell some other corn flake than theirs, and they're accusing you in advance of substituting.

We're not afraid. We want you to sell **Malta-Vita Corn Flakes,** as we can show you that they are a better selling proposition than any other corn flake.

Malta-Vita Corn Flakes are the biggest and best 10-cent package on the market. They're so *good* your customers will notice how delightfully different they are. You're treating your customers fairly just by saying "Try 'em."

Taste them yourself and let your own palate decide. Universal Coupons in every case.

Malta-Vita Pure Food Co.

Battle Creek, Mich.

The New York Letter

Retailers to Discuss Direct Buying at Next Brooklyn Association Meeting. Jobbers Asked to Present Their Side. New York Oleo Sales Still Hampered by High Federal Tax. Warning Against Bogus Check Fraud. Garnishee Bill Before Governor. Druggists Looking at Grocers' Wax and Cream of Tartar.

Special correspondence of "Grocery World."

New York, April 24, 1908.

A debate on the question as to manufacturers selling direct to retailers is to take place at the meeting of the United Retail Grocers' Association of Brooklyn next Tuesday evening. The former president, B. Bischoff, will take the side of the retailers, arguing in favor of the manufacturers selling freely to retailers and their exchanges, who buy in sufficient quantities, at the same prices as are charged the jobbers.

The wholesale grocers have been asked to send somebody to present their side of the discussion and it is hoped that this will be done. The association will have both sides presented, in any event, and it is believed that the debate will be interesting and will serve to crystallize the views of all who are present.

* * *

With reference to the oleomargarine prospects, under the recent court decision, allowing the sale of the product in this State, it was learned to-day that the manufacturers are not satisfied because they are hampered by the high Federal tax of 10 cents a pound on the product when colored. They will renew with vigor the old efforts to get this tax reduced, now that they can sell in this State. They assume that the two bills that were offered at Albany to prohibit the sale in this State will both fail to become laws. The Legislature adjourned yesterday when a mass of bills were rushed through, but as far as has been learned here the oleomargarine bills were not included. If the bills failed to pass the sale of the product may go on openly, provided only that the butterine is not colored and is properly stamped.

A representative of the oleomargarine interests said that they will themselves suggest the most stringent Federal regulations for the marking of the name on the packages and in the print of the butterine. The manufacturers will put forward the old argument that they should have as much right to color their product as the butter manufacturers have to color butter, and that the purpose of coloring the butterine is not to deceive but to make it more agreeable to the eye—the same purpose as the butter manufacturers have in giving a rich yellow color to butter that was originally white.

The manufacturers of oleomargarine and of butterine have no objection to the Federal tax of one-quarter of a cent a pound on the uncolored product. It looks as if the coming battles between the butter and the butterine interests will turn largely on the question of artificial coloring.

The State authorities claim that if the hotels or restaurants put colored butterine on their tables the law will be violated just as much as if a grocer sold the product in a colored condition.

If the Federal tax did not stand in the way the butterine manufacturers think their business would improve. It is more than likely that they expect to attack the State law against the coloring of the product. To alter Federal and State regulations seems a formidable task, but the manufacturers of butterine have undertaken big things before now.

As to the attitude of the retail grocers, a considerable number agree with L. J. Callanan, who said that he will not sell any of the butterine. He added, however, that he believes that it should be sold and that he has thought so for years. The reason, he said, that he has never sold a pound of the oleomargarine or butterine in his store, and that he will not handle it now, is to be found in the deceptive methods that have been used in trying to market the product. He believed that it should always have been sold for just what it is, without any coloring to make it resemble butter, and then, in his opinion,

the article would now be respected, instead of being viewed everywhere with suspicion. This attitude of retail grocers may give a hint to the butterine manufacturers.

* * *

President H. Lohmann, of the United Retail Grocers' Association, recently received a letter signed apparently with the name of a good customer asking that the grocer cash a check drawn on a well-known bank and give the money to the bearer. The president, after refusing and finding that the check was a forgery, notified other members and learned that a number, including Louis Meyer, E. Hanson and H. Riecke, had received similar letters inclosing worthless checks. So far the man or men who sent the letters have not been caught.

* * *

The amended garnishee bill, for which the grocers and other merchants worked hard, passed the Legislature and was sent to Governor Hughes for his action. At this writing it has not been learned what the Governor will do. The grocers' associations have sent him resolutions asking him to approve the bill.

* * *

The United Cigar Manufacturers Co., of New York, shows in its annual report, filed this week, that it enjoyed prosperous times in 1907. The net profits were $1,310,068. The assets at the close of the year amounted, as shown by the general balance sheet, to $23,701,617.

* * *

The New York Association of Manufacturers' Representatives, recently organized, now has 56 members, including representatives of nearly all the houses selling specialty foods here. The jobbing houses are encouraging the new association. It has offices in the Powell Building.

Three grocers, brought into the bankruptcy court in one week, is a little unusual, but that is the record of the last seven days. In none of these cases are the debts heavy.

Patrick Keelan, 878 Tenth avenue, who began business seven years ago, filed a petition, admitting liabilities of $4,069, with assets nominally worth $2,100. The assets comprise accounts to the amount of $500, while the stock and fixtures, covered by a chattel mortgage, are valued at $1,600.

An involuntary petition in bankruptcy was filed against Barnet Golding, a retailer at 215 Division street, by creditors with claims as follows: Standard Grocery Co., $415; Max Lesser, $39; Max Rubin, $75.

An involuntary petition was filed against the C. Carlisi Co., wholesale and retail dealers in groceries and wines at 63 Carmine street. The company was incorporated with a capital stock of $10,000.

* * *

The Albany Refrigerating and Warehouse Co., of which Frank Williams is the president, has joined the New York Mercantile Exchange and will have offices here, in the expectation of getting business for the warehouses at Albany.

* * *

Inspectors of the State Board of Pharmacy are making the rounds of the grocery stores, collecting samples of beeswax and of cream of tartar. They generally ask the grocer if the article is pure and make records of the reply. The grocers, through their associations, have been warned that they may innocently get into trouble by warranting the articles to be pure, although they know only what was told to them by the wholesalers from whom they got their supplies.

FRED. A. MCGILL.

The American Slicing Machine

increases the net profit on each pound of sliced meat you sell—without changing prices.

It increases the number of sales, because the even, uniform, just-right slices draw new customers to the store. A steady customer on sliced meats buys other things as well.

It slices meat in any one of 16 different thicknesses from 1-48 inch up.

A boy can run it.

It does the work, does it right, does it all the time and does it right all the time.



WHY IS IT?

that **you** haven't joined the thousands of progressive merchants who have learned how to make their sliced-meat department one of the best trade-bringers and profit-makers in the store?

Our catalog and booklet will show you how these merchants made money—will show you how **you** can make money.

It's free for the asking.

Ask.

American Slicing Machine Co.

54 Fifth Avenue, Chicago

TIN CANS

Get Our No. 4

A copy of our Catalogue No. 4 will help you to decide a lot of questions.

It is called "Grocers' Tinware," and contains photographic descriptions of everything in the line of tinware that a grocer can possibly use. A price-list comes separate. Having them both saves a lot of correspondence.

First write us for the catalogue and then order from your jobber. Always remember to specify

"American" Goods

They are as good as the name always.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES



A Revolving Display Stand

Filled with green vegetables at this time of the year would be simply irresistible, and your sales would be increased, goods saved from waste and profits doubled

Let Us Tell You About It

Galesburg Cornice Works

142 E. Ferris Street *Galesburg, Illinois*

IF YOU SELL

Power Horse Clippers

We have a DANDY that you can retail for

$5.00

LET US QUOTE YOU

JAMES M. VANCE & CO.

Jobbers in Hardware

211 and 213 Market St., Philadelphia

Packed in Norway

Even if you do sell French sardines and don't want a substitute, you can still sell our Norwegian Sardines.

They are different from the French; epicures say they are better, for fish packed in Norway has something about it found in no other fish in the world. Hundreds of persons swear by them who never touch other sardines at all.

Our Norwegian Sardines are tiny silvery fish, smoked and packed in fine olive oil.

Packed with an opener and wrapped in oiled paper.

$1.10 per doz.; $9.00 per case of 100. Sample can free.

Niagara Fish Co., Lake St., Buffalo

If you knew how many people chew

Pulver's Kola-Pepsin Chewing Gum

you would order the following at once and

MAKE THE BIG PROFIT

	RETAILS
1 Jar —100 5-cent packages	$5.00
1 Box— 20 5-cent packages (Free to you)	1.00
1 Box— 20 Metal Gum Containers (Free to you) (For the pocketbook)	
	$6.00
Cost to you	2.75
Net profit	$3.25

Universal Coupons Given Free to Both Merchant and Consumer

Pulver Chocolate and Chicle Mfg. Co.

ROCHESTER, N. Y.



FIRST CHANCE YOU GET, TRY

WOODCOCK MACARONI

on a customer who is hard to please. She will come in smiling next time and ask for "Woodcock" because she didn't know we could make it better in this country than any other. You can smile, too—there's a good profit in it for you.

WOODCOCK MACARONI CO., Rochester, N. Y.

THE GROCERY MARKETS

Tea.

There has been no change in the tea market during the week. The market is fairly maintained and values are fairly steady throughout, considering the fact that the season is approaching its end, and that this invariably depresses prices a little. Holders are a little more willing to pare prices down than they were earlier, but this is less so with low grades than with others. The consumptive demand is fair.

Coffee.

The market for Rio and Santos coffee continues about unchanged, with very little doing. Values are very steady, with practically no change to report. The only business doing in options is by way of postponing deliveries. Old-crop Santos, those grades known among the trade as soft-drinking Santos, are still hard to get, none of the valorization coffees having been offered as yet. The present distribution of coffee is from hand to mouth, and will probably continue to be as long as the syndicate's coffee is held unsold over the market. Mild coffees are steady and unchanged, as are Java and Mocha.

Fish.

The fish market has remained quiet during the week. Mackerel, particularly Irish grades, are still scarce and high, but occasionally a holder desirous of moving stock will concede a little. No actual market change has occurred, however. Cod, hake and haddock are steadily maintained, though very quiet. During the summer they will be little in evidence. Domestic sardines on spot are unchanged and quiet. As reported elsewhere, all packers have now named prices on a basis of $3.10 f. o. b. Eastport for quarter oils. Imported sardines have declined considerably, notably the large-sized fish. The price had to be reduced somewhat in order to sell. Salmon is unchanged and in fair demand.

Canned Goods.

Tomatoes are unchanged, but no firmer than they have been. Spot tomatoes average about 75 cents, f. o. b., and futures 77½ cents, f. o. b. The demand is light. Corn is dull and weak, the tendency being downward. There has been some very poor corn sold during the last few days. The corn market cannot be said to be in a healthy condition. Very little interest is manifested in futures. Peas are dull and on spot weak. Futures are dull. Apples are not very strong, and some rather low offers have been accepted during the week. Peaches are dull and still held on a high basis. The prospects for a good peach pack this year are good up to the present time. Baltimore small canned goods are unchanged and dull. California canned goods are steady in first hands and very dull. In jobbers' hands the market is weak on the whole line, particularly on asparagus.

Dried Fruits.

The prune market shows an advance. Last week sales were made on a 2-cent bag basis, but owing to reports from the coast of damage to the growing crop, the market on spot has moved up ¼ to ½ cent. Just how much truth there is in the crop damage reports cannot now be stated. There has scarcely been a season without them for many years. Peaches are still tending downward and in light demand. Apricots are also declining right along, some grades having dropped in all 8 to 9 cents from the price ruling a few weeks ago. Some coast people have named prices on new peaches and apricots around 7 cents, f. o. b. the coast, which is a fair normal price. Currants are in fair demand at unchanged prices. Raisins are still very weak and sick, and there seems to be no bottom to the market. Citron, dates and figs are unchanged and dull.

Beans and Peas.

Pea beans, both imported and domestic, are unchanged from last week. The demand is fair. Marrows are somewhat stiffer and are wanted. California limas are about unchanged and range, according to quality, from a fraction below 5 cents to 5.30 cents. Split peas of all grades are unchanged, firm, scarce and in light demand.

Butter.

The butter market is very active. The receipts of fresh butter clean up daily upon arrival, and the make is now about normal. Present conditions are likely

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

to last for a few days yet, and nothing will relieve the present scarcity until new grass butter is available. Under-grade butter is also cleaning up very closely and the market is firm on everything in the butter line, both solids and prints.

Eggs.

The egg market is firm at ½ cent advance over last week. There has been a very active demand for new-laid eggs, both for consumption and storage purposes, and the quality of the eggs now arriving is very fine. There will likely be a firm market as long as cool weather lasts.

Cheese.

The consumptive demand for cheese is good. Stocks in storage are light and fancy cheese is scarce. There has been no change during the past week in any grade. Some factories are making new cheese, and the first of it will probably come upon the market in about two weeks.

Provisions.

The market for all grades of hams, bellies and bacon is firm and unchanged. The consumptive demand for provisions is very good. Both pure and compound lard are firm and unchanged. No change has occurred in dried beef, barrel pork and canned meats, all of which are in fair trade.

Green Fruit.

Apples, Baldwins, $3 to $3.50; Hulbersons, $3; Spy, $2.75 to $3; Spitz, $2.50 to $3.50; Russetts, $2 to $3, demand fair to good; pineapples, $2.50 to $3.50 per box, demand slow; California oranges, $2.50 to $3 per box; Floridas, $2.50 to $3 per box, demand good; grapefruit, $3 to $5 per box, demand fair; lemons, $2.25 to $3, demand slow; bananas, jumbo, $1.75 to $2; firsts, $1.50 to $1.75; 8-hands, $1.10 to $1.20; 7-hands, 75 to 90 cents; 6-hands, 50 to 65 cents; reds, $1.50 to $2.50, demand poor.

Produce.

Pennsylvania potatoes, $1 per bushel; York State, 95 cents per bushel, demand fair; Ohio globe onions, $2.75 per 2-bushel bag; York State, $2.75 per 2-bushel bag; Bermudas, $2 to $2.75 per crate, demand fair; carrots, $2 per barrel, 50 cents per basket, demand good; sweet potatoes, $1.15 per bushel, 60 cents per basket, demand fair; yellow turnips, 45 cents per basket, demand good; beets, 3½ to 4 cents per bunch, demand good; Danish cabbage, $4 to $5 per 100, $1.25 to $1.50 per barrel, demand fair; watercress, 2 to 2½ cents per bunch, demand good; scullions, $1 per 100, demand fair; horseradish, $3 to $3.50 per barrel, demand fair; spinach, $1 to $1.50 per barrel, demand fair; radishes, $1 to $3 per 100 bunches, demand slow.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7½ cents per pound; roasted, choice, $1.15 per bushel; fancy, $1.50 per bushel; jumbo, $1.65 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12½ cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

We are having a better demand for spot tomatoes. We are picking up quite a few lots of No. 3 standards at 75 cents per dozen, and some of these tomatoes are excellent quality. We find, however, that where unlabeled goods are wanted it is a difficult matter to buy them at 75 cents per dozen, and also that quite a few orders are coming in at a price of 77½ and 80 cents per dozen, where the quality justifies it.

The demand for future tomatoes we think is improving. There is no large business, but a better inquiry.

THOS. G. CRANWELL & CO.
Baltimore, Md.

No. 2.

During the preceding week the developments in the market here indicated an improvement in the demand for tomatoes, which was followed this week by a sufficient increase in the demand to encourage the holders. One of our well-known commission houses, who are specialists in tomatoes, pointed out in their market letter last week that there are, nowadays, some eight or ten different grades of standard (?) tomatoes offered at as many different prices, and cautioned the jobbers to examine carefully what they buy. We second the motion. There is, of course, but one standard of quality, and the buyer knows it when he sees it. If he chooses to buy a lower quality because of a small difference in the price he knows presumably what he is doing, but the seller who deliberately offers seconds, or so-called off-standards, as choice standards, strictly standards, etc., violates a well-known principle in business and lowers the standard of the business in which he is engaged. As a rule, he is the first to cry for reform, with a big R, when the boomerang hits him. It is just as legitimate to buy and sell one grade as another unless done by misrepresentation. It is up to the buyer to insist upon getting the quality he buys.

The buying of tomatoes for future delivery was larger during this week than at any time since the first of the year, but the total volume of the sales is very far behind the sales up to the same date last year. Usually by this time the canners have contracted with the growers for the coming crop and all the details have been worked out. Not so this year. The small buying of futures causes the canners to hold off the growers, and the latter must soon decide whether to grow tomatoes this year or put in other crops that are more certain to show them satisfactory returns. At



THE FINEST MATCH MADE

The ideal modern match is the **Ohio Blue-Tip Safety Match.** While you can strike it on anything, it is a Safety Match because you can strike only the tip.

Far better than other double-tip matches, because it never gets soft, never flares up spontaneously, never drops or flies around.

The finest match made by all odds.

OHIO MATCH SALES CO.
New York, N. Y.
Philadelphia Office and Warehouse
411 Marshall Street



The Only Secret to Good Bacon

THERE is nothing magical about bacon. Any packer with the proper facilities and a real desire to make goods he'll be proud of, can produce it.

First, the right kind of selected raw material; then, careful, delicate curing; and you have good bacon—you're sure to have. That's all we put into Swift's **Premium Bacon.** Why, then, isn't all bacon as good as Swift's? Because one or both of those two elements are lacking either all or some of the time.

We will kill the **Premium** brand before we let the grade drop one iota. You can tell your trade that the third, or the fourth, or the tenth shipment will be exactly the same as to-day's.

Swift & Company, U. S. A.

present it looks like the size of the pack this year as compared with last year will be reduced materially. Those jobbers who are waiting for still lower prices for future tomatoes may be disappointed.

In the general lines of fruits, vegetables and oysters there was a small increase in the demand this week, but it is far less than usual in the month of April in this market, and the sellers continue to show a disposition to accept business at a shade under the asking prices.

THOS. J. MEEHAN & CO.
Baltimore, Md.

—

Coffee.

The receipts at Rio and Santos during the month of March were disappointingly large, but since the beginning of this month a considerable falling off has been experienced, indicating that our estimate of 10,500,000 bags for the current crop will be rather over than under the mark.

The trade is naturally influenced by the size of the crop, and generally draws its ideas with regard to its size from a comparison of the current receipts with those for the corresponding period in previous years, this has quite often led to misconception.

Distributers in the interior were of late somewhat reluctant in making purchases. Nevertheless, there is a healthy trade doing in the aggregate, as is evidenced by the large deliveries from port stocks; purchases whilst smaller in quantity are more frequent and reflect the necessary requirements for consumption.

For many years past interior distributers were guided to a large extent by the course of prices ruling on the New York coffee exchange. Then liberal reserve stocks were carried in the interior. That the price ruling on the coffee exchange has lost its influence on the value of actual coffee is verified by the fact that Santos coffees are selling freely at present at the highest price reached during the present crop year, whilst prices on the exchange are about ¾ of a cent a pound lower than they were a few months ago. This condition is due to the withholding from the market of about 7,750,000 bags of Government coffee (principally Santos), and the simultaneous reduction of trade holdings.

The available visible supply of Brazil coffees (treating the Government coffee as not available) was on December 1, 1907, about 7,950,000 bags. On the first of this month these trade holdings were reduced to about 6,500,000 bags, and they promise to be still further reduced at least 1,500,000 bags during the next three months.

The consumption of Brazil coffee for the next three months is calculated by us on the basis of last year's consumption during the same period, and we think the actual result will prove to be rather larger than smaller.

Furthermore, we must bear in mind, that new crop Brazil coffee is not likely to reach consuming markets in quantity much before the end of August, so that these markets will experience a still further reduction of their respective supplies of available coffee from the figures above referred to, even if the whole stock now at Rio and Santos plus the receipts up to the end of June is shipped out.

With regard to the future position of the article nothing tangible can be said at this time.

Crop reports vary as usual, the consensus of opinion appears to be that the next Santos crop will exceed the current one by about 2,000,000 bags, whilst the Rio crop will be a little smaller than the present one.

HENRY NORDLINGER & CO.
New York, N. Y.

—

Spices.

We can report a more active market during the past week, although there has been very few important changes in values. Stocks are very small and the quality in some instances is hardly up to standard.

Pepper.—Futures were cabled lower during the week. Spot stocks are fairly firm, due to scarcity. It is reported that some peppers will be in a somewhat produced reduction, but at this writing it is hard to tell just what the stocks will amount to. Prices are unusually low and not likely to decline further.

Cayennes.—Market is firm, but rather quiet. Demand is slightly better, which will improve from now on.

Cloves.—Market is steady and supplies are limited. Prices are unchanged.

Pimento (Allspice).—Present low values have made a very active market. Prices are certainly safe.

Nutmegs are exceedingly low and safe. Principal decline has been in 80s and 110s.

Cassias.—Saigon and Batavia are scarce. Same can be said of China Rolls in cases. There is practically none on the market.

Ginger.—Stocks are very small, and very little is coming from abroad. It has had the effect of making a very firm market.

Seeds for pickling now in demand. Celery, Coriander, Mustard, all unchanged. Caraway remains exceedingly firm and there is practically none to be had under 10 cents.

MCCORMICK & CO., INC.
Baltimore, Md.

MARKET NOTES.

Florida potatoes are now coming regularly and average $5 per barrel. The demand is very light, however. Bermudas are still coming forward and average $7.50. They are worth more than the Floridas, but hardly half as much more. The demand is fair.

—

There is very little good salad in market at the present time. The range is $2.50 to $2.75 for Southern stock, and the demand for anything fine is active. Near-by salad is also coming forward and averages $2.50 per barrel of 45 heads.

—

All the rhubarb on the market is from near-by points and ranges from 2½ to 3 cents per bunch. The quality is good and the demand excellent.

—

Florida tomatoes show an advance over the lowest prices now ruling. The present range is $2.25 to $2.50, and the quality is better than it has been. Hothouse tomatoes still average 20 cents per pound and are selling fairly well.

—

Jersey asparagus is now in market and ranges from 25 to 50 cents per bunch. The quality is good. Extra large Southern asparagus ranges from 45 to 50 cents for the best, and ordinary stock 25 cents. The demand is good.

—

North Carolina peas are scarce and wanted. They bring $2 to $2.50 per one-third barrel basket. The peas Charleston is shipping are mostly poor. Florida peas are done.

—

Florida is the only shipper of string beans up to the present time. The range is lower—$2 to $2.50. The demand is slow, owing to excessive supply.

—

Florida cucumbers are considerably off—$2 to $2.50 per crate. Hothouse cues average $1.25 per dozen and are selling.

—

The first boxes of California cherries are begining to come forward.

—

The first few boxes of new lima beans are in market from Florida, but went begging owing to bad condition. They should have brought $4.50 to $5, but had to be sold at $1.50 to $2.



Getting Back Codfish Trade

Hundreds of codfish cake lovers have given them up because the fish they got didn't please their palates.

Offer these people **Talisman Codfish Cake** and their trade is yours again, this time to stay. Absolutely boneless Georges codfish, medium size and tender, of the same fancy grade that we pack in glass jars.

One-pound cartons, wrapped in waxed paper, then sealed in heavy wrapper, nicely lithographed. All packed in a special hinge-cover display box for counter use.

SWIFT & COMPANY



Not an Experiment

Do you feel as if it would be risky and reckless to give up your delivery team for a **Lindsley Car?**

So it would if you were taking a leap in the dark. But when it is an established fact that the **Lindsley Car** will do more than three teams—it will carry 1,500 pounds 30 miles on a gallon of gasoline—then the recklessness lies in *not* giving up the team.

Particularly when the car costs so much less to keep than the team. Less to feed, less to drive, less to keep healthy.

Let's have a little correspondence about this.

Write

J. V. LINDSLEY & CO.
Suite 1112 Monadnock Bldg., Chicago

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Columbus, Ga., February 17, 1908.
Editor Science of Advertising.

Gentlemen:—If you think the inclosed advertisement of the Georgia Grocery Co., from our Sunday paper, is deserving of a mention in your columns, we would appreciate a marked copy of your paper containing same.

Yours truly,
C. M. DAVIS.

With this letter came a marked copy of an advertisement measuring 14 inches long across five columns. The paper in which it appeared is the "Columbus Enquirer-Sun," of Columbus, Ga. Here is the reduced reproduction:



There is no doubt whatever that anybody who saw this page of the Georgia paper saw the advertisement of the Georgia Grocery Co. It is unquestionably impressive and attractive. It would have been even more so if the paper had not spread a big black theatre advertisement clear across the top of the page. That not only subordinates this and every other advertisement on the page, but it also subordinates the reading matter. The typographical appearance of the entire page is spoiled by the theatre advertisement in my judgment.

* * *

Striking as it is, I do not consider this a good advertisement, by which I mean I consider it almost certain that it will not produce results, direct or indirect, in proportion to its probable cost. Why do I say that? Because it doesn't contain a single statement which is not made by other grocers a thousand times every day. Shorn of its verbiage, this advertisement simply says: We sell only the best products; we have a telephone; we deliver promptly; we keep the following products (every one of which is handled by practically every other grocer in business). Where is the strength of such an advertisement? How can it be expected to attract any special trade? The consuming trade can be divided into three classes: (1) those who deal with you now; (2) those who do not deal with you but could; (3) those who could not, owing to distance or some other unsurmountable reason. Naturally a newspaper advertisement is intended to get trade from both of the first two classes, but if it only gets trade from your own customers, who might have bought anyway, you could almost say it was wasted. The main object of an advertisement is to get new trade, either transient or permanent. Every person who sees this advertisement, and who is not already a customer of your store, is certain to be a customer of some other. Unless your advertisement persuades her that your store will offer her better service, in some way or other, what reason has she for leaving her present store for yours? Is the making of claims that are not only made by her present grocer, but every other, sufficient reason for the change? It seems to me decidedly not. If I were a grocer, or an advertiser in any line, I should keep this fact constantly in mind.

New Sardine Prices Above Last Year.

Domestic Fish Combine Names Figures on the Coming Pack.

The combine which now controls the business of packing domestic sardines named prices on the new pack during the week. They proved to be exactly what the "Grocery World" predicted they would be several weeks ago—on the basis of $3.10 for ¼ oils, f. o. b. Eastport, Me.

The full list of new prices, all in a large way f. o. b. Eastport, is as follows: Keyless drawn, ¼ oils, $3.10; roll top key, ¼ oils, $3.30; roll top key, ¼ mustards, $3.10; ¼ mustards, small drawn, $2.90; ¼ mustards, large drawn, $3.10; ¼ mustards, 3-piece can (large), $3.30; ¾ mustards, 48 cans, $2.55; ¾ mustards, 48 cans, roll top keys, $2.60.

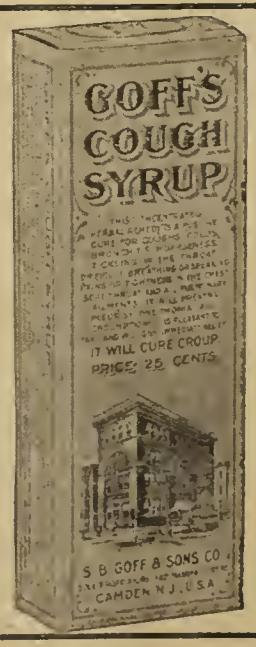
This is considerably above last year, though not above the present spot price.

The season for coughs and colds is here and you should be prepared to help your customers by supplying them with a standard cure, such as Goff's Cough Syrup. This remedy has been in use for years and is made from pure drugs and herbs. The firm have a special proposition that they make to groeers who are not selling their remedies which will enable them to net 70 per eent. profit. Write to S. B. Goff & Sons Co., Camden, N J., and they will tell you all about it.

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell
Millbourne
Are you among the 7 per cent. who don't?
MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.



$15 per Gross Profit
GOFF'S HERB BITTERS
The Great Cure for Constipation
Write for our special proposition to grocers.
S. B. Goff & Sons Co.
Camden, N.J.
ESTABLISHED 1872

SHOW THESE ONCE!
Anker's Bouillon Capsules


If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.
Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK



WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Smedley's Defense of Co-operative Buying

Secretary of the Philadelphia Retail Grocers' Association, Who Knows More of Co-operative Buying Among Retailers Than Any Other Man in the United States, Explains the Beginnings of the Plan and Defends It as Needed in the Small Dealer's Self-defense. Jobbers Favoring of Chain Defense Brought Co-operative Buying About.

[The article which appears below was contributed by Wm. Smedley, Secretary of the Philadelphia Retail Grocers' Association, to a special number of the New York "Journal of Commerce," issued last Monday, April 20th. It is a defense of co-operative buying by the man who probably knows more about it than any other man in America. Being considered of vital importance it is reprinted in full.]

The system of present day merchandising does not involve the elimination of any agency heretofore used for that purpose, but a readjustment to fit the conditions created is strenuously demanded.

When the middleman performs a service to those on either side of him, just so long will his services be required as a distributer. When he fails to perform this service there will be no necessity for him and he will be eliminated.

Mercantile distinctions as to what constitutes a jobber or retailer are rapidly being obliterated. Merchandising in this age is conducted differently from what it was years ago; then the jobber was a large factor; the retailer was small. Business expansion produced a bigger retailer and the retailing of merchandise has become a science. Competition forced retailers to buy in such quantities as to make it possible for them to meet it. Hence with a large purchasing power and the ability to handle large blocks of goods many retailers were in a position to buy direct, and—they bought. Manufacturers eager for distribution went over jobbers' heads and sold to big retailers at jobbers' prices, thus creating competition that the smaller retailers could not meet.

The jobber took a hand and, by dividing his profit with another favored class, created another condition. Then came that product of the nineteenth century, the chain store, which soon became a power. It left the small retailer in a position to be either crushed out or to join hands with his fellow retailer and place himself in a position to preserve his business. Thus, co-operation or co-operative buying commenced, not as a blow at the jobber, but as a last effort to provide means to meet conditions. Neither was this decided upon until the retailer was compelled, by reason of the jobber's absolute refusal to lift a hand to save him.

Fostered by the jobber, the chain-store system soon kicked away the props and, being in a position to buy in jobbers' quantities, was enabled to do so until to-day there are many retail systems that can distribute larger blocks of certain classes of merchandise than the jobbers. The dry goods grocery department created another condition along the same line until, against his will, the retailer adopted the only sane solution of the problem, direct buying.

So much for contributory causes. This short cut has, in a measure, revolutionized distribution; the manufacturer has, in many instances, been forced to sell direct in order to control distribution and to limit the price at which his products should be sold to the consumer. This has preserved an equal balance and given an opportunity to the retailer for profit that he would not ordinarily have. If, as our jobbing friends declare, all goods should be distributed through them, how long would it be before they, in their eagerness for a big sale, would cut prices to the big buyer to the detriment of the smaller one? Should there be class distinction? Instead of "retailer" and "jobber" why not "merchants"? Should a department store be compelled to buy shoes from a shoe jobber and pay a tribute, when it can handle the product of a factory? Should not any man or men, individually or collectively, with the money to pay for, and the brains to sell, buy goods at the quantity price, if he or they will distribute them in ac-

Our Answer



THIS beautiful work of art is now in the hands of the lithographers, being printed in 14 colors—size 21x14 in. We will gladly send one of these to any retailer who has not already received one for use in window or store display. Simply send us your name and address on your business stationery, and same will be sent you as soon as finished.

Toasted Corn Flake Co., Battle Creek, Mich.

W. K. Kellogg President

P. S.—This is our **only** answer to the malicious and uncalled-for attack which was published in recent issues of trade papers by one of the imitators.

"Show All—Sell All"



This is the idea of a store like this. Notice that everything is where customers can *see* it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

18 to 24 S. Seventh St., Philadelphia, Pa.

Please Your Customers

and they come back.

When they ask for Baked Beans, give them the kind that are really **baked.**

HEINZ BAKED BEANS

(IN THE HEINZ IMPROVED TIN)

are oven baked, dry and mealy—like the Boston home-made kind. That's the reason there are more Heinz Baked Beans sold than any other kind.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

cordance with manufacturer's rules?

This condition would apply equally; the jobber sells to hotels, institutions and even to the consumer, and no complaint is heard from the retailer. Why should he complain? Large institutions, hotels, restaurants, etc., were long years ago classed as entitled to buy from the jobber by resolution of the retailers' association, and this action was taken long before co-operative buying was even thought of. Why? By reason of the right of the user of large lots of merchandise to buy in the cheapest market. Jobbers, even with retail stores, were tolerated, believing that the jobber had a right to engage in any business that he could employ his capital in. By the same token, the retailer believes that he has the right to be a wholesaler to himself. If each branch of trade kept strictly within its own lines and there were no favored classes; if each buyer bought at the same price, regardless of quantity, then there would be no occasion for united effort. But why discuss a fruitless subject? The fact remains that competition regulates trade methods and no hard and fast rule can ever be established that will solve present commercial problems. Local conditions vary; a rule that would apply in one place would not operate in another.

We contend for the principle of a quantity limit and a quantity price alike to either retailer or jobber and an obligation to those buying on these conditions to distribute according to the rules laid down by the manufacturer. To compel a quantity buyer to pay an unearned tribute to a middleman is a gross injustice alike to retailer and manufacturer.

Co-operative buying is condemned by those unfamiliar with it as trespassing upon the rights of others. When was the right created to compel a large purchaser to pay toll when it was not necessary? Is it just to expect a class of retailers to forever sit still and see business drifting away without raising a hand for self-betterment? The retailer, struggling for a right to exist, has a right to avail himself of any chance to save himself from total extinction. Co-operative buying provided the plank that saved the organized retailer from elimination and, until conditions are changed, co-operative buying will be engaged in by those who know its benefits.

Through co-operation the retailer has been enabled to meet competition and to make money, and, once having tested the benefits, will be loath to relinquish them. We admit that the upbuilding of the retailer has been to some extent at the expense of the jobber, but is that the fault of the retailer? Is there any law that will prohibit a merchant from helping himself? Is not the highest form of organization one that will enable a man to help himself? When has the jobber, as a class, taken upon himself any portion of the retailer's grievances and by conference or otherwise attempted a solution of trade evils? Not in our experience has the jobber been willing to take anything but a selfish attitude. All business is selfish, but intelligent selfishness produces better results. The conditions created for the retailer have been met by the retailer in a dignified manner. Not being able to obtain assistance from those from whom he naturally expected it he did the next best thing, he helped himself.

Co-operation is assailed because it has been found to be a good thing for the retailer. Why all the trouble now when for nearly twenty years the system has been growing? If wrong now, it was wrong in its inception and should have been crushed out when it would have been an easy matter. Then it was considered a joke, now it is considered seriously. It has been built on a solid foundation and will live by reason of its usefulness to a class who have proved it and found it not wanting.

A charge is made that it benefits the small retailer. It does and we are proud of it. When retailers big and little are willing to work together, to give and take, to make sacrifices, to co-operate, "one for all and all for one," then we think organization is more than an empty sound. For co-operation means quite as much to the larger merchant as it does to the small one; the larger merchant makes it possible, by his larger output, to increase the purchasing power; in turn he receives a benefit in being enabled

Increase Your Profits!



No 592-9. 1908 Model

This is a new model and is the most complete register ever manufactured. It has nine separate adding counters and nine separate cash drawers. **Nine registers in one.**

Keeps record of each clerk's sales apart from a total of all the sales. Records number of customers each clerk has waited on, and also the total number of customers. Has counters for "Received on Account," "Charge," and "Paid Out." Prints itemized record under lock and issues check.

Each drawer is provided with a different-toned bell so that each clerk can tell if his drawer is opened by another. Drawers can be locked when clerks are at lunch or out of the store.

The new model is equipped with time printer to print the time of day to the minute when a sale is made. It can also be used for recording the time of arrival and departure of clerks. It also has an autographic attachment which is very valuable in making records of goods wanted or articles called for that are not carried in stock.

Let Us Show You How

You cannot afford to miss success by making mistakes.

Forget **one** charge sale—and you've lost the profit on **ten** cash sales.

Forget **one** payment on account—and you've lost a customer who would have come **ten** times again to buy.

One dishonest or careless clerk can offset your profit on the sale of **ten** others.

A National Cash Register Increases Accuracy

The difference between accurate handling of transactions in any store and inaccurate handling of money and credit, is the difference between success and failure.

You know that absolute accuracy in yourself and your clerks not only insures **you** that you get all the money taken over the counter, but it makes new trade for your store because your reputation for care and exactness is spread all over your city.

A National Cash Register Makes Money for You

620,000 storekeepers are using these registers because they save money and bring new customers.

Our new 1908 model lets you know each night exactly how your business stands. It does a lot of other things which we will be glad to explain to you. It will pay you to investigate our new registers.

Our Great Guarantee

We guarantee to furnish a better Register for less money than any other company in the world.

We make Registers suitable for all kinds of stores. Prices, $15.00 up—on easy monthly payments if desired.

Send us a postal and one of our salesmen will call when next in your vicinity and show you how simple, as well as how complete, our Registers are. He will also explain how you can increase your **cash** sales.

Write To-day

(1) The National Cash Register Co., Dayton, O., U. S. A.

FILL OUT AND MAIL THIS TO-DAY

Please send me complete information about National Cash Registers that would be adaptable for my business.

Name.....

Business.....

Street.....

City.....*State*.....

No. of Clerks.....*Remarks*.....

.....

.....

.....

The National Cash Register Company

DAYTON, OHIO, U. S. A.

to carry less stock, thus reducing the amount of capital tied up in sundries. The small retailer can buy often and in lots to meet his requirements, paying for them promptly and turning his capital over and over many times in a year.

Co-operattive buying has taught the retailer the value of cash as a purchasing power, and has enabled him to realize that in order to buy right he must pay right. Buying right, he has been enabled to sell right. It has made the retailer a seven-day man instead of one who was willing to take all the credit he could get. Co-operative buying has placed the jobber in a position to exact from the retailer payments according to the terms of the sale. The manufacturer has been benefited through co-operative buying, inasmuch as he has had open to him a channel of distribution that insured the friendly co-operation of the retailer, and enabled his goods to go to the consumer with a ready good will. The retailer, through the co-operative department of the association, has ably seconded the manufacturer's effort to market new products. Knowing they could be purchased through the association has been to him the seal of approval and a signal that his co-operation was not only desired, but welcome. There has been no cutting on goods thus purchased; manufacturers, by selling through the association, could control the price to the consumer. This has been beneficial and instead of proprietary goods being made a football, they have been sold upon terms that insured a proper profit to everybody concerned. The association buying collectively has become a large purchaser, oftentimes buying blocks of goods in remarkable quantities. Manufacturers' rights have been preserved, inasmuch as private brands have been excluded; the main business being to supply its members with goods the consumer wanted. To buy what the grocer feels the consumer wants and then to push its sale is one of the chief aims of co-operative buying.

Briefly stated, the independent retailers have been compelled to get together for protective purposes and to insure for themselves a square deal; to buy supplies on as good terms as are given to any large buyer. This is all that is wanted; that no retail buyer shall be favored with any better price than he can secure. In the working out of this plan he has solved the problem of economical distribution. Confidence in his abilities has been established along lines that make him a better merchant. He has been taught that merchandising is a science; that to sell right he must buy right, and that to meet his obligations he must get a profit on what he sells.

Where conditions are such that the retailer buys on equal terms with his competitors, we see no necessity for co-operative buying, and have consistently advocated that retailers, all things being equal, buy through the jobber. But when, in order to preserve his business and meet competition, it becomes necessary to co-operate, then we believe co-operative buying is not only a necessity but a duty on the part of the retailer.

The local condition familiar to the writer is such that without co-operative buying retail grocers would dwindle away in large numbers, their places would be taken by chain systems so powerful in their distributive facilities as to make them an arbitrary force that would be not only a menace to the manufacturer, but would eliminate the jobber absolutely.

For the retailer to go back to old conditions is impossible. Jobbers must accept the competition. To persecute is to bind the forces closer together and bring to the assistance of the retailer strong friends. Alienating the friendship of the retailer from the jobber means only loss. Co-operative buying is for the purpose of giving the retailer a square deal, which has been denied him. When there is no necessity for co-operation it will cease, and not before then. In the meantime the retailer will fight, without malice, but with a determination to win and establish forever the right to organize and to buy, individually or collectively, in the cheapest market, and upon the same terms as other buyers in like quantities.

CHIPMAN & WILLS BROOM CO.

Manufacturers of High-class Brooms

5 Granite St. Philadelphia

Every CHIPMAN broom means the best material, put together in the best way, by the best workmen, with the best machinery, and sold at the lowest price.

What the sterling mark means on silver "Chipman's" means on a broom—just perfection, that's all.



SPECIAL OFFER for two weeks—A **25c.** broom, the best **25c.** broom ever offered, made by our best mechanics, 3-sewed popular size, good quality, price, **$2.25** per dozen. We manufacture 30 different styles of brooms.

Send for price list and learn about our good brooms.

Make YOUR SPARE MONEY Earn Money

What's the use of keeping your spare money in bank and trust companies at two and three per cent. when you can put it into a going proposition that will pay you thirty-five per cent?

The Pure Food Beef Co., of Philadelphia, have now eight meat stores in successful operation, located at

2112 Ridge Avenue, 4205 Haverford Avenue, 2416 Brown Street,
2431 Ridge Avenue, 3508 Haverford Avenue, 12 North 52nd Street,
2022 Montgomery Avenue, 726 North 44th Street,

and will gradually open more as suitable locations are secured. For the purpose of obtaining additional capital for working purposes the Company is offering some of its capital stock at One Dollar a share. Now is the time to take advantage of this offer. In order to be sure that it is safe we ask you to make full investigation.

PURE FOOD BEEF COMPANY, 2112 Ridge Ave,, PHILADELPHIA

A. L. HANWAY, PRESIDENT.



What the NEW Cooking Does to BEANS

¶ Until we tried the new automatic cooker on red kidney beans, we thought it would make the biggest difference in quality, but you ought to see the difference between a can of red kidney beans cooked by the old process and a can of ONARGA beans cooked by the new—no comparison.

The automatic cooker cooks the whole mass evenly. Every bean is cooked just enough, and the bean on the edge reaches precisely the same stage as the bean in the centre.

Does this affect the flavor? Well, you just ought to taste it!

Iroquois Canning Co., Onarga, Illinois

The retailer will win because he is right.

WILLIAM SMEDLEY.

—

In the same issue appeared a brief article on "Direct Sales by Manufacturer to Retailer an Injustice," by Andrew J. Wellington, of Clark, Chapin & Bushnell, wholesale grocers of New York. Being a good illustration of the poverty of logical resource which characterizes all of the jobbers' arguments against the rights of the quantity buyer, it is also reproduced verbatim:—

There are some people so constituted that if, when riding on a railway car, they can escape the notice of the conductor and so evade paying for the service the railway company renders them, they feel that they have accomplished something that redounds greatly to their credit. Likewise there are some manufacturers and retail dealers who, while availing themselves of the services of the wholesale grocer, feel that they have done something meritorious if they can get these services without allowing the wholesaler a fair compensation. Others do this through ignorance of the situation and without consideration of its injustice.

Most manufacturers of food products desire to have their goods placed within the reach of all consumers, whether they be in large cities or small towns or villages, but they are well aware that they could not do this in any but the largest towns and cities without the aid of the wholesaler. It would be too expensive a proposition to give credit to all who now sell their goods. By far the larger part of the accounts would be too small and the work would be too expensive.

Most manufacturers who now sell to the largest retailers direct acknowledge that they place from 80 to 90 per cent. of their products through the wholesaler. Yet for this 10 to 20 per cent. of their business they make it impossible for the wholesaler to get more for their goods than the bare cost of handling—often not even that. In fact, such manufacturers, in cases as where they solicit orders direct from retail dealers, to be shipped by "their jobber," realize that they cannot get enough advance over the large dealer price, by selling such orders at so small an advance, as to leave a margin for the jobber. Is it fair? Is it just?

Now from the retailers' side of the case: There are almost no retailers in the United States who are not obliged to depend upon the jobbers for most of their supplies. If they are up-to-date dealers they aim to supply their trade with everything that may be called for in a grocery store. How many of these articles can they buy in sufficient quantity to make it economical to buy of the manufacturer? If they did this, let them think of the amount of capital which would be tied up, to say nothing of the amount of dead stock they would inevitably accumulate. And even on those items which they buy of the manufacturer, are they always ready to buy the quantity? Are they never suddenly "sold out" and forced to secure an immediate supply? In such cases they inevitably turn to "their jobber."

Is it wise or is it just that for these services rendered, and many more besides, retailers should try to evade paying a fair profit on all the goods they buy? The retailer who puts himself in the hands of an honest jobber does not pay more than a fair compensation for the services rendered—such as the benefit of stocks well bought, advice in purchasing, quick delivery of goods when needed, small quantities when large would be a burden and the benefit of trained buyers in all lines of goods.

The manufacturer in turn has the services of an army of salesmen who penetrate to all parts of the country—remote as well as near—the accounts they have to keep are fewer, the bad debts less or almost none at all and the payments prompt. Let both the manufacturer who sells to the retailer and the retailer who buys some things of the manufacturer consider whether they would, if they could, eliminate the jobber altogether. And then consider, if the jobber is a necessity, whether selling direct from manufacturer to the retailer is not unjust.

The general disposition of people in this country is to fight against injustice. England forced the Colonists to do this with disastrous results to England. Is it just or wise to force the wholesale grocer to do the same? He does not propose to calmly sit by and be eliminated. Nor can he be without great disaster to the grocery trade in general.

Advertising.

(1) Magazine Advertising.—There is probably greater distinctiveness in the advertising of Ralston Purina products in the magazines than any other products known. There is the miller with his checkerboard apron, holding the checkerboard package inviting the housekeepers of the world to eat breakfast with him and try his unequaled flour from the whole of the wheat. Then there's the phrase "Where Purity is Paramount," which distinguishes this advertising and has always distinguished the products of this mill. The circulation of this advertising includes such prominent journals as "The Ladies' Home Journal," "Saturday Evening Post," "Youth's Companion," "Collier's" "Good Housekeeping," and many other well-known publications. Grocers everywhere know of the splendid reputation for purity and wholesomeness enjoyed by the goods in the checkerboard packages among the best class of housekeepers.

(2) Window Displays.—The mill furnishes a handsome checkerboard window display for grocers which will match the magazine advertising and remind housekeepers to come back to their good old friend the Ralston Miller.

(3) Checkers.—The mill furnishes a game of attractive children's checkers which are very useful in introducing these products.

(4) Samples are furnished freely for thorough and careful distribution among the order baskets; also for house to house distribution—inside sampling. In many quarters trade is showing a great increase as a result of this kind of work.

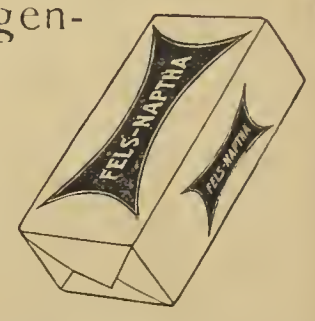
The Ralston sample looks small because it is concentrated food, but it cooks up enough for breakfast for five people on account of its expanding nature described elsewhere.

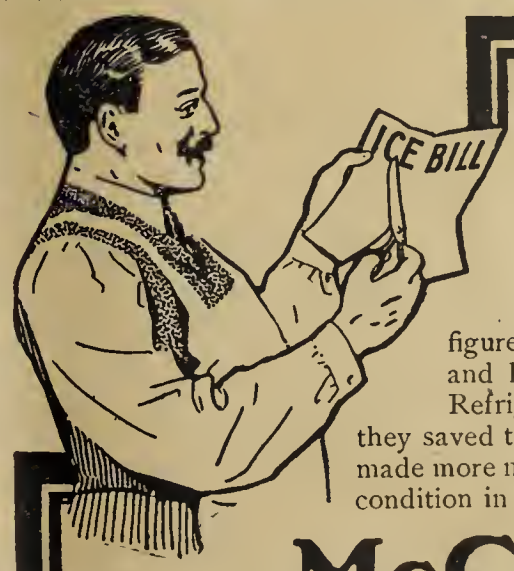
A full line of Ralston Foods equip a grocer with as fine a cereal stock as it is possible for him to secure and he has the satisfaction of knowing that the manufacturers do everything in their power to first create a demand for these products, thus moving them from the shelves, and their quality is a positive guarantee that they will keep selling. Here is a list of the checkerboard packages which should be conspicuously displayed on the shelves of every up-to-date grocer in the land: Ralston's Health Food, Ralston's Purina Whole Wheat Flour, Ralston's Purina Graham Flour, Ralston's Hominy Grits, Ralston's Barley Food.

The End of the Game

with **Fels-Naptha** imitations is generally the wind-up of the free distribution. This is positive proof that the imitations lack the merit of the genuine and fail to do the work.

The store that lists longest and grows fastest is the store that sells and pushes genuine goods—like **Fels-Naptha.**





Cut Down Your Ice Bill

When you buy a McCray Refrigerator you use less ice—and it actually pays for itself. Many grocers have figured it up in dollars and cents, and have found that their McCray Refrigerators cost them nothing—they saved the money on the ice bill and made more money on account of the perfect condition in which their goods were kept.

McCray

Grocer's Refrigerators

have the best system of circulation. They keep everything sweet, free from taint, and absolutely dry. A McCray Refrigerator in your store will attract attention because of its elegant finish, and it will actually sell more goods for you because they will be kept in better condition, and be more tempting to your customers. McCray Refrigerators are made in all sizes for immediate shipment, or built to order, and every refrigerator is absolutely guaranteed.



Write your name and address on a postal—ask for catalog No. 65 for grocers, or No. 58 for meat markets. Don't delay a minute. Do this now before you forget. Every moment's delay means the loss of real money and trade to you.

McCray Refrigerator Co.
714 Mill Street,
Kendallville. Indiana.



Lent.

Once every year, in Lent, my wife insists that I go to church. I'm an unregenerate old cuss, and I don't have the love for sermons that I ought to have. Nevertheless I let myself be dragged along and usually get there, once anyway.

This year it was on the last day in Lent, the Saturday before Easter. The preacher seemed like a mighty decent fellow—a *man*, not a nightshirt with a stick in it, like some of 'em.

The point of what he said was this: that the way to live right was to live up to the principles of simple honesty and give everybody a square deal. Doing that, he said, would satisfy every requirement and get us through all right.

One thing he said hit me hard. It wasn't any excuse; he said, to say that a man in business couldn't be literally honest because if he was his business would be ruined. Let it be ruined, was his idea. Get out of it into some other business where you could be honest.

But where is one?

You know it's always been my idea that actual, literal honesty ain't possible in business as it is conducted to-day.

This preacher brought in a number of simple illustrations, among which was this: that the measure of decency for a storekeeper was for him to consider his customers' interests the same as his own.

As a matter of fact, I know a whole lot of storekeepers who put their customers' interests ahead of their own.

They give their customers a squarer deal than they do their own business.

No merchant gives his own business a square deal when he lets it lag behind in any way at all. If making money was as easy as getting into a rut we'd all be rich in no time.

I see several hundred retail grocery businesses in the course of a year. Very few of 'em ever get altogether in a rut. I've seen some businesses that were the most inconsistent things you ever saw. Every department but one would be in perfect shape—up to date and all right. The one department would be run down something fierce.

There's a grocer in Philadelphia who's this way. He falls down on keeping his store clean. His windows would be a disgrace to a blind man's house. But outside of this his business is above the average—he's wide-awake all the time to grab the main chance. How he can be so up-to-the-minute in other things and let his place get so filthy I can't understand. It's a curious little weak place in human nature.

I said to a friend who is also a close friend of this grocer not long ago, "Why don't you tell ——— to wash his windows? They're about the limit!"

Some time after I asked him if he ever mentioned the matter of the windows. He said he had. The grocer's answer was, "We're all so busy we ain't had time to wash 'em."

I admit it's better to run a dirty store well than to have a clean store and run it down. I used to think that if a man kept his store clean it was a sure sign he'd succeed. I've seen so many clean stores fail or come near it that I don't think so any more.

Neither is a dirty store always a sign of shiftlessness.

I have another grocer in my mind whose weak point is his bookkeeping. His ledger looks like a ten-year-old boy's. You can't see the ink for the blots. A lot of his accounts are kept around on odd slips of paper—the backs of envelopes and so on.

Yet he has a fine store and as near as any outsider can judge it's run about right. Looks so, anyway. If he'd bring his bookkeeping system up to date I wouldn't know a better greased little business.

Don't make any mistake about me. I know the difference between essentials and non-essentials. I know that keeping sloppy books ain't the first of the essentials, and that a man can do that and still make money and be successful.

All the same it's one of the important departments of his business.

I've personally talked with another grocer who to save his soul can't seem to devise a system of delivering goods that will keep his customers satisfied. Like the other two he has a good store in other respects. I know what the trouble is—he uses one wagon to do the work of two. He should really have two wagons, but through a false idea of keeping down expense he refuses to do it. There's nothing stingy about him in other things—he's broad-minded and all right.

I do consider delivering goods one of the essentials.

I don't pretend to know much about Lent, but they tell me it's a time to sort of take account of stock—see what's wrong and buck up.

If I had a store I believe I'd have a business Lent. I mean by that I'd take up all the departments of my business one by one and look at it under a microscope. Am I getting all I ought to out of my advertising? Have I got the shortest and quickest way of keeping books? Am I an easy mark on collections? Am I discounting enough bills? Is my delivery system on the bum? Am I getting all the profit I could get on everything? Does my stock fill the bill?

If every retailer would do that once a year and act on what he found, there'd be fewer wolves knocking at grocery store doors.

THE STROLLER.

Johnson's Eversharp Slicing Machine

All the latest up-to-date improvements. Fully protected by four recent United States patents

Five little sharp pointed toothed wheels, located in the throat of the machine, all rotating on one shaft. They hold the meat firmly, close up to the knife, and cause the meat to be fed evenly, top and bottom alike. They act as a back bone to soft, moist, yielding meat, and insure slices of uniform thinness, no slabs or wedges cut to offend customers. THIS VALUABLE FEATURE IS PATENTED—NO OTHER MACHINE HAS IT.

Two circular tracks, finished up absolutely true and three hardened steel rollers ground perfectly round, gliding over these polished tracks with a smooth, easy, frictionless motion. These tracks and rollers prevent the knife edge from touching the iron face of the machine—absolutely nothing to dull the knife except the meat it slices. OUR PATENTS COVER THIS IMPORTANT IMPROVEMENT—NO OTHER MACHINE HAS IT.

A fluted-faced meat clamp that holds the soft meat rigid and firm while being sliced. It holds the butt end of a big knuckle, or it holds a little half-ounce end, and it holds them right—no slipping or getting away. A PATENTED FEATURE THAT NO OTHER MACHINE HAS.

Two ball jointed claws—these claws connect the meat with the feed mechanism; they grasp, hold and feed meat of any kind and every size and shape—they will feed a tiny scrap close up to the knife. This patented feature alone is worth five times the cost of the machine. It will save two dollars' worth of meat that always went to waste on every hundred pounds you bought. NO OTHER MACHINE HAS THIS PATENTED FEATURE.

Our patented sharpening device uses a razor hone of the very finest quality and our patented guide and gauge enables any unskilled clerk to produce a keen, smooth razor-like edge in less than a minute's time. Any one can sharpen this machine right, and no one need be troubled with a dull-edge knife. You can slice tons of beef, and your knife will still be sharp. NO OTHER MACHINE HAS SUCH A COMPLETE AND PERFECT SHARPENING DEVICE AS THIS ONE.

Our knives are made in our own works of the finest English steel, manufactured and imported to our order. They are heated to a nicety in a patented non-oxydizing gas furnace, and hardened in oil by an experienced expert, tempered to an exactness by a thermometer, ground concave by special process and fitted to a special patented hollow-ground bed, with a cutting-edge hard, tough and smooth, though they cost three times as much as ordinary knives, yet their superb action justifies the extra expense.

The EVERSHARP machines have the most complete and perfect feed-motion—an arrangement so perfectly simple, it is simply perfect. A large knuckle of beef, firmly grasped by the small end, is fed eighty slices to the inch until five hundred and sixty perfect slices are cut off, without once stopping the machine. NO OTHER MACHINE CAN CUT HALF THIS NUMBER OF SLICES WITHOUT STOPPING THE MACHINE AND READJUSTING THE MEAT.

We sell these machines for forty-six dollars, on monthly payments, and allow a liberal discount for all cash. Inquiries solicited. Facts and figures furnished.

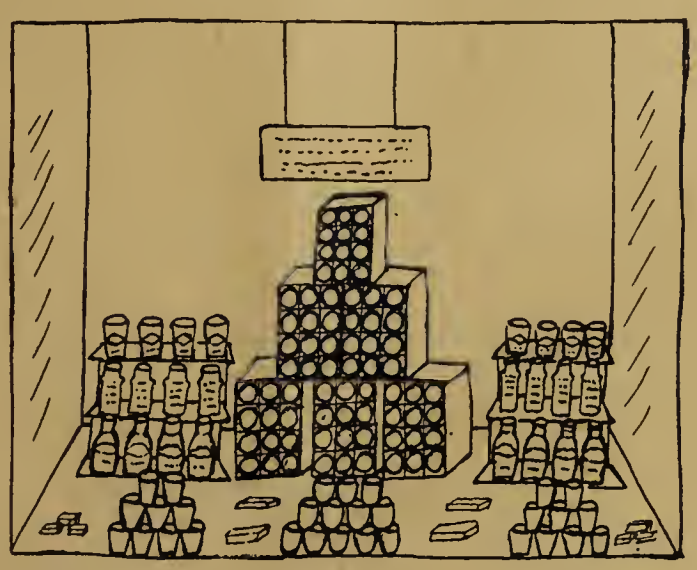
A. W. JOHNSON, NEW BRUNSWICK, NEW JERSEY

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Canning Window.

In centre are six cases of empty fruit jars, pints, quarts and half-gallons. To each side of jars are jellies and preserves. To the front of window are empty jelly glasses, jar rings and paraffine. You can improve this window by



placing baskets of plums, grapes, peaches, or any fruits in season to the front of window.

Have a card extending from the top of window reading thus:—

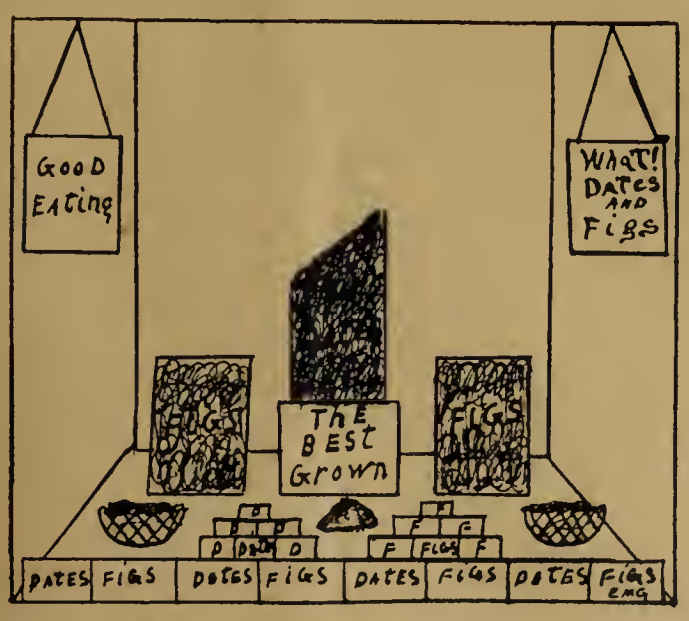
> **For the housewife who does preserving we offer jelly tumblers at 19 cents a doz. For the housewife who is too busy to do preserving we have the best of pure jellies and preserves.**

M.

Williamstown, Pa.

dow with clean white paper. Place an empty corn case covered with white paper in the centre of the window, upon which stand a full box of dates with the box part taken away, exposing the dates without any covering whatever. Break some of the dates away from the top as if they had been sold, as by so doing the centre of the column of dates will be exposed, showing that the dates are as good inside the column as they are on the outside. On the front side of the box print a sign as in the illustration.

On either side of the column of dates lean a box or more of nice layer figs (ten-pound boxes will do). Use as many boxes as you have room for without crowding.



Dates and Fig Window.

What is more pleasing to the eye than a nice clean window filled with fresh dates and figs?

First cover the floor of the window with clean white paper. Place an empty corn case covered with white paper in the centre of the window, upon which stand a full box of dates with the box part taken away, exposing the dates without any covering whatever. Break some of the dates away from the top as if they had been sold, as by so doing the centre of the column of dates will be exposed, showing that the dates are as good inside the column as they are on the outside. On the front side of the box print a sign as in the illustration.

On either side of the column of dates lean a box or more of nice layer figs (ten-pound boxes will do). Use as many boxes as you have room for without crowding.

Along the front edge and around the borders of the window arrange package figs and dates. Alternate, making a sort of border for the display, which will set off the display, especially so as they are generally packed with colored papers.

Figs often come in small, round baskets; place them back of the rows of packages.

Use packages for pyramids wherever convenient.

The bare spots can be filled in with stewing figs heaped in piles.

Neat price-cards can be placed on the fruit, also attractive cards hung in the window. They will attract the attention of the public.

This display is inexpensive, as you are only using your stock, which, no doubt, would be stored away in the wareroom.

H. J. GUNDAKER.

Lancaster, Pa.

Cut Out Cheap Corn Entirely.

Well-known Packers' Representative Contends That If Packers Would Stop Packing Third and Fourth Grade Corn the Market Would Take on Health That It Can Never Otherwise Acquire.

A well-known Eastern representative of canned goods packers, in discussing the slump which has again overtaken the canned goods market, expressed the opinion, which is worthy of consideration, that the market for canned corn would never recover much strength until the packers ceased to pack third and fourth-grade stuff.

This broker claimed that if each packer would confine himself to one grade of corn, that the best he can get; or to a first grade and at most a good second grade, the market would instantly assume a healthy tone, which is impossible under present conditions. The present method is to pack the finest grade under the best label, a second grade under another label, and sometimes third and fourth grades under still other labels. The third and fourth grades are usually packed only to sell. The packer, if he is a good packer, is not proud of them, and wherever he can refuses to put his name on the label. The stuff comes on the market, in a great horde, and because it has little or no value it has no bottom to its price and inevitably depresses the market for the better corn.

The same broker contended that the difference in cost to the consumer, between say the second-grade corn and the fourth, would be so small that any person who could afford the fourth could afford the second. As a matter of fact, a difference of 12 cents per dozen, which is a substantial difference in corn, would mean only 1 cent per dozen. This means, if true, that there would be no loss of trade, and no injustice to anybody, by cutting out the inferior grades.

Polished Coffee Seized and Burned.

The case of the eighty-four bags of coffee seized by the Federal Government several months ago on the ground that it was polished and coated in violation of law was tried on Monday last and ended in conviction. This is the end of a case that was begun in January, when District Attorney Tillman received information to the effect that a shipment of coffee was expected from New Orleans, the consignees being Orr, Jackson & Co. He immediately seized the consignment. M. C. Albrech, a member of the Bureau of Chemistry at Washington, who made an examination of the coffee, testified in court that by chemical tests he found the coffee to be coated or polished with a solution of lead chromate, a very poisonous substance. He said that while coffee so treated might be drunk for a week or longer without producing apparent ill effects, if its use were continued it would have a very poisonous effect. Judge McCall sentenced all the eighty-four bags of "coffee" to be taken out by the United States Marshal and burned to a crisp. Orr, Jackson & Co. would lay no claim to the coffee, and have never paid the freight on it, although they have kept the consignment stored on orders of the Government. The coffee was sent to them by Westfeldt Bros., a New Orleans firm, and although the latter has been notified of the proceedings pending on account of an alleged violation of the pure food laws, Westfeldt Bros. have not claimed to be owners of the consignment. Consequently there was no claimant for the coffee, and the eighty-four bags had to fight a losing battle alone. It is estimated that if the coffee were of the grade it appears to be, the entire consignment would be worth about $1,000.

Your Customers Want Tabasco Sauce



¶ Table Sauces are not simply to make food taste good—they are to liven it up, to give it a spicy relish, to give it zest and ease of digestion.

¶ No sauce does this half so well as *Moss' Green Heart Tabasco Sauce.* You can tell your customers truthfully that a dish sauced with it becomes a new dish.

¶ Made of racy tabasco peppers in the famous New Iberia Parish, Louisiana, by the New Iberia Extract of Tabasco Pepper Co. There is no question whatever that you can sell it.

Philadelphia Agents

Philadelphia Pickling Co.

260-264 South Second Street

Philadelphia, Pa.

Getting What You Bought

Do you want to enjoy the novelty this year of knowing when you buy canned goods futures exactly how many you are going to get?

Chance is you never have had that certainty before.

To have it now order **Blue Bell** and **Clover Farm** canned goods of your jobber's salesman.

Very likely he handles them already; if he does not he can. Every jobber gets from us on these goods a contract to deliver 100 per cent. He will give it to you when *you* buy.

The finest canned goods packed in Maryland.

STRASBAUGH, SILVER & CO.
ABERDEEN, MD.



Both Perfect and Uniform

Gurnse Butter has two qualities that we talk about a good deal—1, superfine quality; and 2, reliability and uniformity.

It's hard to say which the grocer thinks more important in butter, but if there is any difference we believe that uniformity is the more important. Every grocer knows how dangerous to his business it is to have the second shipment of butter poorer than the first.

But with **Gurnse** Butter it isn't necessary to choose between these two good qualities, for **Gurnse** Butter embodies both. It is the finest dairy butter possible to produce, inspected rigidly at every stage, and it keeps that way always.

You and your customers can handle one pound of **Gurnse** with perfect confidence that it will be exactly like that other pound that suited perfectly.

Packed in 30 and 50-pound boxes—pound and half pounds—34 cents.

Prices subject to market change.

P. F. BROWN & CO.

39 S. Front St., Philadelphia, Pa.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Dealers in Saddlers' Tools.

Catawissa, Pa., April 15, 1908.
Editor "Grocery World."

Dear Sir:—Inclosed please find four postals. Please address each one to some firm in Philadelphia who sells saddlers' tools.

Thanking you in advance for your trouble, I remain,

Yours truly,
H. S. GROVE.

The postals mentioned above were sent to the following:—

Kline, Savidge & Co., 161 North Third street; Frank L. Donlevy Co., 833 Arch street; Jacob Gerhab, 162 North Third street; T. W. Gilbert Co., 108 North Third street, all of Philadelphia.

* * *

To Buy Cans.

Waterloo, N. Y., April 21, 1908.
Editor "Grocery World."

Dear Sir:—Will you kindly inform me on the inclosed card where I can buy tea, coffee and spice cans for display purposes?

Yours truly,
W. LITZENBURGER.

Either Henry Troemner, 911 Arch street, Philadelphia, or the American Can Co., New York City, N. Y.

* * *

To Make Bluing.

Asheville, N. C., April 9, 1908.
Editor "Grocery World."

Dear Sir:—Please give us recipe for making liquid blue for bluing clothes.

Yours truly,
YATES & MCGUIRE.

Take one ounce of soft Prussian blue, powder and put in a bottle with a quart of clear water. Add ¼ ounce of oxalic acid.

* * *

Quaker Oats Co. Thinks Grocers Should Sell at Ten Cents and Says It Will Help Them.

Chicago, Ill., April 20, 1908.
Editor "Grocery World."

Dear Sir:—The question of the retail selling price of advertised rolled oats packages has been much discussed by retail grocers of late. The most observant retailers take the view that at 12 cents per package the consumption has been greatly curtailed, yet the grocers' cost would not reasonably warrant a price of 10 cents.

In the large cities most of the grocers have found the demand of the consumer for a 10-cent price too great an obstacle to surmount without loss of volume and consequently are doing business without profit.

As a measure of relief to the retail grocer, as well as in recognition of the consumers' demand, we have decided to defer no longer the action we promised the trade in December, when our advance was made, to restore the 10-cent basis as soon as possible; therefore we have to-day reduced the price on the regular size Quaker Oats so that it may with profit be sold at 10 cents.

There is no decrease in the cost of materials to warrant this reduction. Oats remain very high and milling quality more difficult to obtain than ever in our experience. Our sole reason for the step is to make our goods more satisfactory to the dealer; to increase the consumption and consequently by increasing the volume also increase the profit to the trade.

The reduction is effective only in territory north of Tennessee and North Carolina and east of Colorado and Wyoming.

This early advice is given you under the belief that the matter is of such importance to your readers that you will want to make editorial comment in your next number.

Yours truly,
THE QUAKER OATS CO.,
C. C. Coldren, Assistant Sales Manager.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued December 17, 1907:—

873,832. Machine for sizing, cutting and marking candy. A. H. Bartlett, Buffalo, N. Y.

873,850. Combined scoop and scale. T. T. Ellis, St. Louis, Mo.

873,877. Sausage linking and twisting machine. H. W. Louden, Lebanon, Pa.

873,922. Apparatus for preparing and packing seeded raisins. N. B. Converse, Fresno, Cal., assignor to himself and J. E. Dickinson, trustees, same place.

873,980. Coffee and tea urn. C. A. Barwise, Brooklyn, N. Y.

874,094. Butter cutter. J. M. Low, Chicago, Ill.

874,104. Folding egg case. Michael Miller, Brillion, Wis.

874,133. Butter cutter. R. W. Stevens, Butte, Mont.

874,136. Apparatus for drying macaroni. Ludwig von Susskind, St. Georgen, Switzerland.

874,195. Mechanism for detaching biscuits from pans. George Herbert, Jr., Glasgow, Scotland.

874,277. Lard scoop. H. L. Adams and L. O. Wells, Bonneterre, Mo.

874,278. Egg steamer. J. L. Adams, St. George Island, Md.

874,270. Art of baking. A. P. Anderson, New York, N. Y.

874,305. Coffee mixture. A. E. Crocker, New York, N. Y.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For canned fruits and vegetables. H. P. Cannon, Bridgeville, Del. The words "Cannon Brand" and a representation of a cannon.

For flavoring extracts. J. C. Hagan, Richmond, Va. A representation of an old woman.

For eggs. C. W. Nicholson Co., Grand Junction, Iowa. The letters "G. W. N. Co."

For tea. George Lewis & Co., Chicago, Ill. A representation of a cup and saucer and the words "Uandi Tea."

For cured meats and sausages. Kingan & Co., Belfast, Ireland, and Indianapolis, Ind. The words "La Perla."

For candy. Photios Boondas, New York, N. Y. A representation of a wreath at the top of which is a scroll and the head and wings of an eagle, the background being a representation of the sun.

For flavoring extracts. Domestic Science Manufacturing Co., Boston, Mass. The words "Domestic Science."

For pototoes. Carter-Corey Co., Bangor, Me. The words "Moose-Head Brand" and a representation of a head of a moose.

For dried and preserved fruits, and vegetable oils. Christian Eckardt, Johannishof, Germany. The word "Gladiator."

For table syrup. Halpen, Green & Co., Philadelphia, Pa. The word "Perfection."

For olive oil. Strohmeyer & Arpe Co., New York, N. Y. The words "Re Umberto II" and a representation of King Humbert II.

For salad oil. Strohmeyer & Arpe Co., New York, N. Y. The words "San Rocco" and a representation of St. Rocco.

For sardines, sprats, anchovies, herrings, mackerel and fish-balls. Strohmeyer & Arpe Co., New York, N. Y. The word "Elite."

For flour. Cohen & Rosenberg, Boston, Mass. The words "King Richard."

For cheese. W. J. Eldridge, Aurora, Ohio. The word "Imperial."

For butter. H. H. Brown, Philadelphia, Pa. The word "Gurnse" and a representation of clover leaves.

For bread. Heidland Baking Co., St. Louis, Mo. The words "Heidland's Manna Bread" and a representation of a loaf of bread.

For flour. Bay State Milling Co., Boston, Mass. A representation of the Parthenon and the words "Parthenon T. T. T. Flour, Minnesota."

For salt. J. B. Speed & Co., Louisville, Ky. A representation of a star and the words "Louisville Salt Elevator, J. B. Speed & Co."

For starch. J. S. Harris, New York, N. Y. The words "St. Denis" and a rear view of the head of a man wearing a very high collar.

For fresh fruits and vegetables. W. H. Fox, Graysville, Tenn. The word "Fox" and a representation of a fox.

For chocolates and bonbons. The W. M. Lowney Co., Boston, Mass. A representation of a shield having the word "Lowney's" on its lower portion and three plumes in its upper portion and surmounted by a winged animal. Below the shield is a scroll bearing the words "Alit Delectans."

For chewing gum and candy. D. H. Reeder, Laporte, Ind. The word "Mastico."

For milk chocolate. The W. M. Lowney Co., Boston, Mass. A representation of a cow and a milkmaid.

For chocolate candy. Cedar Rapids Candy Co., Cedar Rapids, Iowa. The word "Acme."

For chicory and coffee substitute. Emil Seelig, A. G. Heilbronn, Germany, and Jersey City, N. J. A panel on which are prominently displayed a star and two crests and the name "Emil Seelig."

For wheat flakes. Pacific Milling Co., San Francisco, Cal. The words "Wheat Flakes," and a representation of a nearly nude man.

For flour. Rippe Grain and Milling Co., Fairmount, Minn. A representation of a feather, with the words "Fairmount Mills," and a monogram "H. R."

Take notes from your long time customers. They are easier collected and pay interest. All Forbes Indexed Coupon Books have a note in front. See advertisement.

This Horse Clipper is a Bargain.

Think of it, a Power Horse Clipper that you can sell at $5.00 and make a nice profit. We have one that we would like to quote you, knowing that you will buy at the price. Jas. M. Vance & Co., 211-213 Market street, Philadelphia.

Two-Minute Sermons for the Retail Grocer

XXXVI.—Trading Business Ideas.

Get acquainted with your horse before trading him off, he may be a good one.

Ideas come to some people so rapidly that they cannot possibly take care of them unless they have a big staff of assistants. The writer knows one bright, brainy fellow who has ideas come to him this way and almost every day he has a new one. He is kept poor by them, just because he starts in on one today and trades it off for a better one to-morrow, and so on through the year. In the course of a single year he probably starts to make use of at least a dozen exceptionally good ideas, along with the more ordinary, any one of which would be a great success if worked out in a systematic manner. If he would just get one of these ideas so fastened in his brain as to prevent another one from gaining an entrance he would have been rich long ago, but the new one always looks the best, and as a result the old one, which is just beginning to get a trial, is neglected and dies of the neglect.

The man who only has one idea at a time and sticks so close to it that nothing can separate him from it is more likely to make a success of life than the man who has a fine new idea every morning for breakfast and trades it off before supper without giving it a chance to succeed. F. A. P.

"THE SIGN OF PERFECTION"
TRADE MARK
THE H-O MILLS
TRADE MARK

WE ARE FORCING
"FORCE"

ALL you have to do is to take a profit of 33⅓ per cent. on the trade we send you. That's just as easy as it seems. Heavy advertising starts your customers using "FORCE" and its quality keeps them using it.

You have to "talk up" the other breakfast foods, wasting your time, worrying your head, tiring your customer. What's the use of that when you can sell "FORCE" without talking?



The Reason We Sell More

¶ Lots of manufacturers claim that they can *force* you to sell their goods by creating a demand with the consumer. We know that "unwilling service is never good service"; so instead of trying to force you to sell Mother's Oats we are making it *worth your while to push them*, by giving you an extra profit in the shape of the coupons which net you a profit of ½ cent each on all redeemed. When you induce your customers to take Mother's Oats instead of some other brand you have the satisfaction of knowing that you have tied them to you by giving them an oat product which is better than anything else of the kind on the market.

The Great Western Cereal Co.

Chicago, Ill.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

The Protection of Creditors.

The tendency toward preventing dishonest retail dealers from defrauding their creditors by fake sales and transfers of their property is at the present time very marked in all sections. The bulk sales laws which have been passed in about thirty States have helped in this movement, which has also been helped in other ways.

The courts almost invariably assist an honest creditor of this class to obtain his rights if it can be done. A case which supplies a good illustration has just been decided in the Philadelphia courts. This case has been dragging along in the Philadelphia courts since 1904. For some years previous to 1904, H. Berg was in the retail business at 608 South Third street. On January 4, 1904, he sold his entire stock to one Harris Aaronson for $850. At that time he was owing a little over $500 to the Philadelphia wholesale trade, his creditors being four of the larger jobbers. One of these, learning of the sale, called on him immediately for settlement of his account, but he refused to pay him or his other creditors, claiming that he had made over most of the money to his brother-in-law, in settlement of a claim of $500. The jobber referred to at once swore out a warrant for Berg's arrest, charging him with selling, removing and secreting goods with intent to defraud his creditors, and the matter was placed in the hands of the District Attorney's office. Berg was arrested and held in $800 bail for court. The case was postponed from time to time, but finally came to trial a short time ago. Berg was convicted and sentenced to four months in the county jail. The prosecutors in this case were several times offered a settlement of 50 per cent. if they would withdraw the charges of fraud, this offer having been made as recently as a week previous to the trial, but they refused settlement, preferring to lose in this particular case rather than surrender the principle for which they were contending—that it was possible to convict a dealer in a criminal prosecution on the charge of disposing of his goods with intent to defraud his creditors.

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Question: G., Pa.—A sold B a property by signing a paper like this, viz:—

> I have this day sold to B a certain house and lot for $2,150; one hundred and fifty dollars to be paid in cash, the balance to be paid every three months as agreed.

A took B's check for $150. A's wife was dissatisfied and would not sign the deed, and B would not annul the sale, claiming he had already sold the property to C, who wants the property or damages. Can either B or C get the property, and have they cause for damages?

The inside circumstances in the case are these inferred:—

A has several properties and a large family of grown-ups; is 80 years old; went to B to purchase lumber for repairs. The question of selling got up between them; the property he sold is worth $3,500 or more and B knew there would be trouble about that sale and at once had deed of transfer made the same day at $3,000 to C, but the consummation was stalled when they took the deed to A's wife to sign. A can't explain why he sold it. All went so quick is his only excuse.

Answer.—A's transaction with B did not in any sense amount to a sale; it was simply an agreement or memorandum of sale. B, the purchaser, was charged with knowledge that A's deed would not convey good title unless Mrs. A joined in it. He therefore took an undue and improper risk when, before obtaining Mrs. A's consent, he made his alleged sale to C. Had he been properly prudent he would have gotten his deed, legally executed both by A and A's wife; then he could have sold to C and conveyed something. As it was, he conveyed something which he did not have; he had only the promise of it.

There was, however, a valid contract of sale between A and B, which contract A violated when he found himself unable to deliver a good deed. He is therefore liable to B for all damages which B sustained through A's breach. Whether B is entitled to count in his damages the loss on his bargain with C, however, is very doubtful, for, as explained, that transaction was prematurely entered into. So that while B has a nominal right of action against A he will probably have to prove damages other than these before he can recover anything.

If C entered into a bona fide agreement with B to buy the A property, C unquestionably has also a right of action against B for the latter's breach.

—

Question: A. F., Philadelphia, Pa.—I have a customer who has run a bill on me for $29.75. Said customer has misrepresented himself to me. He told me he was working for the Philadelphia and Reading Railroad, which I find is not so. His wife also went to the superintendent to tell me he was working there, which he refused to do. Would you kindly tell me if I can hold this person for receiving goods under false pretenses?

Answer.—The proper answer to this question depends upon some facts which are not disclosed. If the delinquent customer in the above case came to this correspondent when working for no one—a man without an income and without financial resource—and by representing that he was an employee of the railroad company obtained credit which if the truth had been known he would not have gotten, then he is guilty of false representations and a warrant can issue. The wife's trick would be strong evidence of fraudulent intent. But if the representation was simply a lie, and the delinquent, while not working for the railroad, was actually working for *somebody*, there is no false representation in a criminal sense.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

THE TEA QUESTION AGAIN.

Selling tea isn't as hard as some clerks imagine. Half the battle is getting sufficient confidence from the customer to give you her first order. Don't talk a "pound." Sixty cents, or even half a dollar, is twice as much money as hosts of people think of spending at a time for tea. You ought to know this. While you're taking an order next week say, "Mrs. Smith, we have put on sale two new teas, a black and a mixed, that the manager wants you to try. He requests that you merely purchase a quarter of a pound for 13 cents. May I enter that amount on your bill? If so, I am to report it to-night." Keep this up all week.

THE FURNITURE POLISH

called Liquid Veneer must be sold. Five cents' commission on the 25-cent size, and 10 cents on the 50-cent size. We believe this is a good thing—we further believe that it would be a good thing to move it. Get posted on what it will do. Read the circulars.

SALAD DRESSING.

Lettuce is coming in now in fine shape and very reasonable in price. We sold five barrels Saturday. You forget to speak about the dressing. Now's the time. We're overstocked on Alpha and Royal. Have a nice, clean, fresh-looking bottle of both beside you this week. Lay a couple on top of half a dozen heads of lettuce right on the counter and watch the effect—watch the result of "silent suggestion."

BE READY.

It's a great thing to be ready. It spells success. But be ready for your morning customer. Not a word of idle talk to your brother clerk. Not a minute must you devote to stock arrangement while the customer is waiting. Just "be ready." It's a compliment to her when you promptly drop the work in hand.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—A second-hand McCaskey Register. Must be in first-class order and cheap. Also one 8, 10 or 12 foot Miller & England tilting bin counter. J. D. Hocking, 401 W. Walnut St., Lancaster, Pa. 18

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—One Neostyle copying machine and supplies. MacMunn, 2000 N. Third St., Philadelphia 17

FOR SALE.—No. 79 Cash Register. Perfect condition. MacMunn, 2000 N. Third St., Philadelphia. 17

FOR SALE.—National Cash Register, cost new $400. Will sell cheap. Good as new, in use only seven months. Purman, Johnston & Co., Montpelier, Ind. 17

FOR SALE.—Enterprise Rotary Smoked Beef Shaver, No. 125 (with two blades). List price, $22.50. Will sell it for $12.00. Is in first-class condition. Used only three months. This is a bargain for anyone who needs a good shaver. Write to Bergstresser & Fretz, Emaus, Lehigh Co., Pa. 17

FOR SALE.—6-Multiple Drawer National Cash Register, as good as new. Cost $450. Will take $350 cash, or $300 cash and a good second-hand small National Cash Register suitable for cashier's desk. Address Ernest W. Miller. Hagerstown, Md. 17

FOR SALE.—Three-shelf revolving vegetable display stand with mist machine attachment. Nearly new. Price, $8.00. Mrs. E. H. Hoffman, Malvern, Pa. 17

FOR SALE.—Walker Pivot Bin, shelving, coffee mill and butter box, cheap. Apply, Hobson Bros., Narberth, Pa. 17

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at Inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price Inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 334.—In West Philadelphia, size 16x44. Does $375 weekly, three-fourths cash. Stock $1500 but can be reduced to $1000. Clear slightly more than 10 per cent. above everything. Dwelling connected for sale or rent. Owner going into manufacturing and will sell at inventory. Fullest investigation.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price Inventory.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250 No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price Inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22x60. Does $500 weekly, all cash. Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

No. 360.—In West Philadelphia. Groceries, meats and provisions. Size, 17 x 30 feet. Does $400 to $500 weekly, half cash, balance weekly and monthly. Stock, $600. Owner takes out $40 weekly, beside living expenses. Uses one team. Good dwelling attached. Owner is going into the saloon business and will sell at inventory. Will take around $1,000. This is a splendid money-making proposition.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does $125 weekly, half cash. Stock, $1,000. Clean net profits, 15 per cent. Dwelling connected for sale. Owner has Government position and cannot give attention. Will sell at inventory. Will take around $1,500 for stock and fixtures and around $2,500 for the property. Full investigation.

No. 363.—In West Philadelphia. Groceries, meats and provisions. Store 17 x 38 feet. Does $17,000 to $18,000, two-thirds cash. Stock $500. Net profits 10 per cent. Good 10-room dwelling connected for sale. Uses one team. Owner has seashore hotel and wants to give it his whole time. Take $2,500 on the property and inventory for stock and fixtures. Established 10 years ago and a very successful business.

No. 364.—In good part of West Philadelphia. Groceries, meats and produce. Store 20 x 60 feet. Does $20,000 to $25,000, half cash, balance weekly. Stock $700 to $800. Net profits 10 per cent. Owner sick and ordered to give up work by physician. Will sell at sacrifice in order to get out quickly. This store can be bought for about $,400, which is far below inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

o o o

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. April 27, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel	$2.00 per bunch
Selected, 9 hands, packed 1 in barrel	1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.25 per bunch
Selected, 8 hands, packed 2 in crate	1.20 per bunch
Selected, 8 hands, packed 3 in crate	1.15 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$3.00
Fancy Brights, 150-176 size, per box	3.25
Fancy Brights, 200-216 size, per box	3.00
Fancy Brights, 250 size, per box	2.75

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$2.65
Fancy quality, 126 to box	2.85
Fancy quality, 150-176 to box	3.25
Fancy quality, 200-216 to box	3.15
Fancy quality, 250-288 to box	2.75
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.65
Extra choice, 150-176 to box	3.00
Extra choice, 200-216 to box	3.00
Extra choice, 250 to box	2.65

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box	$2.00
Fancy Quality, 126 to box	2.25
Fancy Quality, 150-176-200 to box	2.85
Fancy Quality, 216-250 to box	2.75
Fancy Quality, 288-360 to box	2.65

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.75
Choice quality, 240 to box	2.50
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$2.75
Choice Messina, 300 size, per box	2.60
Choice Messina, 360 size, per box	2.75

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN ::: ECONOMICAL ::: SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, $4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributers for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.10½
No. 2 Rio	.09
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battlesbip, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00
Seven Day, 100 lbs. to case....per case	11.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	1.03
Wagner's, 3 lb., sauce, 2 doz	1.08
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Sboepeg, 2 lb., 2 doz	.85
Standard Sboepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.35
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.65
Pin Money, standard early June, 2 doz.	1.10
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz.	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotasb—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.90
Standard, 3s, 2 doz	.85
Gallon, ½ doz.	2.75
Fair Quality, 3s	.80
2s, 2 doz	.65

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz.	
Gold Label, ¼ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.25
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, witb key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.50
Nortb Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1.40
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.15
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wbeeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.09
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	.07½
Peaches—	
Evaporated, 50 lbs	.12
Best, 25 lbs	13½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.08
50- 60, 25 lbs	.07½
60- 70, 25 lbs	.07
70- 80, 25 lbs	.06½
80- 90, 25 lbs	.06¼
90-100, 25 lbs	.05
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, busbel sacks	.35
Fine Table, ½ busbel sacks	.22
Ground Alum, 140	.60
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 8s, 30 to bbl	2.23
Fine Dairy, 10s, 28 to bbl	2.23
Worcester, 2½s, 115 to bbl	4.00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Sbaker, 2 doz. in case....per case	1.60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Wasbington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2.55
Black-Eyed Peas	
	Per lb.
Callfornia Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O.	.30
Julian F. Bradshaw's Molasses, No. 44	.30
Cheapside Molasses	.28
Black Strap Molasses	.18
Gilt Edge Syrup	.32
Gold Medal	.32
King Syrup	.32
OrangeBrand Syrup	.36
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz.	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

At very lowest prices day order is received.

Dominoes, 5 lb. packages	
Cut loaf	
Powdered	
XXXX, powdered	
Cubes	
Fine Granulated, American	
Fine Granulated, 100 lb. sacks	
Confectioners' A	
No. 1, A	
Light Yellow	
Fine Granulated, 2 lb. bags	
Fine Granulated, 5 lb. bags	

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Cballenge, 4 doz	4.00
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.35
Red Cross, 4 doz	4.60
Star, 4 doz	4.50
Dime Brand, 4 doz	3.75
Lion, 4 doz	4.50
Premium, 4 doz	3.95
Hires' Silver, 4 doz	4.35
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.50
Our Pet, baby size, 6 doz	2.90
Peerless, small size, 4 doz	1.90
Peerless large size, 4 doz	3.50
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz. in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable matcb box	1.10
Searcb Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Cbips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3.50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freigbt paid, witb 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 200 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3.90
*Pbiladelpbia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	80	3.67
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Suulight	100	4.10
*Sunsbine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptba	100	4.00
Duck	100	3.85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flasb, for the hands ....100 cans		6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden ....1 doz.		.40
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose ....1 doz.		.40
Mottled Castile, 36 lb....per lb.		.08
White Castile, 36 lb....per lb.		.10
Conti, imported Castile, 36 lb....per lb.		.13
Oat Meal ....per doz.		.40
Glycerine....per doz.		.40
Jap Rose	50	3.75
Sweetbeart	50	1.90
Lava	100	3.75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio....3 doz.		2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound....4 doz.		1.80
Finola Star Polish	100	3.85
Silver Sand....per bbl.		2.50
American Scourer	100	3.75
Bon Ami, 10c. size....3 doz.		2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons....24 pkgs.		1.60
Old Dutch Cleanser, 4 doz.		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen	per case, 2.90
Quarts, 2 dozen	per case, 2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen	per case, 1.95
Tins, 2½-lb., 2 dozen	per case, 2.30
Tins, 3-lb., 2 dozen	per case, 2.50
Tins, 5-lb., 1 dozen	per case. 2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	32.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 300@400	23.00
Norway, count 400@450	22.50
Norway, count 300@350	27.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
	Per lb.
Codfish—	
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Pouchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

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Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleacned	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

	Per doz.
Asparagus—	
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

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Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5¼-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.30
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.30
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.30
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2.75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb
Seeded Raisins—	
Fancy, 1-lb. cartons	.09¼
Smyrna Sult., fancy, 6 cr., 80 lbs	.15
Smyrna Sult., choice, 4 cr., 80 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08
California, 3 cr., 50 lbs	.07
California, 2 cr., 50 lbs	.06½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2¾-in., 10 lbs	10
2¾-in., 12 lbs	
2¼-in., 12 lbs	.09
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.06¾
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05½
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.07½
40x50, choice	.06½
50x60, choice	.06
60x70, choice	.05½
70x80, choice	.05
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in 25-lb boxes.	
Fancy 40x 50	.11¼
50x 60	.10¾
60x 70	.10
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.07½
40x50	.07
Apples—	
Fancy, 50 lbs	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs	
Unpeeled, fancy, 25 lbs	.12
Extra Choice Muir	.11½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ⅛s, accord'g to qual.	19.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Flour—King Midas, Millbourne, On Top	29
Poultry, Broilers	45

DECLINES.

	Column.
Lentils	30
Raisins	36

ADDITIONS.

Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candies	16
Candles	7
Canned Goods	8
California Fruits	11n
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	16
Cereal Specialties	3n
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	31
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	21n
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	6n
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Puddine	31
Putty	48
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	59
Rosin	48
Sago	30
Salad Dressing	52
Sal Soda	52
Salt	51
Sapolio	55
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	48
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	49
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	67
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	41
Wringers, Clothes	
Woodenware	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge, XXXX	5.75
" Powdered	5.75
" Crown A	5.95
" Crystal A	5.60
" Coarse Granulated	5.85
Eagle Tablets	6.90
Crystal Dominoes	7.95
Cut Loaf	6.40
Patent Cubes	5.85
Powdered	5.70
Extra Fine Granulated	5.70
Coarse Granulated	5.70
Granulated	5.60
Fine Granulated	5.60
" in 50-lb. bags packed 2 in 100-lb. bag	5.65
" in 25-lb. bags packed 4 in 100-lb. bag	5.65
" in 10-lb. bags packed 10 in 100-lb. bag	5.75
" in 5-lb. bags packed in bbls	5.80
" in 5-lb. bags packed in 100-lb. bags	5.80
" in 2-lb. bags packed in bbls	5.90
" in 2-lb. bags packed in 100-lb. bags	5.90
" in 2-lb. cartons in cases	5.80
" in 2-lb. paper packages in cases	5.80
Confectioners' A	5.40
1—Keystone A	5.35
2—American A	5.30
3—Centennial A	5.25
4—California A	5.20
5—Franklin B	5.15
6—Keystone B	5.10
7—American B	5.05
8—Centennial B	5.00
9—California B	4.95
10—Franklin Extra C	4.90
11—Keystone Extra C	4.85
12—American Extra C	4.80
13—Centennial Extra C	4.75
14—California Extra C	4.75
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Cholcest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Cholcest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea ..... .50

Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas ..... .40

Per lb.

Tetley's Tea—

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins, per lb.

India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades, per doz.	.90

Per lb.

Caricol Blend, Martindale & Co.:—	
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25
Spring Garden Tea—	
100 lb. barrels, per lb. net	.18
5 lb. silver bags " "	.19
1 lb. silver bags " "	.19½
½ lb. silver bags " "	.20
¼ lb. silver bags " "	.21

Packed in cases containing 100 pounds.

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	Per doz.
McCormick & Co's Banquet Brand—	
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz. per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 8 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross, per gross	9.25
Mica, ¼ gross, per gross	8.40
Peerless, ¼ gross, per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case, per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl, per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

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Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 8 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case, per doz.	12.00
" 1 " 1 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purity Brand 5 " ½ " "	6.00
" 1 " 1 " "	1.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola, per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free, per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz., per gross	6.90
Bixby's Best, No. 1	8.75
" " B. B. B. M., per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 85, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	3.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French, per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.83
French Gloss, black, self-polishing	75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

		Per lb.
Rio Golden Fancy	.09	@.09½
" Prime		@.08
" Choice		@.07½
Santos Peaberry, extra fancy		@.12½
" Fancy	.10	@.10½
" Choice		@.09½
Maracaibo, Strictly Fancy, Mild	.12	@.12½
" Choice		@.11½
Washed Caracas, Fancy	.14	@.14½
Laguayra, Fancy		.10¾
Java, Extra Fancy Old Government	.20½	@.21
" Extra Fancy		@.20
" Fancy		@.19½
Mocha, ½ and ¼ bales, genuine, finest		@.19
Mocha Seed, Santos, Fancy		@.10¾
Mocha Seed, Santos, Choice		@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.11
" Prime	@.10
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¾	15 25/100
Lion	13⅞	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins	.26
Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21¾
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essonce, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Gronnd, bags about 160 lbs.	.05¾
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.31
" First, "	.30
" Second, "	.29
" Third, "	.27-.28
" Imitation, 30-60 lbs	.25-.26
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.32
Ladles, 30-60 lbs., bakers' use	.23-.24
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.35
B. B., E. D. brands, 20-50-lb. boxes	34
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.33
Sheaf ("400") Elgin, 20-50-lb. boxes	.32
Sheaf	28.-.31
Milhen Farm, lbs. and ½ lbs.	.36
Gurnse, pounds or half pounds	.34
Belle Spring	.32

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅜
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " "	.10¼
Bright Light, " " per box	2.20
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints per gross	4.50
Mason's, quarts per gross	4.75
Mason's, half-gallons per gross	6.75

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Jelly Tumblers—	
Barrels, 12 doz. per doz.	
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide per gross	.85
Acme, wide, 1 doz. cartons per lb.	.45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium per lb.	.85
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory per case	1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz. per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz. per doz.	.90
¼-lb. square cans, 2 doz. "	.85

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.20
DuBois' Frying	1.10
Jersey King, No. 3, Standard Jersey	.90
Blue Hen Chickens, No. 3	.92½
Silver Lake, fancy, Jersey	1.07½
Hoffecker's, standard, No. 3	.85
Plantation, No. 10, 1 doz	2.75
Silver Lake, No. 10, 1 doz	3.00
Golden Rule, No. 3, off standard	.80
Alta, No. 2	.62½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.60
Mikado, Penna., fancy	.90

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg=O=See Cereal Company

QUINCY CHICAGO BUFFALO

A Telegram Which Speaks for Itself!

BOSTON, MASS., *March 14, 1908.*

MILLER & ENGLAND, 7012 Woodland Ave.

Telegraph if can ship one hundred feet of tilting bins two weeks from receipt of order. THE WM. G. BELL CO.



Some people need **more** tilting bins than others; but you all need **some** tilting bins. This tells you the right place to get them.

MILLER & ENGLAND

No order too big, none too small, to be given our prompt and best attention.

7012-14-16-18 Woodland Ave.

PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.

—9—

Boyer's, 2s	.72½
Acorn, 3s	.95
Acorn, No. 2	.67½
Safe, No. 2	.55
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3 60
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1 05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sance	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.82½
Corn—	
Kornlet	1.75
Paris, fancy Maine	1.17½
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.70
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.67½
Vanity, No. 2, Whole Grain	.62½
Royal Exchange, Whole Grain	.60

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10.75
Boyer's, Midgets	1.75
Boyer's, Extra Sifted	1.45
Boyer's, Sifted	1.30
Boyer's, Early June	1.05
Parrot Junes	1.05
Jumbo June	1.10
Little Nell's, Baltimore	.62½
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.05
Chatauqua, No. 3	.95
Succotash—Belle Rose, fancy N. Y. State	1.00
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.15
Shawnee, No. 3	1.10
Farren's, No. 3	1.05
Farren's, No. 10	3.50
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.10
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz	2.35
Asparagus—	
Superior, large, No. 2½	4.00
Staple, medium, No. 2½	3.40
Swan, medium, No. 2½	3.50
Del Monte Tips, No. 1½	3.50
Extra Tips, No. 1½	3 40
El Dorado Tips, No. 1½	3.25
El Rio, medium, No. 2½, 2 doz	3.25

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2.75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.10
Extra standard, 2½s	3.00
Standard, 2½	2.85
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.60
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.27½
Agate, No. 2½, standard lemon cling	2.00
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.60
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.90
Keystone, No. 3, 2 doz	.87½
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.60
Peaches—	
Maryland Leader, yellow, No. 3	1.90
Maryland Leader, white	1.85
P. & B. yellow, No. 3	1.80
Gypsum, No. 3, pie	1.45
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Ayres Good, No. 3	1.05
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.50
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz	
Strawberries—	
Anchor, No. 2	.90
Jumbo, No. 1, 4 doz	1.00
Silver Lake, No. 2	1.50
Defence, No. 2	2.00
Pineapple—	
Phonograph, sliced, No. 2	1.95
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.05
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	.97½
P. & B., grated, No. 3	.85
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.80

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Chop Tan Hin, ⅞ lb., cubes	.75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.17½
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1.12½
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.30
B. & M., No. ½, flat, 4 doz	2.37½
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	3.00
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.25
Shrimps—	
Peerless Brand (Barataria), dry, No 1, 2 doz	1.17½
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.12½
Cotton Bale, pickled, No. 1, 2 doz	1.10
Mackerel—	
Pickert's, soused, No. 2, 2 doz	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.95
Boyer's, No. 2, 2 doz	1.82½
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.85
Victory, No. 1, 2 doz	.90
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.85
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.35



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

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Horseshoe, No. 1	1.45
White Bear, red, No. 1, tall	1.30
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ½s, key	17.00
Billet, small ½s	14.00
Tricolore, ½s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ½s, boneless	17.50
½s, Aurora, smoked	
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.25
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	2.50
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Owl, key, 100 cans	3.52½
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ½s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.40
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 1, 1 doz	2.25
" with key, No. 6, 1 doz	7.00
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 1, 1 doz	2.35

Chipped Beef.	
No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.50
Glass, No. 1, 2 doz	1.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	1.60
Junior jars, 2 doz	1.60

Sliced Bacon.	
Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.	
Fairbank's, No. 1, 2 doz	1.35
Fairbank's, No. 2, 1 doz	2.35
Armour's, No. 1, 2 doz	1.40
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.25
Kingan's, No. 2, 1 doz	2.27½

Lunch Tongue.	
Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.	
Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.	
Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.	
Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.	Per Doz.
Curtice Brothers, "Blue Label"—	
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ¼ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort., No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Taploca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

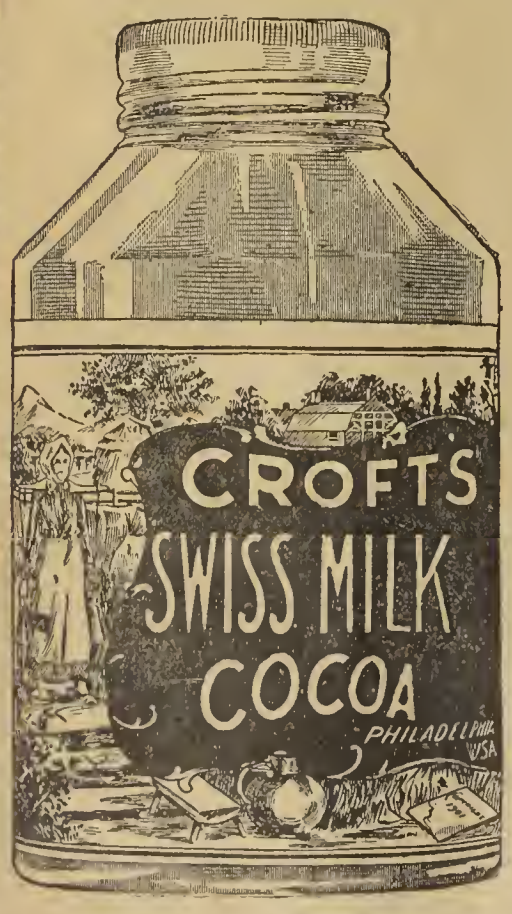
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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Microften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.12½
Honey B Comb	22-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozenges	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	1.00
Campbell's, No. 8, 1 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.92½
Snider's Catsup:—	
Pints, 2 doz	1.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate	per jug .85



WHERE *the* GLASS JAR COMES IN

The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.



What Washing Powder Do You Sell?

Some old and half-forgotten brand, sold only because you always have sold it?

Or **Snow Boy Washing Powder,** a powder made of pure soap and other cleansing ingredients, quickly cleaning everything water won't hurt; containing none of the skin-eating alkalies that some of the old brands do; carrying beautiful and high-grade premiums to your customers?

There is room in your store for a good washing powder, but be sure that you handle the best.

Good Goods and Good Profits

LAUTZ BROS & CO. = Buffalo, N. Y.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.	
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

Walter Baker & Co's:—	Per lb.
Premium, 12 to 25 lbs.	.35
Caracas, sweet, 6 lbs.	.30
German, sweet, 12 lbs.	.25
Auto, sweet, 6 lbs.	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs.	.36
W. H. Baker's:—	
Best Cocoa, ½-lb. size, per lb.	.33
" ½-lb. " "	.34
Premium Chocolate, ½s, 12 lbs.	.34
" ¼s, 12 lbs.	.34
Best Sweet Chocolate, 1-5s, 6 lbs.	.22
Best Sweet Chocolate, 1-5s, 12 lbs.	.22
Hershey's—	
Milk, ½s, 6 lb. per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs.	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb.	.43
" " ¼s, 6 lb.	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb.	.45
Queen, 4 to lb.	.42
Sweet Vanilla, 4 to lb.	.28
" 8 to lb.	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35
" ½-lb. tins, 6-lb. boxes, per lb.	.34
Wilbur's Chocolate—	
Premium, ½s, 12-lb., per lb.	.33
Sweet Clover, ½s, 6-lb., per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s.	.36
Cocoa, labeled, ¼s.	.38
Premium Chocolate, ½s.	.28
Premium Chocolate, ¼s.	.30

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ⅛-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ⅛s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ½s, 12 lb. "	.31
" " ⅛s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ⅛s, 6-lb. boxes	.26½
" ⅛s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz.	6.25
Eagle, 2 doz.	3.15
Challenge, 4 doz.	3.90
Defiance, 4 doz.	3.90
Magnolia, 4 doz.	4.45
Rose, 4 doz.	4.20
Dime, 4 doz.	3.50
Winner, 4 doz.	4.20
Baby, 1 doz., glass	1.90
Red Cross	4.40
Peninsular	4.35
Leader	3.90
Banner, 4 doz.	4.30
Star, 4 doz.	4.40

EVAPORATED MILK.

Peerless, family size, 4 doz.	3 50
Peerless, 5c. size, 4 doz.	2.00
Yacht, family	
St. Charles, family size, 4 doz.	3 75
St. Charles, hotel size, 2 doz.	
Silver Cow, 5c. size, 6 doz.	2.90
Pet, 10-c. size, 4 doz., per case	
Pet, 5-c. size, 6 doz., per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.35
Van Camps, 4 doz., large	3.90

HIRES CONDENSED MILK AND CREAM

Per case.



Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

An Extra Salesman Free of Cost

DO you know that the tremendous advertising we are doing in consumers' publications really amounts to an extra outside salesman for you? The chance is there isn't a single one of your customers who doesn't take *some* publication. If it's a good one we're likely in it, persuading that customer that **Van Camp's Pork and Beans** are the best of all, even better than home-baked; inspiring them to buy; placing our case before them in the strongest possible way.

And our case is your case, for you can get these sales. More, we've seen to it that you can get them at a profit which averages as well as the profit you make on everything.

The finest baked beans and the finest baked bean proposition.

Van Camp Packing Co. Indianapolis Indiana



"GET SOME"

THE CORN WITHOUT HULLS



The Pressing & Orr Co.
NORWALK, OHIO

Like to Eat Husks?

A meal of corn hulls would be like a meal of husks, and yet every brand of corn but **Winorr** cans the hulls with the kernels. Naturally not as bad as the hulls alone, but it's common sense that it takes away some of the goodness.

A special process we have removes the hulls from the corn we afterward pack under the brand **Winorr.** The result is a brand of unequalled tenderness, succulence and deliciousness. Try this on your trade.

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

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COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅓s	.26
" ¼s	.28
" ⅓s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10½
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

	Bbls.	Bxs.
A. Exton & Co.:—		
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	.09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Saltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1.00
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish p. dz.	1.75

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Wein Senf, in bbls. per gal.	
" 1 gallon stone jars per jar	.75
" 5 gallon kegs per keg	2.50
Prepared Mustard, in bbls. per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.35-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.26
loaf,	.26½
Sap Sago, 3 to a lb. cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs. loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin per lb.	.26
" 1-lb. tins per case	3.25
Camembert, in wood boxes..per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1. loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each per lb.	.16
Limburger Cheese, No. 1. box, 18; ½ box, 18; less	.19
Muenster Cheese per lb.	.18
Brick Cheese, No. 1 "	.16
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size..per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.40
Neufchatel (Cow brand), 25 in box..per box	1.05
Star Cream, or Phila., 12 " "	2.20
Miniature Cream, or Phila, 12 " "	1.10
Hand Cheese, 8 doz. "	1.35
" 4 " "	.70
" 4 " Thuringer "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight) per lb.	.48
Wiener Wurstel, 16 in tin per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolls) per lb.	.48
Imported Frankfurters per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short per lb.	.24
" " long "	
" Mortadella, Dry per lb.	.25
" Knackwurst, 25 in box, per box, $4.75 per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .19½; less	.21
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .18; less	.20
" Cervelat, Crescent, 50 and 100-lb. boxes, .15; less	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22; less	.24
" Salami (E), 50 and 100-lb. boxes, .19; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17½; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less	.17
" Tongue Sausage per lb.	.28
" Smoked Braunschweiger Liver Sausage per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	1.00
" Petit Delicatess Frankfurters, with Sauer Kraut per doz.	1 00
" Lebanon Beef Bologna per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins per doz.	1.65
Pickled Meats, in glass "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

You Are the One That Gets Hurt

When you sell your customers a low-priced coffee. You are taking chances unless it's ARIOSA, because it is very difficult to get a good quality of coffee at a low price and yet have the flavor always the same.

You can't afford to take chances. We buy in larger quantities than any five concerns in the country, and we can afford to give quality and make a price that nobody can duplicate.

ARBUCKLE BROTHERS
New York

Do You Buy Pasteboard or Apples

when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY

A card brings delivered quotations.

E. V. Peirson & Co., Newark, Wayne Co., N.Y.





PEANUTS—FIVE A BAG

Everywhere you go you hear that cry. Don't you think you should have some of the trade that the peddler has? If you knew that with an

Acme Peanut Roaster

you could clear 300 per cent., would you not put one in when you learn that any boy can run it, and that there's nothing to get out of order, and that it will pay for itself in one month's time? We think you will, and we will be pleased to furnish further particulars and prices on request.

ATSATT BROS.
24 Pearl St., Mattapoisett, Mass

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ⅛bbl.	5.50 60–75
" milkers, " ⅛ bbl.	6.50 75–85
" mixed, Standard, bbl. ⅛ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl. ⅛ bbl.	
Scotland Herring, mixed, large fulls, bbl. ⅛ bbl.	8.00
" milkers, large fulls, bbl. ⅛ bbl.	8.00
Marinirte Herring, Imported, about 40 in pail.	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail.	1.00
Norway Stockfish, dry, per lb.	15
Matjes Herring, per pail	

BISMARCK HERRING.

Pint size, round tins, with key, per tin	.20
Quart " " " "	.35
2 Qt. " " " "	.55
4 Qt. " " " "	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand) per keg	.75
" 5-lb. pails, per pail	.55
" 10-lb. pails "	1.05
Cut Spiced Sardines, per 10-lb. pail	.75
" " 5-gal. keg, per keg	2.75
Russian Sardines, in glass jars, per doz.	2.25

NORWAY ANCHOVIES.

Original Package, per ⅛ bbl.	5.50
Repacked in 5-lb. pail, per pail	.60
" in 10-lb. pail "	1.10
" in 5-gal. kegs, per keg	2.75
" in ½-lb. flat tins, per doz.	.95
" in ½-lb. tall tins "	1.50
" in 1-lb. tall tins "	2.00
Fancy Kegs—1|1 keg, .80; ⅛ keg, .42; ¼ keg, .32; ⅛ keg	.20

SALT SARDELLEN.

Original Package, 190z. per anker	16.00
Repacked—kegs, about 8 lbs. per keg	3.25
" pint jars, per doz.	6.00
" large tumblers "	2.25
" small tumblers "	1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.	19.50
½ " "	10.50	¼ " "	10.50
¼ " "	5.50	⅛ " "	5.50
⅛ " "	2.75	1/16 " "	2.75

GERMAN DILL PICKLES. Regular Size.

60 gal. cask—about 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT. Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse), per lb.	.18
Spitzkugeln "	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg., per bundle	.30
Basler Lebkuchen, No. 1, 6 " "	.50
" " No. 2, 6 " "	.75
" " No. 3, 6 " "	1.00
Amandines, 9-lb. tins, per tin	5.25
" small tins "	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag	2.75
Green Kern per lb.	.10½
Potato Flour "	.08
German Dried Pears "	.14
Dried Mushrooms "	.60–.100
Juniper Berries "	.08
St. John's Bread "	.05
Bay Leaves "	.06–.08

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COTTOLENE.

30 2-lb. tins, per case		6.25
15 4-lb. " "		6.25
6 10-lb. " "		6.25

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.18
Western	.17

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15½
New York, Full Cream, new, 1st's, 40-lb. bxs.	14–.15
Picnic, Full Cream, new, fancy, 20-lb. bxs	.15½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.28
Anchovies, in oil, ½ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz.	4.75
" plain, per doz.	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ½ gallon kegs	1.50
" " Quart, glass, per doz.	7.00
" " bottled, ½ size, per doz.	2.35
" " " ⅛ " "	1.90
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.00
" small " " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz.	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ¼'s	2.65
" ½'s	5.00
" ⅛'s	9.85
" 1's	18.50

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French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.50
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz., per doz.	4.00
" " " 8 oz., "	7.25
" " " 16 oz., "	13.50
Theodore Marquet Musbrooms:—	
First Choice	27.00
Choice, 100 tins per case	25.00
Extra, " "	
Hotel, " "	23.00
Truffles, ⅛ per tin,	.30
" ⅛ "	.55
" ¼ "	1.15
" ½ "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs in Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallized Ginger, 1-lb. tins, per doz.	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	1.25

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50

It Made No Difference to Us

No gelatine sold in this country was less affected by the Federal Food Law than **Chalmers'.**

Our brands complied with the legal standard even before there was one. How could they help it? They were simply unsophisticated gelatine, made of pure unadulterated calves' stock and spring water. There was nothing to change about them, nothing to alter in any way.

We take a just pride in the fact that while the Federal Food Law caused some manufacturers to completely transform their business, it made no more difference to us than if it had never been passed.

Two styles—granulated and shredded.

James Chalmers' Sons

Williamsville, N. Y.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.60
Gold Medal	6.10
Millbourne	6.10
On Top	6.50
Ceresota	6.10
Pillsbury's Best	6.00
Taylor's Fancy	5.40
Semper Idem	4.75
Pride of the West	5.15
Sunbeam	5.05
Qnaker City	5.70

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	2.90
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.85
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	

FARINACEOUS GOODS.

	Per Bal.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2.00
" " table, 100 lbs	1.95
Western yellow, granulated, 100 lbs	1.75
Western white, granulated, 100 lbs	1.65
Quaker, 36 packages	2.85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05⅜
Marrows, Fancy N. Y. State, grain bags bush	2.27½
Medium, Fancy, grain bags, bu.	2.35
Pea, fancy, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags, bushel	2.40
Red Kidneys "	1.70
Peas—	
Green, per bushel	2.50
Scotch "	2.55
Split, yellow "	2.05
" green "	

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Lentils—	
00000, 110-lb. bags, per lb.	.05½
Less quantity "	.06
Shaker Corn—	
Fancy, barrels, per lb.	.05¾
Less quantity "	.06¼
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.50
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.10
Western Pearl, 100 lb. bags	1.80
Western Grits, 100 lb. bags	1 75
Barley—	
OO	.06
No. 3, 100-lb. bags	3.30
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	6.80
" " kegs 100 lbs., per keg	3.65
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.47½
Banner Oats, 20 packages	4.35
H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.55
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	6.20
Avena, per keg, 90 lbs	3.25
Standard, 180-lb. bbls	6.00
" 90-lb. bags	2.95
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04⅛
Admiral, Pearl, 24's	.07¼
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04⅜
" " less quantity "	.04¾
" Pearl, 150 lbs "	.04½
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.60
Manl Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.45
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.65
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	2.65
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.10
" Acidulated "	1 10
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per dos.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.85
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05¾
" Vermicelli, square, "	.05¾
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Hercock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per dos.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

These Are For Your Customers

In order to aid you in the sale of **Ralston Health Food** and **Purina Whole Wheat Flour** we will furnish you with excellent specialty matter to give to your customers, consisting of **Checkerboard and Checkers, Ralston Wagons and World's Fair Satchels.**

These are attractive and useful, and make desirable presents.

Make a window display of them. We will send you the material with instructions how to build it effectively. It will be the best way to let your trade know what you are giving them.

RALSTON PURINA MILLS

ST. LOUIS, MO.

T. A. James & Co., General Distributers, 12-16 Chestnut St., Philadelphia

The GREAT Ramly

Is the one spelled R-A-M-L-Y, the finest Turkish cigarette .ever made to sell for 10 cents. So good, other cigarettes are made to look like it, so they will sell on the Ramly's reputation.

If you want to give your customers an ideal smoke, sell them the Ramly. You won't have to tell them about it the second time—they'll *ask* for it.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

—32—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holdor	2.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Nover Slip"...per doz.	.90
Hopper's Can Openor...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 25	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6⅛,	3 feet 8 inches,	9	15.00
8⅛,	4 feet 10 inches,	12	20.00
10⅛,	6 feet,	15	25.00
12⅛,	7 feet 3 inches,	18	28.00
14⅛,	8 feet 6 inches,	21	31.00
16⅛,	9 feet 8 inches,	24	35.00
18⅛,	10 feet 10 inches,	27	40.00
20⅛,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 2
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 2
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Butchers', without weights, No. 0
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Koyed (Jewol) 2 doz. in case.. "	.90
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.37½

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	27.00	14.10	7.15	1.60	1.33
Ex. Norway, No. 4...	23.00	12.10	6.25	1.40	1.17
Ex. Bloaters, xxx...	38.00	19.60	10.00	2.15	1.77
Ex. Bloaters, xx...	33.00	17.10	8.75	1.90	1.57
Fancy Shore, No. 1...	30.00	15.60	8.00	1.75	1.45
Med. Shore, No. 1 ...	25.00	13.00	6.65	1.50	1.25
Large Irish, No. 2...					
Extra Irish, No. 2...	24.00	12.60	6.50	1.45	2.21
Medium Irish, No. 2..	23.00	12.10	6.25	1.40	1.17
Small Irish, No. 2...	22.00	11.60	6.00	1.35	1.13
Irish, No. 3...					
Large, No. 3 Herring.	18.00	9.60	5 00	1.15	.97
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Largo.	7.00	4.10			
Shore, Round, Med...	6.00	3.60			
Ocean Whitefish...	4.50	2.85	1.62	.45	
Salmon, Halifax ...					
Shad, No. 1, Mess...	15.00	8.10	4.25	1.00	.85
Shad, No. 2, Mess...					
Haddock, Pickled ...					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, koyed, large size, 1 and 2 doz. in case...	1.30
" small size, 2 doz. in case...	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.06½
Medium Bank	.06¼
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.12
Smoked Salmon, wholo fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.80
" " 100s... "	1.25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.08¾
Fancy N. Y. State, 48 1 lb	.09½
Choice N. Y. State, 50-lb. boxes	.08½
Apricots—	
Extra Choice Royals, 25 lbs	.21
Choice Royals, 25 lbs	.19
Standard Royals, 25 lbs	.15
Cherries—	
California, unpitted, Black, 25 lbs	
California, pitted, Black, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.07¾
Gold Medal, loose, 25 lbs	.07⅝
Private Growth, extra, cleaned, 36 lbs	.07½
" cleaned, 30 lbs. bulk	.07¼
Peaches—	
Extra Fancy Muirs, 25 lbs	
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12½
Choice Muirs, 50 lbs	.12
Pears—	
Choice California, Bartlett, 25 lb	.10

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.08½	.08¼	.07½	.07¼
40- 50, 25 "	.07¾	.07½	.07¼	.06¾
40- 50, 50 "				
50- 60, 25 "	.07½	.07	.06¾	.06¼
50- 60, 50 "	.07	.06¾	.06½	.06
60- 70, 25 "	.06¾	.06½	.06	
60- 70, 50 "	.06½			
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.05½		.05¼	
90-100, 25 "				
90-100, 50 "		.04½	.04¼	
100-120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11
Ensign, fancy, pitted, 50 1s	.08½
Raisins—	
Muscatels, 4 crown, 50 lb	.05¼
" 3 " 50 lb	.04¾
" 2 " 50 lb	.04½
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Roger's, Layer, Valencias, 28 lbs	.06½
Llano, Layer, Valencias, 28 lbs	.06
Gilabert's, Layer, Valencias, 28 lbs	.06½
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07½
Butterfly, fancy, 36 1s	.08
Owl, fancy, 36 1s	.08
Harvest, choice, 36 1s	.07
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12½

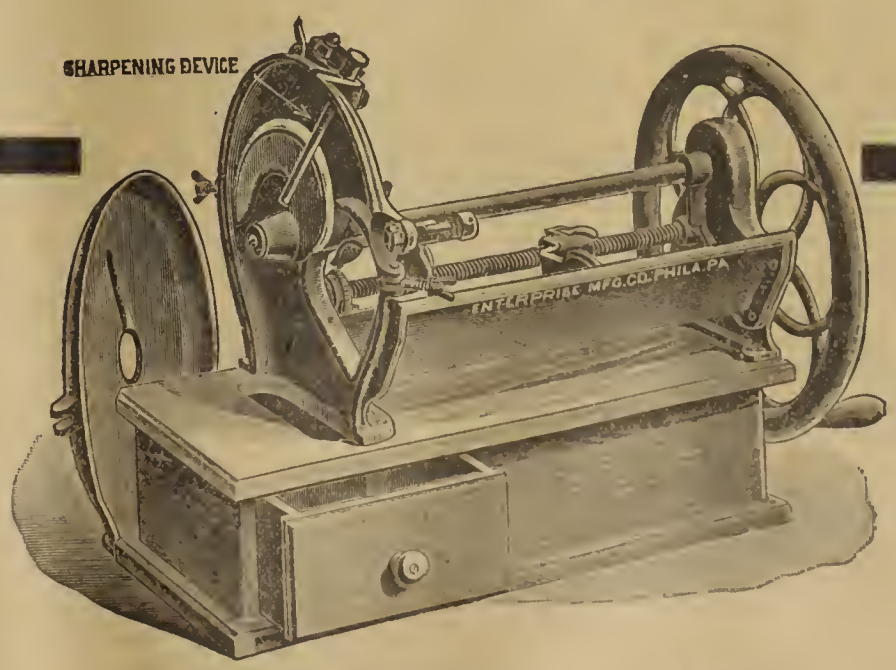
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb... per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in caso ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Porfection Rye Coffee 24 2 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the
"Enterprise" Rotary Smoked Beef Shaver
greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

No. 125 (with 2 Blades) $22.50
No. 129 (with 1 Blade) 22.50

—27—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.9e	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Puro Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz'	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.15
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

	Per gro
Ohio Blue Tips—	
200's, 1 gross per case	1.70
500's, 100 packages "	3.25
500's, 1 gross "	4.50
Ohio Noiseless—	
500's, 1 gross per case	3.75
King Bird—	
100's, 3 gross per case	2.85
500's, 1 gross "	4.00

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Swift & Courtney's, 200's, 1-gross case		1.75-1.90
" 400's, 1 "		3.50-3.70
" 500's, 1 "		3.75-4.00
Blue Hen, 200's, 1 "		1.50-1.60
" 500's, 1 "		4.00-4.25
	Per Gross.	
Vulcan Parlor, 65's		.41
" 100's, 5-gross in case		.90
" 500's		3.95
Vulcan Safety, 65s, No. 37		.55
" 65s, No. 2		.45
Columbia Safety, No. 2, 5-gross cases		.55
" No. 37, 5-gross cases		.50
" 100's, 5-gross cases		.90
" No. 15, gross cases		1.20
" No. 32, 5-gross cases		.55
Safety		.45
Mazeppa, Parlors, 500's		3.50-3.75
Searchlight, 500's		4.25-4.50
Press, 200's		1.80-1.90
" 500's		4.50-4.75
America, 200's		1.30-1.35
American Paraffine, 500's, ox. qual		4.15
Telegraph, blue bead, 5-gross cases		.60
Our Darling, 1 gross, No. 3, 1,000		5.50
Our Darling, ½ gross, No. 4, 1,000		2.75

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¾
18, 37 and 68-lb. buckers, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. palls	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits	per lb.	.06
New Year, bbls and kegs and 30-lb. kits	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kans, 6 to crate	per doz.	9.80
" 5-lb. " " "		5.30
" 5-lb. Glass Jars, 6 to case	"	6.25
National, 30-lb. Kits, bbls., ½ bbls	per lb.	.05¾
Southwark, 30-lb. palls, bbls., ½ bbls.	"	.04¾
Atmoro & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden palls	per box 6 palls	3.75
No. 10, wooden palls	per box 6 palls	6.40
No. 18, 37 and 68, wooden palls		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Woodon Palls, 18, 37 and 68 lbs	"	.09¼
Atmoro's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stovo Gasoline	per gal.	.18
Headlight, 150test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	12.50
" Extra, 64 oz	11.50
" Mammoth, quarts	6.50
" Extra, quarts	6.00
" Extra, pints	4.00
" Mammoth, ½ pints	2.75
" Extra, ½ pints	2.60
Fourees, 19 oz., fluted bottle	4.00
De Lucques, 10 oz	2.40
Farcies	3.00
Queen, 6 oz	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz	7.50
" " 12-oz. flasks, 2½ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2½ doz	8.00
Rae's, Finest Sublimo, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case per case,	8.50
Pints, " 2 " " "	9.00
½ Pints. " 2 " " "	4.75

Oliver's Olive Oil—

1 dozen large	6.00
2 dozen medium	6.75
2 dozen small	4.25
6 1-gallon tins per gal.	2.10
10 ½-gallon tins per gal.	2.20
20 ¼-gallon tins per gal.	2.25

AMERICAN OIL.

Stobrer's, No. 8, 2 doz per doz.	.55
Stohrer's, No. 16, 2 doz per doz.	.90
Stohrer's, No. 32, 1 doz per doz.	1.80
Keystone, bottles, 2 doz per doz.	.90

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

The Rapid Means To Your Delivery Service—

We have some unassigned territory for responsible agents of ambition.



Prompt Deliveries on slippery streets and in the coldest weather.
Earlier Deliveries to distant points during rush seasons.
Fewer Employees and more merchandise handled.
One-fourth as much barn space.
An Advertisement that can't be equalled.
Delivery Expense Cut in Two.

Write me your requirements, and I will send you our new catalog and write you just what we can accomplish in your particular case. We can save you money.

F. A. HENRY, SALES MANAGER
RAPID MOTOR VEHICLE CO., 147 Rapid Street, PONTIAC, MICH.

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.90
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.21
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03¾
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 13	"	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25

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Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10
Russian Sardines	per keg	.75
" 5-lb. palls	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

45 gal., 1200s	per bbl.	9.90
45 gal., 1000s	per bbl.	9.25
William Bros., 16 gal., 800s		6.10
" " 16 " 600s		5.25
10-gallon kegs, 700s		3.25
Sweet Pickles, 500s to 600s, 5 gal	per keg,	3.30
Sweet Pickles, 700s, 5 gal	"	3.60
Sweet Pickles, 1,000s, 5 gal	"	4.15
Sweet Pickles, 2,000s, 5 gal	"	5.00
Chow-Chow, No. 1, 5 gal. kegs		1.95
Chow Chow, No. 2, 5 gallons		1.75
Chow and Mixed Pickles, 2 gal., per pail		1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.25
No. 8, Sour Gherkins, 2 doz	.90
No. 8, Sweet Gherkins, 2 doz	.90
No. 8, Sour Mixed, 2 doz	.90
No. 8, Sour, assorted, 2 doz	.90
No. 8, Chow-Chow, 2 doz	.90
No. 8, Onions, 2 doz	.90

Crosse & Blackwell's:—	
Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs		.12
" 14–16 lbs		.11
" 10–12 lbs		.11½
Picnics, 6–8 lbs		.08¾
N. Y. Shoulders, 10–12 lbs		.10
Dried Beef, sets (city smoked)		.17
" Tenders and Knucks		.17
" Flats		.15
" Air Dried, sets		.21
" " Tenders and Knucks		.21
Jersey Pork, Butt	per bbl.	16.00
" Family	"	17.50
Breakfast Bacon, rib in		.11
" boneless		.12½
S. P. Bellies, 14-15 lbs		.09
Bologna, 25-lb. boxes		.08
Boiled Boneless Ham		.18
Beef Tongues, smoked, 5–6 lbs	per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes		.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ¼-cent extra

John Bower & Co.—

Honey-cure Brand Hams, skinback		.13
" " large		.13
" " medium		.13
" " small		.13
" Breakfast Bacon		.12
" " boneless		.14
Beef, air-dried, regular sets		.20
" " insides and knuckles		.22
Ham Bologna		.10
Beef "		.10
Boiled Hams		.20
Beef Tongues	per doz.	9.00–11.00

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Swift & Co.—		
Premium brand Hams, 10 lb		.13
Premium brand Hams, 12 lb		.13
Premium brand Hams, 14 lb		.13
Premium brand Hams, 16 lb		.13
Premium brand Hams, 18 lb		.13
Premium brand skinned Hams, 18–20 lb		.13
Premium brand boiled Hams, skinned, fatless		.21
Premium brand Bacon		.20
Premium brand Dried Beef, insides		.22
Premium brand Beef Tongues, short cut		.16
Winchester brand skinned Hams, all aver		.12
Winchester brand Picnics		.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	09½	7⅞
Plain Tubs, 50 and 60 lb. cans	09½	8
10-lb. Tin Pails, 60 lbs	10¼	8⅝
5 " "	10⅜	8¾
3 " "	10½	9

John Bower & Co.—		
Pure Kettle Rendered, tierces		.09¾
" " tubs		.10
" " 3, 5 and 10-lb. cans.		.11
Swift & Co.—		
Premium brand, tierces		.10¾
Silver Leaf brand, tierces		.09¾
Jewel, compound, tierces		.08⅛
Cotosuet tierces		.08⅜

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	10¼ @ .10¾
Common to fair, native	08½ @ .09½
Western Dressed Beef—	
Choice, native cattle	10¼ @ .10¾
Common to fair "	08½ @ .09½
City Dressed Veal—	
Prime	@ .11
Good to choice	@ .09
Dressed Hogs—	
Pigs	@ .08
Hogs, heavy	@ .08
" 180 lbs	@ .08
" 160 lbs	@ .08
" 140 lbs	@ .08
Dressed Sheep and Lambs—	
Lamb, Western, good	.14
Lamb, Western, culls	.10
Sheep, choice	.12
" medium	.10

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00

Vita's Chance Has Come

Vita Norwegian Sardines are the tastiest, most delicious sardines imported. They always have been, but they have never had the sale they ought to have, because French sardines got in first.

This year French sardines are almost out of the market, and the chance for Norwegian sardines has come. Give the **Vita** brand just a little push and you'll have a sale for it that will stay with you, even after the French sardine comes back.

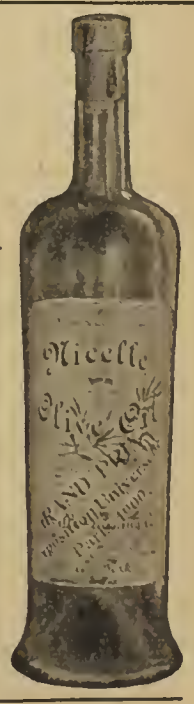
F. H. Phillips & Co.
444-446 Greenwich St., New York

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Look At It and Taste It



The minute you see **Nicelle Olive Oil** you feel sure it's a high-grade article. The package is unique and exclusive—you can't associate poor goods with it.

Taste **Nicelle Oil** and you *know* it's high grade. Nowhere else have you met that rich smoothness, that delicate yet penetrating olive flavor.

Women have told us repeatedly that their salad dressing came quicker and better with **Nicelle Oil** than with any other brand they ever tried.

Give it a chance for your own good.

NICELLE OLIVE OIL CO.
105-109 Hudson Street, New York

—45—

Calf Heads, scalded	.50–.75
Sweetbreads, veal, per pair	.60–.90
" beef, per doz.	1.00
Calf Livers, per lb.	.20–.25
Beef Kidneys, per doz.	1.00
Beef Livers	.06
Ox Tails, per doz.	.50–.65
Hearts, beef, per lb.	.03–.05
Rolls, beef	.12
Tenderloin, beef, western	.18
Fresh Pork, loins, city	.10
" " western	.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.19 –.21
" Y. T., 15 to 17 lbs	.19 –.21
Old hens and toms	.17 –.19
Common to Good	.15 –.16
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.40 –.50
Philadelphia, fresh killed, 3¼ to 4 lbs to pair	.40 –.50
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.40 –.50
Western, 4 to 4½ lbs. to pair, fancy	.23 –.25
" 3 to 3½ lbs. to pair, fancy	.24 –.27
" fair to good	.18 –.21
Fowls—	
Western, fancy	.15 –.16
Heavy Roasters, 4 to 5 lbs	.18 –.20
Fair to good	.16 –.18
Old cocks	.10 –.11
Western capons, fancy	
" " small	
	Per doz.
Squabs—	
Prime, large, ancy	3.50–4.00
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1¾ to 2 lbs	.33 –.38
Large Springers	.17 – 20
Fowls	.14 –.15½
Roosters	.10 –.11
Ducks	.12 –.13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case, per doz.	85
" 1 " " "	.85
Large or No. 2, 1 " " "	1.40
1-lb. cans, 1 doz. in case, per case	4.00
2-lb. " ⅛ " " "	3.75
3-lb. " ⅛ " " "	5.40
5-lb. " ⅛ " " "	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	4.50
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz., doz.	.75
Spring Garden, fancy, No. 3, 2 doz., doz	.70
Compass, No. 3, cans, 2 doz	.67½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ⅛ lb., per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " 1 " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—	
Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	.97½
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.92½
Schimmel's, No. 10, tumblers	.88
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ⅛ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.97½
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails, per pail	1.15
Apple, 20-lb. crocks, per lb.	.07¾
Apple, Schimmel's, 30-lb. pails, per lb.	.06
Prune, 30-lb. pails, per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz	1.70
Southwark, assorted, jars, 2 doz	.98
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—	Per Doz
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		o 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rbubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size, per doz.,	1.20
Laudanum, 25c.-size, per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum, per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk, per lb.	.08
" Lump, bulk "	.08
Butter Color, W. & R., per doz.	2.00
Bluestone, bulk, per lb.	.08
Copperas, per lb	.01¾

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Camphor, gum, 1-oz. blocks	.85
" Flakes, 250 bbls	.02¼
" " less quantity	.02¾
" Tar Balls, bbls., 250 lbs.	.02¼
" " less quantity	.02¾
Castoria, Fletcher's, per doz.	2.80
" Pitcher's "	.85
Carbonate of Ammonia "	.11
Epsom Salts, per lb.	.02
Glauber Salts, per lb.	.01½
Glue, ordinary	.09½
Glue, white	.20
Glue "	.11
Goff's Cough Syrup, 25c. size, per doz.	1.75
Goff's Herb Bitters, 25c. size "	1.75
Goff's Oil Liniment, 25c. size "	1.75
Goff's Sarsaparilla, 50c. size, per doz.	3.50
Goff's Worm Syrup, 15c. size "	1.20
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size "	.75
Gum Arabic, per lb.	.50
Haarlem Oil, per doz.	.40
Licorice, P. & S., 5c. stick, Imported "	.36
" M. & R., 5-lb. boxes, per lb.	.23
" " Lozenges, 5-lb. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.24
" Root "	.11
Putty, 25-lb. cans, per 100 lbs.	1.60
" 50-lb. cans "	1.55
Petroleum Jelly, screw top, 5-c. size "	.35
" " 10.c. " "	.75
Paris Green, 100-125-lb. kegs, per lb.	28¼
" ¼-lb. packages "	.32
" ½-lb. " "	.31
" 1-lb. " "	.30
Jamaica Ginger, Hires', flasks, per doz.	.90
Rosin, per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs. "	.06
" granulated, kegs, 100 "	.06
Sulphur, Flour, 175-lb. barrels, per 100 lbs.	2.55
" 100-lb. bags "	2.25
" less quantity "	.03¾
Venetian Red, per lb.	.01
Whiting "	.02
Husband's Magnesia, per doz.	2.85
Bull's Cough Syrup "	1.90
Roach Powder, Omega, 4-oz. cans	.80
" " per gross	9.00
Roachsault, 10c.-size, 1 doz., per doz.	.80

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75

	Per doz
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

W. F. Young's Veterinary Remedies, wholesale prices— Per doz.

Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per doz.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts, "	1.00
" gallons, each	.30
" ⅛ barrels, "	3.50
" barrels, "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums, per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 2, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla, "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen,	No. 25, per doz.	2.00
" " " "	No. 2X, "	.80
" " " "	No. X, "	.45
" Lemon, " "	No. 25, "	1.75
" " " "	No. 2X, "	.80
" " " "	No. X, "	.45

Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per doz.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet, per doz.	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Pearl Head, 5-lb. cotton sacks	05¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.05¾
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03¾
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs	2.50
" " 60 bags, 5 lbs., fine	4.00
" " 22 " 14 " "	3.75
" " 30 " 10 " "	3.75
" " 115 " 2½ " "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schimmel's, small, 2 doz., per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 150 lbs., per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sance:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

BORDEN'S
Peerless Brand
Evaporated Milk



AN UNSWEETENED CONDENSED MILK

Made by the Originators of Condensed Milk, who for *50 Years* have devoted all their Energies to the Production of the *Highest Quality Sanitary Milk*, in which *Gail Borden* was *The Pioneer*.

A Point of Interest to Jobber, Retailer and Consumer

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY" NEW YORK

—53—

SEEDS.

Canary, bush. 60-lb	2.75	Mustard, Brown...	.07½
Caraway	.12	Mustard, Yellow..	.07
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., 110 lbs., kegs, per lb.	.01⅞
Bi-Carb., bulk, 25-lb. boxes, "	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs, "	.05⅜
[illegible], per lb.	.05⅜
" " " lbs., 36 " "	.04⅞
" " " ¼, ½, 36 lbs, "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.05½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Cllequot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 dos. in case, 50 lbs. per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Lavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.89
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

—55—

Oleine, Conway's	60	2.60
" Golden	60	2.55
" Lavenson's	60	2.35
" Hamilton's	60	2.50
" Kirk's	60	2.17½
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4 60
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Clond	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.25
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13¾
Castile, Contl, original boxes	lb.	.11¾
Cntaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.50
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 dos. per dos.	.43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

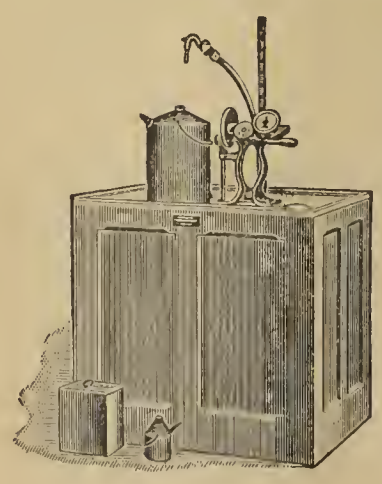
Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ¼ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ¼ lb.	.40
¼ lb.	.75

The Grocer's Dirty Job Made Clean



We don't have to tell you what a dirty bother it is to draw oil or gasoline for your customers. How impossible it is to put a measure under a faucet, turn the faucet, fill the measure and empty it into the receptacle without soiling your hands. We have done away with every one of the disagreeable features and made it just as easy and as clean a job to fill an order for oil or gasoline as it is to weigh out sugar or coffee.

We have the finest and most complete up-to-date line of pumps and tanks for oil and gasoline that the human brain ever devised. You will find our booklet on this subject one of the most interesting and instructive things you ever read. We'll send it to you as soon as you ask for it.

Boyer, Radford & Gordon Tank and Pump Co.
DAYTON, OHIO

No Friends Among the Wheelwrights



Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
½ lb: net, tins, 2 and 4 doz.	"	1.00
¼ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mng, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Herseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.08
Allspice	.07
Cloves	.12½
Mace	.48
Nutmegs, large	.17
" Medium	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Dnryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's. 40-lb., 1-lb, "		.06⅜
Murdocb's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packagez, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

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LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅜
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bnlk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅜
Niagara, laundry, 50-lb. bnlk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs	04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish. 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Glosz, about 200 lbs.	.07¾
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

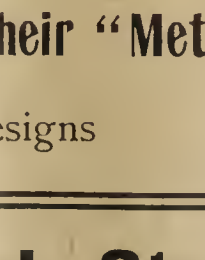
STOVE POLISH.

	Per gro
Enamelne Paste, small, ¼ grozs	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ¼ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size, "	4.50
" 10-cent size, "	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size. No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00
F. F. Dalley Co.—	
2-in-1, smaller size, per doz.	.75
2-in-1, large size, "	1.75

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SUNDRIES.

Bird Food—		
Crystal, 40 packs, round, per pkge.		.04¾
Excelsior, 24 packs, "		.05¼
McAllister, 36 packs, "		.05⅜
Rosenzteins, 2lb. pkgs., 2 doz., per lb.		.05⅜
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz. per doz.		.35
Red, quarts, 3 doz. "		.70
Silver, pints, 3 doz. "		.35
" quarts, 3 doz. "		.70
Batb Brick, 25 brieks, per box		.60
Toothpicks, Eureka, 100 boxes, case		1.85
Toothpicks, Perfection, 2 doz., per doz.		.42½
Royal Glue, 1 doz., per doz.		.80
Paist's " 1 " "		.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's, per case		.90
Carpet Tacks, Silver Steel, 4 oz., per doz.		.06
6 oz. "		.06½
8 oz. "		.07½
10 oz. "		.08½
12 oz. "		.09½
Matting Tacks—		
No. 10, steel, per doz.		.10
No. 11, steel, per doz.		.10½
No. 12, steel, per doz.		.13
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into taps, 6 inches high		1.50
5½ inches bigh		1.48
5 inches higb		1.42
4½ inches bigb		1.25
4 inches bigh		1.18
3½ inches higb		1.05
3 inches bigb		.90



SEIBERT'S
Poison Fly Paper
Pays 150% Profit
A very attractive package and a good seller.
Put up 50 envelopes in a display box like cut $1.00
Retails at 5 cents an envelope

The Fly Ribbon Manufacturing Co.—	Gross
Single gross	4 80
Two or five gross	4.32
Five to twelve and one-half gross	4.08
Twelve and one-half to fifty gross	3.84
Fifty gross up	3.60
Fly Paper, Tanglefoot, per case	
Fly Paper, Sticky, 10 cartons	2.20
Sticktite Fly Paper, 100, per case	3.00
Sticktite Fly Paper, 20 cartons, per case	2.35
Wax, White and Yellow, per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb, per lb.	.10½
Emory Cotton Clotbeslines, 50-ft. banks, doz.	.80

—60—

Cleveland, extra fine cotton twine, per lb.		.22
Orange Brand, fine cotton twine "		.20
Texas Medium, cotton twine "		.16
Cotton Candle Wick "		.20
Colored Twine, 8 balls to bx., lb. to bx. "		.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches "		.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches, per lb.		.16
Best Jute Rope, 16 yds. to lb "		.09
Best Jnte Plow Line, 8 yds. to lb "		.09
Jnte Clotheslinez, 90 ft. to bank, per doz.		1.60
Jnte Clotbezlines, 108 ft to bank "		1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freigbt paid	.35
Gold Mine, in bbls	30
Fancy, No 104	.32
Fancy, No. 105	.28
Cboice, No.	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, cbolce, No. 634, compeund	.29
West India, cbolce. No. 510, compound	.25
Porto Rico, No. 668	.15

GLUCOSE.

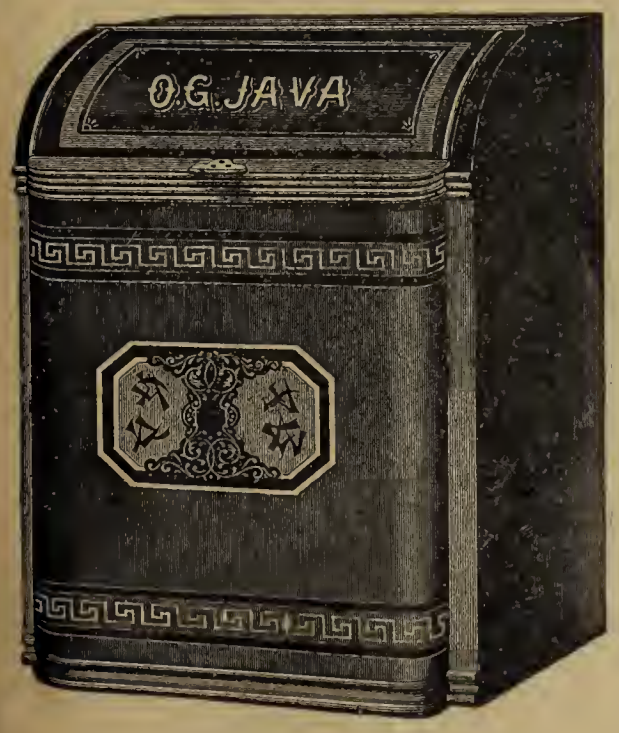
Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

Domestic, barrelz, per gal.		.69
Selser'z, lunch bottles, 2 doz., per doz.		.95
Selser's, medium bottlez, 2 doz., per doz.		1.35
Schimmel's, 10- oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Qnart Jars:—		
4 doz. in barrel, per doz.		.92½
1 " case, "		.95
Karo, 10 cent size, 2 doz., per case		1.90
Karo, 25 cent size, 1 doz., per case		2.30
Karo, 50 cent size, ½ doz., per case		2.30



COFFEE AND TEA BINS
THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.



And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street

PHILADELPHIA, PA., U. S. A.

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	12.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.65
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.05
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.25
2, Solid oval	1.50
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.20
2, Wire ends	1.40
3, Wire ends	1.60
5, Wire ends	2.00
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
21, X, crescent shape	1.75
1, strap handle, grey fibre	1.20
2, strap handle, grey fibre	1.65
6, all hair, extra quality	2.75

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.30
4, Bristle outside	1.65
5, All bristle	1.75
16X, All bristle, extra value	2.15
18, All bristle, spotted white	2.80

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.55
6, 5 in., Family, extra heavy	.80
8, 6 in., Family, extra heavy	.95
10, 7 in., Family, extra heavy	1.10
12, 8 in., Family, extra heavy	1.25
6, 5 in., A., hair bristle	1.40
8, 6 in., A., hair bristle	1.65
10, 7 in., A., hair bristle	2.00
12, 8 in., A., hair bristle	2.35
6, 5 in., Ideal, all bristle, 3 row	1.90
8, 6 in., Ideal, all bristle, 3 row	2.25

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.90
10, Fibre, wire drawn, extra	1.20
21, All hair, wire drawn	2.25
28, White, wire drawn	2.90
1, 7 in., All hair, flat end	2.05
22, 7 in., Mixed, round end	2.10
11X, 7 in., All hair, round end	2.25

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3⅓ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become A STAPLE ARTICLE with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment, and PAYS A FAIR PROFIT.

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The Walter M. Lowney Company

447 Commercial Street, Boston, Mass.

EXPLAIN THIS TO YOUR CUSTOMERS



You make a splendid profit off our Steel Fruit Jar Caps. Lots of your customers go to department and china stores for caps; but if you will explain that YOU keep the STEEL CAPS, which don't accumulate a poisonous corrosion, they won't buy anything else.

THE WM. GLENNY GLASS CO., Cincinnati, Ohio

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

"Ginger Up"

YOUR TRADE WITH



Clicquot Club Ginger Ale

People who taste it once don't wait until the next summer to get thirsty again. They want ***more right away;*** they want some ***all the time;*** they keep ***buying*** and you keep ***selling*** it ***all year.*** We make it from sparkling sterilized water, under the most cleanly conditions, in our big sanitary factory at Millis, Mass.

It beats the best imported as a seller, and pays you better.

Don't ***postpone good profit*** until summer—stock up NOW.

Clicquot Club Co.
Millis, Mass.

Philadelphia Agent,
R. S. WILLIAMS,
123 S. Front Street.

Hams and Bacon Are in Demand

Are you giving your trade the best values for their money? You can easily do so by giving the people what they want and that is

Burk's "Crown Brand" Hams

which are plump, have short shanks and round butts, are sweet, being sugar cured; mild, because they are not old; and of fine flavor, being smoked a nice, bright color, which is only possible by using hickory wood.

They are sold by the leading retail grocers in Philadelphia, having the most select and exacting trade.

Burk's "Butternut Bacon"

is the only substitute for "Crown Brand" Hams. It is selected from corn-fed hogs, specially cured with granulated sugar—mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste impossible; wrapped in highly glazed and parchment paper and embellished on two sides with an attractive blue and white label.

A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the **"5-B" Bacon,** because of its name.

Pure Lard

to be at its best must contain all the original natural oils. Many brands of lard are "pure," but lack richness because these oils have been extracted to increase the manufacturer's profits.

Burk's Lard

is strictly pure and contains all the properties of the wholesome hog fat and nothing else.

Louis Burk

GIRARD AVE. and THIRD ST., PHILADELPHIA

On the Streets at Night

You occasionally get on the street at night, and every now and again you stop before the brilliant windows of the department stores.

What makes them brilliant? The goods displayed? It is the abundant light, under which almost any goods would make a brilliant window. You wouldn't be half so well interested in the window if it wasn't so bright with light.

Apply this logic to your own store. Is it so bright with light that it interests people in the streets at night?

If it isn't we can make it so, very inexpensively.

The
Philadelphia Electric Co.

10th *and* Chestnut Sts.

Philadelphia, Pa.

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



Food for Thought and Food for the Body

If you are the means of introducing something to your customers which proves to be better than anything of the kind they have ever had before, you not only get their gratitude, but their confidence. If you get these two things you are certain to hold their trade—that's food for thought.

If you recommend **Royal Peanut Butter** those who try it will find it better food for the body than almost any food product on the market.

The Universal Coupons which come to you with every case are food for the pocket book in the shape of an extra profit.

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio

FIT MATES FOR THE BEST BREAD MADE

After getting all the business on Freihofer's Bread we could possibly take care of, we sighed for other worlds to conquer, and started to make **Macaroni, Spaghetti, Noodles** and **Pastels.**

These goods are fit mates for Freihofer's Bread, and most grocers know what that is. We have done little or no advertising to consumers for them, preferring to spend that money with the grocer to make him friendly to us and really anxious to sell our goods.

So that every case contains Universal Coupons, which will buy any necessity or luxury a grocer can want.

The Freihofer

VIENNA BAKING COMPANY

PHILADELPHIA, PA.

Make a Specialty of Private Estate Coffee



The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street



Nothing Like It Has Ever Been Made

This picture represents a floor wax which when properly applied makes wood like new. Grocers can build up a big trade on it because their customers need it—they are buying something of the kind now, and are going to paint stores to get it. If you will put a case of **MOORE'S WAX** where it can be seen and tell your trade what it will do you will get some money that is going somewhere else now. We are making it worth your while to do a little talking for this product by giving you a generous quantity of Universal Coupons with each case. You can buy anything you need with these coupons.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.



As Staple As Sugar

GOOD soap powder is as staple as sugar. If you sell a good brand it is certain to sell in sufficient quantity to make itself profitable.

Soap powder would sell even better if some manufacturers hadn't used a lot of harsh alkalies that ate off the skin.

Snow Boy Washing Powder is little more than the purest soap, powdered for greater convenience, and rounded out with some other innocent and effective ingredients. It is a safe and splendid cleanser.

And the premiums your customers get with it are just as good.

Good Goods and Good Profits . .

Lautz Bros. & Co.
BUFFALO, N. Y.



Cooking Canned Corn

The succulence of canned corn, of course, depends in a measure on the quality of the corn in the beginning; but it depends as much, if not more, on the cooking.

ONARGA COUNTRY GENTLEMAN corn is cooked by the new automatic process which cooks the edges and the center equally, evenly and just enough. The old processes, to completely cook the center, always overcooked the edges.

That is why **ONARGA** corn is uniformly white and uniformly tender. You'll see the instant you open a can.

IROQUOIS CANNING CO.
ONARGA, ILLINOIS

No Loss on Loose Goods



¶ Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.
18 to 24 S. Seventh Street, Philadelphia, Pa.

This Tells the Tale



A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. **"Knight's Cooking Extracts"** is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

We have reduced the price of

Quaker Oats

so that the retailer can sell it at

10c

a package

Dealers will appreciate this for two reasons:

1st. It will tremendously increase sales.

2nd. It is another evidence that the Quaker Oats Company acts in good faith with the trade; this is an early fulfillment of our promise made last December.

The price of oats does not warrant this reduction and we may not be able to continue the low prices

The profitable goods for you are the largely advertised brands that bring repeating sales. Don't tie up your money in goods that are not advertised

Quaker Oats Quality is best for you in business dealings as well as in cereal foods

The Quaker Oats Company

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

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Written for the "Grocery World."

Defends the Jobber Who Refused to Sell Retail Grocers' Association

Anonymous Correspondent Thinks Jobber Referred to Last Week Needs Defence. Says He Subsequently Admitted there was No Reason to Refuse the Sale. Contends that a Seller has the Right to Choose His Customers. May Not a Jobber Refuse to Sell a Competitor?

After reading the article in last week's "Grocery World" regarding the Philadelphia wholesale grocer who at first refused to sell goods to the Retail Grocers' Association, it occurred to me, in the interest of the jobber referred to, that something ought to be said in his defense. I know what house was meant, and am familiar to some extent with the transaction.

I know it to be a fact that within twenty-four hours after the incident referred to the head of the jobbing house mentioned stated that he knew of no reason why an order from the Retail Grocers' Association should not be filled. I will also remind you that the order was in the end accepted and the goods shipped.

Another thing, you are of course aware that every seller has a right to sell the person he likes and to refuse to sell anyone that he does not wish to sell. Unless I am in error, the "Grocery World" has itself stated, in a recent issue, that that right was inherent in every person. What then is so reprehensible about a jobbing house refusing to sell the Retail Grocers' Association?

Still another thing. The Retail Grocers' Association is competing with every jobber in Philadelphia. Why should a jobber furnish it with ammunition to shoot himself with? Would not that in itself be sufficient reason for refusing to sell the Retail Grocers' Association?

FAIR PLAY.

Phila., Pa., May 2, 1908.

NOTE.—The above communication came to the "Grocery World" anonymously, but it is still given space, since it concerns a vital matter and is written in a fair tone.

The fact that the jobber referred to in last week's article the next day admitted the entire absence of any reason for his attitude of the day before, simply proves that in the end his intelligence overcame his selfishness. That he should have refused or hesitated *at all* shows his real attitude, which was to keep the Retail Grocers' Association from getting any goods whatever if he could, and thus to destroy it.

Unquestionably the jobber had an abstract right to refuse to sell the association. He had an *abstract* right to refuse to sell anybody. He had no logical right, however, to refuse to sell the association *because* it was the association. If the retailers' organization had been undesirable because of small purchasing power or weak credit, it would have been another matter. But to preach one day that the association should buy through jobbers, and the next to try to prevent it from buying through jobbers, is to do a thing which frankly violates the logical decencies. That spite actually did figure in the incident is shown by the fact that when the order was finally accepted, it was childishly charged to the broker instead of the association.

Is a jobber justified in refusing to sell his competitor? By the custom of the trade, no. Jobbers sell each other every day. Further, since this phase of the case did not strike the jobbing house in question, it scarcely need be discussed here.—ED.

New Freight Rule Hurts Small Buyers.

Railroad Advances the Minimum Freight Rate for New Jersey With the Double Result of Causing Larger Purchasing and Diverting Some Trade from Philadelphia to Camden Jobbers.

A new freight regulation by the Pennsylvania Railroad is reacting rather severely upon retail grocers throughout New Jersey who buy goods in small quantities.

Up to the making of the new regulation the minimum freight rate to points in New Jersey was 12 cents, while the minimum to Pennsylvania points was 25 cents. The railroad decided to make the rates for both States uniform, and the minimum rate for New Jersey was therefore advanced to 25 cents. At once a rule of the New Jersey Railroad Commission which prevents a higher minimum rate than 12 cents was brought to bear, and this had the effect of restricting the new railroad regulation to interstate traffic, over which the State Railroad Commission had no jurisdiction. That is to say, that if a Philadelphia jobber sends a small shipment of goods to a point in New Jersey the consignee will be obliged to pay a minimum freight rate of 25 cents. If a Camden jobber shipped the same goods to the same man, the freight under the State Commission's ruling would be only 12 cents.

This advance is seriously affecting the small retail buyers of the State. Considerable business has been diverted to Camden jobbers, but in other cases it has simply caused retailers to buy in larger quantities, thus making larger shipments and practically getting a lower rate. A shipment of about 350 pounds is now about the smallest order for which a minimum rate of 25 cents is a fair charge.

For a General Credit Information System.

Plan Brought Out at Philadelphia Credit Men's Meeting for a System by which Merchants May Exchange Data as to Customers' Financial Standing.

There is a plan on foot, probably with Philadelphia as the centre, by which a general credit system will be established, giving to the merchant in one town the right to call upon the merchant in another for information regarding the financial standing of a customer.

The matter was brought out at the quarterly meeting of the Philadelphia branch of the National Association of Credit Men, which was held in this city on Monday. Marcus M. Marks, of New York, president of the National Association of Clothiers, who spoke on "Credit Co-operation," told of the rather haphazard manner in which merchants co-operate along this line at present and advocated the extension of a national system, whereby a merchant in any city in the country may call upon a merchant in another city, however distant, for information as to reliability and standing of a prospective customer, thus avoiding many pitfalls and swindles. This plan is to be looked into, and if possible adopted.

Apricot Holders Badly Stung.

Packers Name Future Prices Little More Than Half Spot Prices. Spot Holders Have Already Made Large Concessions to Clean Up Before Season Ends.

Shippers of California apricots have made a move during the week which goes even further than anything done before to prevent Eastern holders of evaporated apricots from getting out whole. They have named prices on future apricots which are little more than half the prices now being asked for spot cots.

The prices named by practically all the packers are 8 cents for standards, 8½ cents for choice, 9 cents for extra choice, and 9½ cents for fancy. This is against last year's opening prices of around 18 to 20 cents. The holders of spot apricots had already made a heavy sacrifice in order to move their goods. Apricots in the East had been jobbing around 23 to 24 cents. They were not moving, the season was growing late, and prices gradually declined to around 15 to 16 cents. Naturally this price was low compared with former prices, but it is also decidedly high compared with the prices now named for future delivery. From now on, therefore, spot apricots will be bought only when they have to be.

Apricot holders have had the dullest season of their experience. The extremely high prices which the short supply made it necessary to get have been prohibitive and many grocers handled no apricots at all during the season of 1907-08. The prospects for the coming crop are good and if there are no setbacks the production will be large and prices very moderate.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Thinks Retailers Ought to Stop Buying Future Canned Goods

Well-known California Grocer Contends Jobbers and Packers Should Be Made to Carry Bulk of the Stock. As a Rule Retailers Make Nothing from Buying Ahead.

[The following statement, strongly condemning the buying of future canned goods by retail grocers, at least as a general practice, has been prepared by Charles A. Mottaz, of Los Angeles, Cal., second vice-president of the California Retail Grocers' and Merchants' Association. Since conditions are much the same in California as in the East, the opinions expressed are of fairly general application.]

These few lines will simply relate my observation of over twenty years of experience as a grocer. Does it pay to invest capital in futures as a general rule? Is it a good investment? If it is a money making proposition we should advocate and practice future buying—but, on the other hand, if it is simply a burden and a losing scheme—then we should perforce, avoid all future deals.

We will consider futures first as a good investment.

There are certain lines where a careful grocer will notice an upward tendency in prices and by placing an order can take advantage of the market change and save the amount of the advance—but very seldom can the dealer notice the changes in price when the future becomes the present.

The goods I would call to mind now are canned tomatoes, corn and vegetables. This line of canned goods I would call "the curse of grocerydom." It is a line which the retail grocer must of necessity carry as an accommodation to the consumer. There are no profits in handling these goods. Any merchant who would deal exclusively in canned goods would starve to death in short order—and still Mr. Retailer pays more attention to this line of future buying than any other in his business.

We will notice Mr. Grocer reading all the reports of crops, and as he calls it "getting posted" on the outlook for corn and tomatoes, and if reports are not favorable he will almost lose sleep for fear of getting left on his "future" corn and tomatoes. Now, where the profit lies in canned goods of my over twenty years of experience as a dealer I have always failed to see.

When corn and tomatoes sell "future" for about 75 to 85 cents per dozen these same goods are nearly always selling at "3 for 25 cents." This shows a small margin of profit on the face of things, but we have to figure farther. When a merchant buys "future" goods are delivered in October as a rule and must be paid for in November. These goods begin to sell about the first of January.

Mr. Grocer has carried this stock about three or four months. I claim right here the interest on capital, insurance, etc., has more than taken all the profits. Mr. Retailer has carried the load and performed all the labor for the accommodation of the trade.

Why, we ask?

Because it is the custom, and a very good one, for Mr. Jobber—and we (the grocers) find no fault.

It is very nice for the wholesalers. We as retailers would do the same thing if we could find the donkey to carry the burden.

Mr. Salesman will very politely ask the merchant for his future order on canned goods (corn, tomatoes and canned vegetables), and this in the early spring of the year, as they have to give the canners an estimate so as to insure the full requirements of the trade being packed. Reports come of a bad frost in the corn belt. The prices will surely advance by leaps and bounds in a short time, as the prospects are only for half a crop, and furthermore, Mr. Jones and Mr. Smith, the next corner grocers, have placed large orders last week. as there are only a few days before a large advance. The placing of "future" orders being the custom, the order is forthcoming. Mr. Salesman is satisfied and Mr.

BB

YOUR "NEXT" ORDER

How, at this time, are you to KNOW you are buying right all the goods you handle besides groceries?

Though that general break in prices which some have "seen coming" for months past still declines to arrive—you know that "scattering" breaks must continue to occur every now and then in this period of general adjustment.

To whom would a manufacturer in immediate need of ready money more naturally go first then to us—possessed, as he knows, of FOUR big houses and a monthly catalogue through which almost immediately an offering can be laid before all the merchants of America.

In consequence, will you not KNOW you are buying right if you keep informed on the contents of each freshly revised issue of our monthly catalogue?

And right now, to be fair to yourself, don't place your "next" order without KNOWING the **many price reductions in our May catalogue.**

Write for this new May catalogue—No. D664—TO-DAY.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE, DALLAS

BB

Grocer's mind is relieved of a great burden.

Now, let us follow this order further. Have the wholesalers ever advanced the prices on this line of goods? Not to my knowledge unless there was a shortage, and if there is an actual shortage Mr. Jobber simply sends a notice to the trade "only 40 or 60 per cent. of deliveries," and it's final. No claims or nothing else recognized. Then there is an advance in prices after all merchants get their supply.

Now then, has Mr. Retailer ever advanced the prices. Not in years.

The retail price is established and it is almost impossible to change it, and Mr. Retailer goes right on buying "futures" from year to year, because Mr. Wholesaler always brings it up at the right time—and is shrewd enough to keep this good old custom in vogue.

There are several excuses. Mr. Jobber is ever ready to give the first one—"they want to make an estimate for the canner."

No one ever thought of ever making an estimate for the grower. He has to plant his crop, cultivate it and take his chance to make or lose in disposing of it.

Why not let Mr. Canner take his chance of disposing of his product, and in all justice let Mr. Wholesaler carry the stock until Mr. Retailer needs it.

Another excuse Mr. Jobber has is this: If we have to carry this large stock of canned goods, store them, pay insurance, etc., they will cost the trade more. Mr. Wholesaler is better prepared to store goods and can do it cheaper than any retailer, and it would be a blessing if the price would advance so as to stop this "3 for 25 cents" proposition for all time to come for Southern California and elsewhere.

One small advantage the retailer has in carrying a large stock of canned goods is the display in his store, but whether it will pay as an advertisement depends on the location.

It has been frequently claimed that most retailers carry too much stock and the careful dealer who aims to do the largest amount of business with the smallest stock pays his bills promptly; takes all the discounts possible; keeps close tab on every detail of his business; weighs, counts, gauges and measures everything he receives and quits worrying about his future orders is surely on the right track and will get results in the end.

Food Warnings From Michigan.

Several Well-known Proprietary Brands Which Have Not Stood the Test of Michigan Laws. Many Not Properly Labeled.

The Michigan Dairy and Food Department has sent the "Grocery World" a copy of its latest bulletin reporting by name a number of proprietary brands of food products which have not stood the test of analyses by the Michigan State chemists. Many of these brands are well known to retailers generally, and that they should have been found wanting in one State necessarily constitutes a warning for dealers who do business in other States:—

No. 11,428, S-20. Sample of "Shaker Mustard" manufactured by The Harbauer & Marleau Company, Toledo, Ohio. Contains starch, not properly labeled. Condemned.

No. 11,562, I-310. Sample of Prepared Mustard manufactured by John Campbell Company, Camden, N. J. Contains starch. Condemned.

No. 11,314, S-1. Sample of "Petits Pois" handled by Reid, Murdock & Co., Chicago. Contain copper. Condemned.

No. 11,396, S-10. Sample of peas manufactured by Gibbs Preserving Company, Baltimore, Md. Not properly labeled. Condemned.

No. 11,707, I-327. Sample of "Maple & Rock Candy Syrup" manufactured by Rigney & Company, Brooklyn, N. Y. Not true to label. Condemned.

No. 11,734, I-311. Sample of "Cane and Maple Sugar Syrup" manufactured by Bay State Maple Syrup Company, Boston, Mass. Not properly labeled. Condemned.

No. 11,334, N-429. Sample of "Tomato Catsup" manufactured by the Ohio Valley Preservative Company, Wheeling, W. Va. Contains a preservative not stated on the label. Condemned.

No. 11,668, S-53. Sample of "Blended Maple Sugar" manufactured by the Western Reserve Syrup Company, Cleveland, Ohio. Not a maple sugar. Condemned.

No. 11,381, I-279. Sample of "Old Manse Absolutely Pure Canadian Sap Maple Syrup manufactured by Wm. R. Manierre. Not a maple syrup. No manufacturer's address on the bottle. Condemned.

No. 11,549, N-442. Sample of "Western Reserve Ohio Blended Maple Syrup" manufactured by the Western Reserve Syrup Co., Cleveland, Ohio. Not properly labeled. Condemned.

No. 11,545, S-44. Sample of "Scudder's Canada Sap Maple Syrup" manufactured by Scudder Syrup Co., Chicago. Not a pure maple syrup. Condemned.

Listen a Minute

Why Don't You Buy for Cash?

Here are only a few of the many interesting values we offer to the CASH buying retail grocer

Medium Pearl Tapioca, bags about 190 lbs. . . . . per lb., $0.03¾
50-lb. lots . . . . . per lb., .04
Finest Quality No. 3 Barley, 100-lb. bags . . . . . per bag, 3.12½
5 or 10-bag lots . . . . . per bag, 3.10
Extra Quality Hand-made Lititz Pretzels, 40-lb. bbls., per lb., .07¾
These are positively the finest quality Pretzel made in the country, and just about a penny a pound less than is ordinarily charged for this grade of goods.
No. 1 Dark Baked Pretzels, 40-lb. bbls. . . . . per lb., .06½
Ivins' Ivinettes, a dainty, light, flaky, delicious soda biscuit, salted (like saltines), 22 large 5c. packs in a box, with 30 samples free . . . . . per box, .82½
These are the finest quality goods of this character that can be made. They are something entirely new—a big bargain—and we want every one of our customers to try one box of them. If not entirely to your liking and satisfaction, they may be returned at our expense.
Glazed Silk Parchment Paper, rolls 12 in., 15 in., 18 in., 20 in. and 24 in., single roll . . . . . per lb., .03½
5 or 10-roll lots . . . . . per lb., .03⅜
Bright Light Candles, 16 candles to the set, 30 sets to the box . . . . . per box, 1.95
This, you see, is only 6½ c. for 16 candles of the regular size.
Rogers' 4-Crown Fancy Ondara Layer Valencia Raisins, 28-lb. boxes . . . . . per lb., .06
Owl Brand Fancy Coast-packed Seeded Raisins, 36 1's. . . . . per lb., .07¼
William H. Baker's Justice Brand Chocolate, ½s., 12-lb. box . . . . . per lb., .31
Stuffed Queen Olives, No. 18 (formerly called 18 cy), 6 fluted bottles, 2 doz. . . . . per doz., 2.15
This is the biggest bottle, the biggest olive, the biggest bargain and the smallest price that we have ever named on goods of this character. They are fully $1.00 per dozen lower than many houses will ask you for the same quality goods.
Shaker Corn, barrels . . . . . per lb., .05½
50-lb. lots . . . . . per lb., .05¾
Quantities to suit . . . . . per lb., .06
Maryland Leader Yellow Peaches, No. 3 size cans, 2 doz. . . . . per doz., 1.75
Maryland Leader White Peaches, No. 3 size cans, 2 doz. . . . . per doz., 1.70
Babbitt's Soda, ¼s, 25 lbs. . . . . per lb., .05⅜
Special Deal on Babbitt's Best Soap, in 5 or 10-box lots, delivered freight paid to your station.
In 5-box lots, one box (100 cakes) FREE.
In 10-box lots, two (100-cake) boxes FREE.
} WRITE US FOR PRICES.

These Prices for This Week Only—May 4th to May 9th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

No. 11,682, N-446. Sample of "Belmont Brand Vermont Maple Syrup" manufactured by Chicago Concentrating Company, Chicago, Ill. Not a maple syrup. Condemned.

No. 11,486, W-222. Sample of "Vanilla Compound" manufactured by White Cross Extract Company, Hopkinton, Mass. Not properly labeled. Condemned.

No. 11,326, I-278. Sample of Vanilla and Tonka manufactured by Bruce & West Manufacturing Company, Cleveland, Ohio. Not properly labeled as a mixture or compound. Condemned.

No. 11,317, S-3. Sample of "Choux De Bruxelles" handled by Reid, Murdock & Company, Chicago, Ill. Sample contains copper, a substance poisonous and injurious to health. Condemned.

New Sugar Refinery Opens Next Week.

Charles N. Warner, president of the Warner Sugar Refining Co., stated during the week that the company's plant at Edgewater, N. J., will commence operations next week. The opening of this plant has been delayed for some time owing to the inability of the company to obtain electrical machinery. The capacity of the works will be 3,000 barrels per day, although at the outset the output will amount to 1,000 barrels.

What Is and Is Not Mocha Coffee

Federal Food and Drug Board Rules That Only Coffee Coming From Yemen, Arabia, Can Be Sold as Mocha. Consul Says That Is the Only Coffee Sold in India as Mocha Now.

The Federal Food and Drug Board sends the "Grocery World" a copy of Food Inspection Decision No. 91, covering "The Labeling of Mocha Coffee." The text is as follows:—

In Food Inspection Decision 82, the Department has indicated its views with respect to the restrictions which it is necessary to place upon the sale of coffees coming from the Dutch East Indies, particularly with respect to such coffees as are known under the name of "Java" coffee.

Among the coffees largely sold upon the American market are those which go by the name of "Mocha." Because of the commercial value of the true Mocha bean, it becomes necessary to indicate the restrictions which must be placed upon the coffees put upon the market and sold under the name of "Mocha."

This matter has been fully investigated and valuable information obtained through the Department of State and from the consul and consular agent in those districts where the true Mocha coffee is grown and whence it is shipped to America and other parts of the world.

The following quotations are taken from the report submitted to the Department of State from the consular agent at Aden under date of January 3, 1908:—

> The Mocha coffee is produced in that district of southern Arabia known as "Yemen." The latter is a strip of territory commencing at a point on the Red Sea a little north of the port of Hodeidah and extending first southeast to the Strait of Bab-el--Mandeb and then east nearly to Aden. Yemen is, with the exception of a narrow fringe of land along the Red Sea, and the Gulf of Aden, rugged and mountainous, embracing innumerable small, elevated valleys of high fertility which are irrigated by waters from the melting snows. This is the coffee district of Arabia.
>
> The term "Mocha" was bestowed upon "Yemen" coffee early in the last century, when Mocha was the port from which all Arabian coffee was shipped. The formation of huge sandbars in the Red Sea off Mocha, practically barring out all shipping, caused the port to be abandoned, and its trade went to Hodeidah and Aden, the bulk of it going to the latter place.
>
> As all of the coffee raised in Yeman may properly be called "Mocha" coffee, all coffee shipped from the port of Hodeidah comes within such classification. With regard to that exported from Aden, however, the case is somewhat different. There is a coffee grown in the upland regions of Abyssinia, in the vicinity of Harrar, which is known locally and to the coffee trade of the world as "Longberry" or "Harrar" in contrast with that of Mocha, which is sometimes called the "Shortberry." The colors of both coffees are practically the same, but the Abyssinian product has a raw, rank, leathery odor, while that of the berry grown in Arabia is delicate and agreeable. The Harrar berry is much longer than the Mocha one, besides much less regular in form.
>
> While a considerable quantity of Abyssinian coffee is brought to Aden for shipment to Europe and to the United States, it is doubtful whether very little of it, if any, is exported as being Mocha coffee, the local merchants as a rule dealing in both grades of coffee and being very careful of the reputation of their houses. In Aden the only way in which a dishonest dealer might adulterate Mocha coffee would be by mixing it with the Abyssinian article. Such a proceeding would be at best but a clumsy fraud and would be readily and rapidly detected. It is safe to say that practically all of the coffees shipped directly from Hodeidah or Aden to the United States and labeled "Mocha" are pure and unadulterated.

The Board is of the opinion that the term "Mocha" as applied to coffee, should be restricted as indicated in the above communication from the consular agent at Aden, that is, to coffee grown in that part of Arabia to the north and east of Hodeidah, known as Yemen.

To the Trade:

You Should, in Selling

CEYLON TEA

Teach the Customer

HOW TO PREPARE IT

The Superabundant Life and Vigor of the Ceylon Plant Gives Its Leaves

ALL TEA PROPERTIES IN HIGH DEGREE

3 to 5 MINUTES' DRAWING

With Furiously Boiling Water, Suffices to Obtain the

Delicious Aroma, the Delicate Flavor and the Invigorating Tonic

Grocery World

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Monday, May 4, 1908.

Food Laws and Prices.

Certain manufacturers of food and drugs, particularly food, are still excusing advances in their prices on the plea that they were caused by the enforcement of Federal and other food laws. The "Grocery World" has some considerable knowledge of the existent conditions, and believes that there is only one way in which the Federal or any other food law has *legitimately* advanced prices, and that is where the law, as in Java coffee, compelled manufacturers to use the genuine where they had before used the spurious. Naturally this increased the demand for the genuine and the *demand* advanced the price. In most cases where the food law has been used as a justification for advances, the excuse has been either a pure fake or a confession of previous fraud. Naturally, if a manufacturer has been illegally cheapening his product by the use of an adulterating ingredient, though selling it as pure, the food law has raised his manufacturing cost by compelling him to henceforth buy pure ingredients, and in order to hold his profit intact he raises his selling price. It is perfectly true that such advances were caused indirectly by the Federal food law, but not in the way which some manufacturers would have the trade think.

Products that are now and always have been pure, are not affected by the food law at all, except as stated, by extraordinary demands that the law caused.

The Mocha Coffee Ruling.

The Federal Food and Drug Board's ruling on Mocha coffee, published elsewhere in this issue, will not make much of a ripple on the surface of the coffee trade, for the reason stated by our Consular agent—that "it is safe to say that practically all the coffees shipped directly from Hodeidah or Aden to the United States and labeled Mocha are pure and unadulterated." Present conditions being ideal, therefore, the Board's ruling has nothing to correct so far as import conditions are concerned, and will change nothing. The selling conditions in this country, however, are another story.

The ruling would be practically impotent, however, no matter how much it had to correct, either in this country or any other. The contrast between the limitless scope of the Board's rulings, and its ability to carry them out, is often ridiculous.

Labeling the Consumer's Package.

The grocery trade of Iowa is up in arms over a decision by one of the county judges concerning the sale of products which, while adulterated under the law, may still be sold if properly branded.

The decision was rendered in a case which is typical of conditions existing under every food law. A retail grocer sold compound lard composed of 90 per cent. of hog lard and 10 per cent. of beef fat. The package in which the manufacturers shipped it bore a label which fully revealed the quality of the contents, thus quite relieving the manufacturers from blame.

The retailer sold the lard from this package. Relying upon its label, he used no label whatever upon his own pound, or 2-pound, or half-pound packages. The department arrested him for the sale of unbranded compound lard and won the case. The grocer's defense was that it was enough that the original package was properly branded, but the court demolished this in a very few words. It should be self-evident that however full the disclosure made by the original label, if the consumer never saw it it conveyed no information.

The object of all food laws is to properly inform buyers of adulterated products that they are not receiving pure goods. In a sale from jobber or manufacturer to retailer, that means a label that the retailer must see; in a sale to consumer it means a label that the consumer must see. Manifestly, the only way in which the consumer can be informed of the character of the food he buys is by word of mouth, which is not done once out of ten thousand times, or by a revelation *on the package which he gets.*

All Food Commissioners do not go so far as this in enforcing their food laws, nevertheless they could legally do so if they chose.

A Low-Priced Year.

From all appearances, this is going to be a difficult year to get high prices for staple food products, and wise holders are already working hard to clean out stock bought at last season's high prices. In California canned goods there is scarcely an Eastern holder but who has more stock than he would like to have. Every one will sell to-day at what he paid; some below. Holders of California asparagus will sell, in many cases, at 75 cents per dozen less than they paid.

Unless unfavorable weather brings a setback, crops of fruits and vegetables in all sections will be larger than for several years. Practically the only important exception up to date is California prunes, where the crop is said to have been heavily damaged. The staple crops are promising everywhere. Peaches, cherries and strawberries, and practically all vegetables, never promised greater abundance, and if the weather lets them alone it seems reasonably sure that the country will see a great plethora of both fruits and vegetables, probably at low prices.

Where fruits and vegetables are cheap and abundant, other staples sell, it is true, but they will not sell at high prices except in cases where they simply cannot be done without. Sugar is an example. The chance is that sugar will rule at high prices all summer, yet the season's consumption bids fair to exceed the record of several years. Sugar must be had.

The chance is that the merchant who keeps on holding high-priced merchandise in the hope of "getting out later" will be disappointed.

"Under New Management"

Many, many times I see this sign conspicuously displayed on some retail business house, not as often on a grocery store as on a saloon or restaurant.

Advertising that "here some man has made a failure—but come in now and see how much better *I* will be."

This sign makes food for thought.

It almost always means a history of failure, I think. Somebody has gone in there as owner or manager, put in his best licks, but failed to make good.

His successor, unwilling to shoulder the other man's failure, seeks to remove the stigma of it by loudly announcing the change.

Is there anything to business management besides buying right, finding buyers and then selling right? I've heard men contend that that was all and that anybody who gave proper attention to those things would succeed; and I've heard others contend that there was something more.

I believe I agree with the latter. If there is nothing more than those three fundamental elements, why do some men get so much more out of their business than others?

I am inclined to believe that the real manager is born and not made.

Like the real farmer. Some farmers are careful enough, and apparently thorough. Their results are moderately good. Others, with poorer soil and poorer facilities, get twice as much.

They simply seem to coax the stuff through the soil.

As a business manager the Jew is everybody's model. You can give him a poor little business, rocky and rough to the last degree, and the results he will get from it will astound you. Other men may make it go, but the Jew will squeeze from it every drop of success it contains.

You can say what you please about the Jew, he may not even be able to write his name—but he knows business.

What is his secret? What is the secret of any born manager, Jew or Gentile? I verily believe it lies in watching the little things. The things that a lot of us think too trifling for any use.

With a Jew nothing is too trifling for any use. Everything that concerns his business is important. I've heard Jews argue an hour to avoid the payment of interest amounting to $1.50. Meanness, you say? They don't think so—it's business. Business to save every cent they can—business to turn every piece of string to account—business to stop every pinpoint loophole—business to make every item of their business give a good account of itself.

So far as I know every large Hebrew fortune which exists today had its foundation laid that way.

To be sure, a business run that way becomes a great deal heavier burden than a business where one isn't straining after the little things. But, other things being equal, it is almost sure to yield more money.

Of course, to the merchant who puts money last, this argument will not be impressive. Nevertheless, thousands of men who failed could find the main cause of their failure right there.

E. J. B.

Another Food Commissioner Sued for Injunction.

The Emrich Vinegar and Pickle Co., of Kansas City, a manufacturer of corn sugar vinegar, commonly called glucose vinegar, has brought an injunction suit in the Circuit Court to restrain R. M. Washburn, State Dairy and Food Commissioner, and M. H. Lamb, his deputy, from confiscating vinegar valued at about $1,000 in the company's factory. Henry L. McCune, presiding judge of the Circuit Court, issued a temporary restraining order. The Commissioner brought suit in Kansas City a week ago against this company and the property was to have been seized Saturday. This will stop the entire proceedings, as the writ is made returnable next October in the Circuit Court of Jackson County.

Cheap Excursions Steal Their Trade.

Merchants of Western Pennsylvania Towns Protest to Railroads Over Low Railroad Fares Which Take Trade to Large Cities. Small News of Local Associations.

Special correspondence of "Grocery World."

Erie, Pa., April 30, 1908.

Secretary W. E. Barrett, of the Oil City Business Men's Exchange, has written associations at Meadville and Franklin, Pa., and Youngstown, Ohio, as follows:—

As secretary of the Oil City Business Men's Exchange, I have been instructed by our president, Mr. S. W. McCuen, to inform you that he has written to the General Passenger Agents of the Lake Shore and Erie Railroads, as follows, to wit:—

Dear Sir:—As the president of the Oil City Business Men's Exchange and vice-president of the Retail Merchants' Association of Pennsylvania, it becomes my duty to inform you that the action of your company in running excursions at ridiculously low rates (50 cents for three days' limit from Oil City) from Oil City, Meadville and Youngstown, to Cleveland, is extremely detrimental to the merchants of these towns and tends to take our trade to Cleveland.

I wish to state that we have large organizations in each of these towns and throughout the States and in event of you continuing these objectionable excursions our organization will take such action in regard to freights as will not be beneficial to your company.

Regretting the necessity for the above communication, I beg to remain,

Yours very truly,
SAMUEL W. MCCUEN.

Mr. McCuen believes that concerted action on the part of the affected business men could put a stop to these hurtful excursion runs, therefore, as secretary, I ask that you join with us in taking the matter up with the railroads, to the end that buyers may patronize home trade.

A. M. HOWES,
State Secretary.

Hard Times and 25-cent Coffee

Plenty of high-grade families that never did it before are to-day using a 25-cent coffee.

Hard times.

Those who are using our **Moco-Mo** Coffee find little difference between it and the coffees they've been paying 30 and 35 cents for. For two reasons. One is that it is an exceptionally clever blend, and the other that the uniqueness of the package keeps all the flavor intact for the consumer. If you'll remember, we pack the hot roasted coffee in a paper bag, and next pack the sealed bag in a tight carton. That makes **Moco-Mo** Coffee absolutely fresh when the consumer opens the package.

The grocer who sells **Moco-Mo** Coffee as a 25-cent leader will find a particularly ready response for it just now.

The John H. Fitch Coffee Co.

Importers, Roasters and Jobbers of High-grade Coffees

YOUNGSTOWN OHIO

Your Customers' Confidence

is your strongest business asset. But you can only expect to hold it by handling goods of merit.

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

(The kind that contain no preservatives)

are recognized as the standard of purity and excellence in food quality. They meet the requirements of all pure food laws and are guaranteed to suit. Money back to your customers if they fail to please. That's why the **57 Varieties** are such good business builders.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

The New York Letter

Brooklyn Retailers' Association Holds Important Debate on Direct Buying by Large Retailers. Well-known Jobber Talks Against It. Other Side Ably Supported by Brooklyn President.

Special correspondence of "Grocery World."

New York, May 1, 1908.

A debate on the subject of food manufacturers selling direct to retailers was the feature of the regular semi-monthly meeting held Tuesday evening by the United Retail Grocers' Association of Brooklyn. F. W. Hannahs, of Newark, N. J., the vice-president of the National Wholesale Grocers' Association, and president of the New York Wholesale Grocers' Association, took the side of the grocery jobbers on the question. The principal speaker for the retailers was B. Bischoff, former president of the Brooklyn Association.

After the other business of the meeting was out of the way, H. Lohman, the president, said that the debate was in order, and he introduced Mr. Hannahs, who was applauded.

Mr. Hannahs spoke extemporaneously for nearly an hour. In beginning he said that he wished his hearers to understand that he made no pretense of gifts of oratory or public speaking, but that he came as a friend of the retail grocers, with whom he had been in close relations all through his business career, and would talk informally as the subject presented itself to his mind, after which he would answer questions, if any were asked. He said in substance:—

"I am one of the wholesale grocers who believe that there is a mutuality of interest with the retailers. Your success means our success. There is lots of talk these days about new ways and methods of doing business, but I have yet to learn of any other real way except to buy and to sell for a little more than you pay. You must add enough to cover the cost of the business and give you a profit. If a man down the street wishes to sell sugar for what it costs him—and that means to sell it at a loss—I am willing that he should have the business.

"If I understand the form of the question before us to-night, it is: Should the retail grocers buy altogether from the jobber or should he have the right to buy from the manufacturer? I say that he has the right to buy where he pleases.

"The real point, I take it, is to determine if the interests of the retailer are conserved by buying from the manufacturer. If I were a retailer I would say, abolish everything that stands in the way of a profit. But the manufacturers cannot sell to all the retailers, even in the city of Brooklyn, much less all through the country. It is a physical impossibility for them to do so. You know the reasons why this is the case. The retail grocer cannot usually buy in sufficient quantities and carry his stock for long periods, as the wholesaler does.

"When the wholesaler pays 90 cents a dozen for tomatoes they cost him that amount with the interest on the money, the warehouse charges and the cost of doing business. I doubt if it pays the wholesale grocer to buy this stock for a year ahead.

"In my opinion, a great mistake of the retailer is in thinking that everything depends on the price that he pays. I say to you that much depends on the selling price of the retailer. He overlooks too often the necessity of selling at a profit.

"The wholesale grocer has a thousand and one items from which you may select what you wish for your customers. That is the reason that the wholesale grocer can do better for you than the manufacturer who has but a single article to offer.

"The day has gone by when a grocer could put his neighbor out of business by selling without a profit or at a loss. The only way to do business is to make a profit. It is not to your real interest for any sugar refiner or other manufacturer to select 10 per cent. of the retail grocers and sell to them for prices below what the other 90 per cent. must pay.

"The wholesale grocer can get along. There is no fear for him. He can make money if he does nothing else but put his money out at interest. So I am not pleading for him. The way for you retailers to get on your job is to make money. That is what all of us are in business for.

"I know the retailer's troubles. I know of the woman who must have an yeast cake delivered the first thing in the morning. My brother has been getting up at 5 A. M., day after day, for years. The troubles with the unreasonable customer and the annoyances of all kinds I know. The retailer must have common sense and horse sense and tact in handling people. He must know his job. He must be able to smile at the many little abuses when his customers are unreasonable. If he can do so, he makes money, and most of you do, as I can see.

"The way to do is to make the consuming public pay for the goods and the accommodation and the exactions. It is a mistake to spend two-thirds of your time in looking after the buying end of the business, in trying to get things cheaper from the wholesaler. You need the time in rubbing elbows with some of the kinds of people to whom I have referred.

"It is impossible for the manufacturer to serve you as the wholesale grocer does. I never knew a man who claimed to buy his goods cheaper than anybody else who did not end wrong. How much more of a man a grocer must be now than twenty-five years ago. Then if a customer brought back twenty-five pounds of flour and said that it was not good, you could just take it into the back room and dump it into the barrel and give the woman twenty-five pounds of the same kind, or perhaps the same twenty-five pounds, and she would go away convinced that she had obtained better flour. Now you must convince the woman that the flour which you gave her in the first place was the very best that could be had. You must have your reasons and be able to give them clearly.

"Even the principal staple articles cannot be distributed direct from the manufacturers to the retailers. An immense amount of capital is required for the distribution, and this can only be done through the wholesalers. The manufacturer cannot take the risks of accounts, the expenses of warehousing and carrying the stock. There is no manufacturer who can distribute through the retailers as economically as through the wholesalers.

"As to the service, there is no comparison between what a manufacturer can give and what the wholesalers are giving you as a matter of course. There is scarcely a day that a wholesaler, or one of his representatives, is not a visitor at your store. You order to-day and your order is filled probably to-morrow. How can the manufacturer do this? The manufacturer with an immense business extending over the entire country cannot attend to the details in each locality.

"Take the item of flour. The wholesaler's salesman selling flour alone would not make his salt. But he sells flour with many other things, and so can afford to do it.

"The wholesale grocer has been more successful in the last five years than ever before because he has given up the idea of trying to do up some other wholesale grocer, and instead, is trying to make money for himself. Do you appreciate the importance of the business in which the retailers play so great a part? In the last few months we know that there has been a depression. But people must have food every day to keep the human fires going. I may make my old clothes do for another year, but I must eat every day, and several times every day. You are the dispensers of the food products that people must have, whether times are good or bad. You have a most honorable business, and I can see no reason why you should not receive a fair profit or why you should sell goods below what they cost you.

"What sense is there in paying $3.50 per hundred pounds for sugar and selling for the same figure? Why sell a can of milk at cost price and lose six or seven cents that it costs you to do business? It is dead wrong to sell without a profit, and you will not do it if you follow the example that the wholesale grocers are setting.

"I am not much of a believer in co-operative buying or in exchanges. Every man must run his own business. The business is too important to delegate to others. If I delegate to another man the buying, I will get careless. If one grocer buys for a number he will neglect his own business. If a manager, is employed, it may be found that he is making more money than if he were in business for himself.

"You can all adopt a platform that you will not sell anything at a loss and you will not do anything against the Sherman law in making

that determination. Years ago we used to hear of one wholesale grocer buying below all the others, or so claiming. Now you can make no mistake in buying from any of the legitimate wholesale grocers. But why should any retail grocer add only 6 or 8 per cent. for the cost of distribution, when it costs him 16 or 18 per cent.?

"The principal troubles of the manufacturer who tries to distribute through the retailers direct is in credits and deliveries. It makes little difference to you what the price of an article is if you cannot get it when your customers want it. The wholesale grocer supplies you just when you desire the goods. We sometimes have to wait for weeks and months to have orders filled, and what would we do if we did not have stock in reserve? Imagine a retailer waiting for food that his customers wanted.

"In my opinion the business of the retail grocer is regularly one of buying and selling from day to day, with no gambling for rises in prices.

"Here is another difficulty in the retailer buying from manufacturers. Suppose that he has a large enough trade so that he can buy at wholesale. Will he keep the extra profit or use his advantage to cut below the prices at which his neighbors sell? Experience shows that he nearly always follows the latter course.

"No manufacturer sells more than 10 per cent. direct through retailers. We wholesale grocers sell the other 25 per cent. The wholesale grocer can distribute any manufacturer's products more economically than he himself can do. There is no way for the retailer to buy all his supplies from the manufacturers.

"A soap manufacturer sells his soap at $3.85 a box and so advertises it that we cannot sell it for more than $4. Why should we sell such soap when it means a loss to do so? But because the wholesalers refused to sell the soap it was said to be terrible.

"Not more than 1 per cent. of the retailers can afford to buy in wholesale quantities. This includes certain high-grade companies who get from 5 to 15 per cent. more for what they sell than do other grocers. The stores that make these higher profits do not hurt the ordinary retailer.

"If you can get a better price than your neighbors keep the additional profit thrown to you. The old idea of the wholesale grocer was to sell the staples at any old price hoping to make his profit by the sale of some proprietary articles. Now we believe in a profit on all articles. The grocery business is so large that we do not need large profits but we must make the cost of doing business and some profit.

"As long as a manufacturer can sell to both wholesaler and retailer he will do so, as that increases his output. When the retailer sees that it is his business to make a profit he will cease buying soap from a manufacturer who sells to you at $3.80 and makes you sell at $4. Some of you may be getting $5, and that is all right. But if he sells to your neighbor at $3.60, he is no friend of yours.

"It is ridiculous, the way some manufacturers try to pile up their goods on the retailers' shelves. They try coupons and other schemes. The man who shuts down on that sort of thing is your friend.

"If you buy from one, two or three wholesale houses and give all your attention to distribution, you will have no trouble. The wholesale and retail grocers are friends, no matter what is said. I know of a woman who had a store in a one-horse town in New Jersey for thirteen years and retired with a profit of $40,000. In all the years that she was in business she did not spend two hours in trying to beat down the prices of the wholesalers. She seldom asked about wholesale prices. But in her store the clerks, when an article was asked for, always showed first the most expensive. She had cheaper kinds, of course, but the highest-priced brand was always taken from the shelf first.

"If you can and must buy from a manufacturer, then, make a fair profit. Get the benefit of any low price that you may obtain.

"Such conferences as this should be a benefit to wholesaler and retailer, and I hope that others will follow. We are your friends and we should work together. We can do more for you than the manufacturer can. Remember that you are not making 10 per cent. if you figure it on the basis of the buying price, but you must figure on the basis of the selling price."

In his answer, Mr. Bishoff said that he intended to speak in defense of the buying exchanges, but the conciliatory tone of the remarks

Can You Afford It?

If we can show you

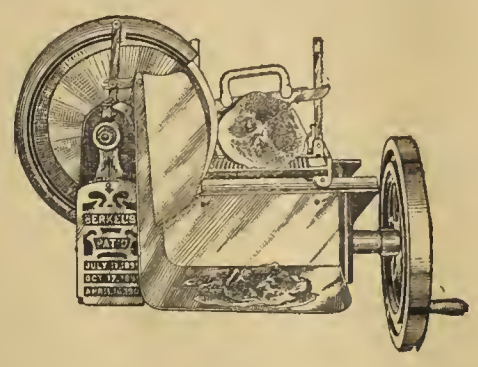
1. How to increase your sales of sliced meats at present or better prices—and of other things as well;

If we can show you

2. How to greatly increase your list of customers on sliced meats—and on other things as well;

If we can show you

3. How to increase your profit on your sales of sliced meat, **without raising prices**, from two to eight cents a pound;



If we can show you

4. How to save time, labor and waste;

If we can show you

5. How to give your store a particular reputation among particular people;

If we can show you

6. How nine thousand merchants have done all these things;

CAN YOU AFFORD NOT TO INVESTIGATE?

SEND FOR FREE BOOKLETS TO-DAY

American Slicing Machine Co.

54 Fifth Avenue, Chicago

TIN CANS

On Page 15

Our Grocers' Fixture Department has the most beautiful line of tin Spice Cabinets you can see anywhere. Every one, regardless of price, has that distinctive beauty which gives tone to any store.

Turn to page 15 of our Catalogue No. 4 (Grocers' Tinware), See our "Persian Spice Cabinet"—ever see anything handsomer?

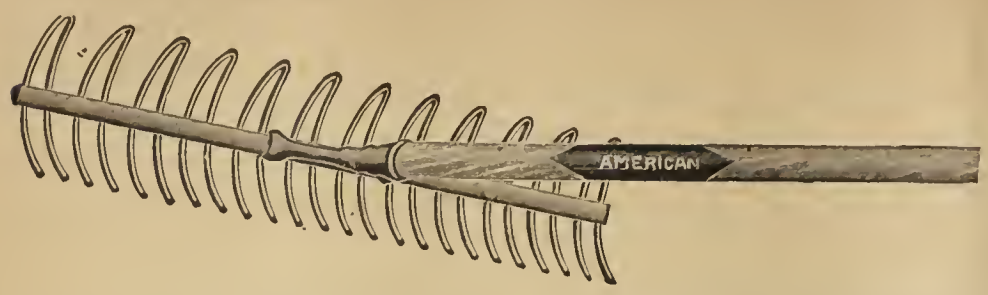
Note the seven compartments, each holding 15 pounds, with the patented revolving label. This bears the names of eight spices—simply turn the label to the one you need. One particular convenience about this cabinet is that you don't have to dig in the top to get out the goods. Each compartment has a rolling door at the base. Two scoops supplied with each cabinet.

Write for price. Have you sent for Catalogue No. 4 yet?

AMERICAN CAN COMPANY

NEW YORK CHICAGO SAN FRANCISCO

PAILS BOXES



Do you sell **QUEEN LAWN RAKES?**

We have a very interesting price on them for a short time only.

SHALL WE QUOTE YOU?

JAMES M. VANCE & CO.

Hardware Jobbers

211 and 213 Market St., Philadelphia



FIRST CHANCE YOU GET, TRY

WOODCOCK MACARONI

on a customer who is hard to please. She will come in smiling next time and ask for "Woodcock" because she didn't know we could make it better in this country than any other. You can smile, too—there's a good profit in it for you.

WOODCOCK MACARONI CO., Rochester, N. Y.

We Don't Attempt to Run YOUR Business

¶ Instead of telling your customers what they shall pay for Mother's Oats, we tell *you* to make the price. If you make it 12 cents you know that you are giving your trade the **best twelve cents' worth of oats it is possible for them to buy,** you make the extra profit, and to make it worth your while to recommend Mother's Oats you get ½ cent net profit on all coupons you redeem.

¶ If you build up a trade on Mother's Oats you are building up a trade for yourself, for you can't hold trade as effectively any other way as to sell the best brand.

The Great Western Cereal Co.

CHICAGO, ILL.

of the preceding speaker had taken the edge off much of what he had in mind to say. He continued in substance:—

"The formation of the buying exchanges is in accord with the tendency of the times. All sorts of associations and corporations have been formed and we have organized these exchanges to better our condition. All manufacturers and wholesalers offer inducements to buyers in large quantities. The small dealer loses these inducements if he buys alone, but obtains them by combining and buying with others. There are eight or ten staples on which a retailer saves several hundred dollars a year by buying through exchanges, so that his total saving each year runs into the thousands.

"Thrift is encouraged by the exchanges, as the members must settle at the regular meetings, instead of running easy accounts with the wholesaler. Long credits lead to careless habits.

"Good fellowship results from the association of the exchange. We never find price-cutting among the members. They do not sell below cost, and they do not give away the advantage of the lower wholesale prices.

"There is no question as to the right of the retailer to buy where he can get the best prices. If he can buy in wholesale quantities and finds that wholesalers will not sell to him, then he sees a conspiracy, an issue of might and not of right.

"The question is one of ethics, in a way. If the wholesaler is our friend, as he claims, are we not bound in honor to buy from him? But is he our friend? I say no. When the department stores began to sell groceries we asked the wholesalers not to supply them. The wholesalers were only too eager to sell to the department store, knowing that it would be our enemy. They stabbed us in the back. In their eagerness to get orders they forgot that it was the small grocers who had built up their business and had helped them to grow wealthy.

"The wholesale grocer supplied the nursing bottle for the department store, but when it grew strong it cast aside the wholesaler. The retailer has meanwhile learned what union can do.

"The department and chain stores almost took away our living. We were obliged to organize the exchanges to save ourselves. Why should a chain store buy from a manufacturer if we cannot? Is not our money just as good as that of the chain store? Why do not the wholesale grocers try to prevent the department and chain stores from buying from manufacturers?

"When you wholesalers can give us as low a price as the chain and department stores get and when they as well as retailers must buy from you, then the problem will be settled. Until then we must continue to buy through exchanges."

Mr. Hannahs spoke again briefly. He said that standard high-grade articles are often not to be had at chain stores, whose clerks must work off the store's cheaper brands or lose their jobs. The department stores, he said, commonly add more to the buying price than do the ordinary retailers. He said that he had been told that one department store in New York commonly makes a profit of 25 per cent. In his opinion such stores are not now very strongly in competition with ordinary retailers.

Mr. Bischoff said that the advertising of the department stores was a great injury, because the public gets the idea from such advertisements that prices in the big stores are low. He asked if the retail grocers ceased to buy through exchanges, would the wholesalers cease to sell the department and chain stores, also to hotels, restaurants and boarding houses? He said that some wholesalers even sell five-pounds cans of coffee to private consumers.

Charles Thorpe, the secretary of the New York State Association, Mr. Grey, former National secretary, and others spoke. Mr. Hannahs denied in answer to questions that the jobbers have written to manufacturers asking them not to sell to retailers or retailers' exchanges. He admitted that letters had been sent, asking the manufacturers what were their intentions as to selling to the exchanges. He said that the question as to selling to the hotel and restaurant trade had never been brought up at meetings of his association, and suggested that this was a subject that might be further discussed between the two associations.

A hearty vote of thanks was extended to Mr. Hannahs and to Mr. Bischoff. The debate was in the best of humor. Those who crit-

icised the jobbers on certain points said that their remarks were aimed at other houses and did not apply to the association's guest of the evening.

FRED. A. MCGILL.

[Owing to the large amount of space occupied by the above debate, it was found necessary to omit considerable other New York news.—ED.]

THE GROCERY MARKETS

Tea.

The tea market shows no change from last week. The consumptive demand is steady and fair for the season. Prices show no change for the week. There would doubtless be somewhat of a decline at this time, as is customary as the new season approaches, were it not that this year stocks are small. That is the only reason why values are as steady as they are. No radical change in any grade is looked for during the balance of the season.

Coffee.

The market for Rio and Santos coffee has shown more firmness during the week, but without quotable change in actual coffees. Options have fluctuated considerably, closing the week netting a slight advance. Mild coffees are steady and unchanged. Javas and Mochas quiet at ruling prices. The general demand for coffee is fair.

Syrup and Molasses.

Glucose is unchanged for the week and is not moving very actively. Compound syrup is unchanged in price and dull. The warm weather has killed off the demand almost entirely. Sugar syrup is unchanged and still in good demand on account of comparative scarcity. Molasses shows no change for the week and only a very moderate demand.

Sugar.

The raw sugar market has been about unchanged for the week, but the general tone is still firm. Refined sugar has not yet shown the expected advance, but it is still considered inevitable that it will within a few weeks if not now. The heavy demand has not set in as yet, though a fair business is doing. Stocks of sugar in refiners' hands are fairly large, and there is no real reason for any further advance in refined at the present moment. Still, there is no forecasting the refiners' action. Some interest is manifested among the trade by the announcement that the new refinery of the Warner Sugar Refining Co., at Edgewater, N. J., would open within a few days with a capacity of 3,000 barrels a day and an immediate production of 1,000 barrels. If the fruit crop proves as large as is expected, the new refinery will probably be able to sell its output without difficulty.

Fish.

The fish market has been quiet during the week. Irish mackerel are so nearly exhausted that they are scarcely quotable. No interest is taken in spot shore fish, and the season for the new has not yet opened. Norways are moving to some extent, chiefly 3s and 4s, the former being in the better demand. The market is $1 to $2 weaker, owing to holders' desire to move the goods. Domestic sardines are unchanged and in better demand on spot than for future delivery. Foreign sardines are unchanged and dull. Certain of the French grades are somewhat weaker, but aside from that the market is steadily maintained. Cod, hake and haddock are very dull and unchanged in price. Salmon are in fair demand on spot at ruling prices. Future prices will be named in the not distant future.

Canned Goods.

There is no change in the tomato market since last week. Both spot and future tomatoes are dull, practically no interest being manifested in either. The market shows no further change in price during the week, but it is by no means strong. Corn is dull, both spot and future, without change in price. Peas are in the same condition exactly. Peaches are very scarce and show no change in any way. Apples are in light demand at ruling prices. The small line of Baltimore canned goods is dull and rule at unchanged prices. California canned goods are quiet in first hands at steady prices. In second hands the market is easy and stocks in most cases inconveniently large. Advices came from New York State during the week that the acreage for canned goods would be much reduced this year, with an almost certain reduction in the pack. Dairying is more profitable to the farmers than raising vegetables.

Dried Fruits.

Prunes are much firmer on the coast, owing to reports of crop damage. Some holders are asking a 3¼-cent basis, which means 1¼ cents more than sales have been made for in the East. The market in the East is no firmer as yet, but surely will be if the situation in California continues. The demand at this writing is good. Peaches are dull and unchanged. Apricots are dull on spot, at prices which while they show heavy reductions from former prices, are still much above the new prices made during the week for future delivery. Sales of future apricots at the prices reported elsewhere have been fair. Currants are in fair request, all conditions being unchanged. Raisins are very dull and easy, demand being light. Citron, dates and figs are dull at ruling prices.

Beans and Peas.

Pea beans, both foreign and domestic, rule unchanged and in fair demand. Marrows are higher and are moving well. California limas are unchanged in price and in fair demand. Split and dried peas are in fair demand at stiff and unchanged prices.

Butter.

Since a week ago the butter market has declined 2 cents per pound on all grades, owing to the increased supply of fresh made butter. The market at this writing is steady at the decline price. There will be, however, still more increase in the production, and it is likely that still lower prices will develop later in the season. The quality of the butter arriving now is as good as could be expected for the season, but will show improvement within a week or two. The stock of storage butter is about exhausted, and the trade are being mostly supplied with fresh made stock.

Eggs.

The egg market is unchanged. The receipts are still liberal, but there is a good consumptive as well as speculative demand which absorbs all grades as they arrive. Present conditions will continue until warmer weather and a falling off in receipts. The quality of eggs now arriving is the best of the year.

Cheese.

The cheese market is about unchanged. There are very few old cheese left, and they are likely to go out unchanged. Some new cheese have come in, but, as usual, they are not up to the market and are selling at 2 cents below the price of the old. The market is in a very satisfactory condition, but lower prices can be looked for as the season advances and the make increases.

Produce.

Pennsylvania potatoes, 75 to 80 cents per bushel; York State, 70 to 75 cents per bushel, demand fair; Ohio globe onions, $1 to $1.20 per bushel; York State, $1 to $1.10 per bushel; Bermudas, $1.75 per crate; Spanish, small crates, $1 to $1.25; large crates, $3 to $3.50, demand fair; yellow turnips, 60 to 65 cents per bushel, demand fair; beets, $3.50 to $4 per 100 bunches, demand good; carrots, $2 to $2.25 per barrel, demand fair; Danish cabbage, $7 to $8 per ton, $2 to $3 per 100, de-

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

mand fair; watercress, $1.50 to $2 per 100 bunches, demand fair; scullions, $1 to $1.25 per 100 bunches, demand good; spinach, $1 to $1.50 per barrel, demand fair; salad, 3 to 5 cents per head, demand good; radishes, $1.50 to $2.50 per 100 bunches, demand fair; horseradish, $3 to $3.50 per barrel, demand fair to good.

Provisions.

The provision market is steady and unchanged. All cuts of smoked meats are selling moderately on the same basis as a week ago and both the supply and the consumptive demand are about normal. Both pure and compound lard are steady and unchanged, with a brisk trade reported. There is only a fair demand for dried beef, canned meats and barrel pork, all of which rule steady and unchanged. No change is looked for during the next few days.

Green Fruit.

Apples, Baldwins, $2 to $3 per barrel; Hulbersons, $2.50 to $3 per barrel; Spy, $2 to $3 per barrel; Spitz, $2 to $2.50 per barrel; Russets, $2 to $2.50 per barrel, demand fair; pineapples, $2.75 to $3.50 per box, demand fair to good; grapefruit, $2 to $5.50 per box, demand fair to good; lemons, $2.25 to $2.75 per box, demand fair; Florida oranges, $2 to $3.25 per box, demand poor; California oranges, $2.65 to $3.25 per box, demand fair to good; bananas, jumbo, $1.75 to $2; firsts, $1.50 to $1.75; 8-hands, $1.10 to $1.20; 7-hands, 75 to 90 cents; 6-hands, 50 to 65 cents, demand poor.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7½ cents per pound; roasted, choice, $1.15 per bushel; fancy, $1.50 per bushel; jumbo, $1.65 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12½ cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Spices.

The market is fairly active, especially for spot goods. There is a great scarcity of many grades and this is becoming more noticeable. Prices are practically unchanged, but the market has a firm tone.

Pepper.—Spot stocks are nearly cleaned up and the trade is compelled to await on near-by arrivals. The market is firm and with a slight upward tendency for far-off futures.

Cayennes are scarce. There is an active market at present, which will continue over the summer months.

Cloves.—We note a better market for this spice. Buying has been in fair lots at practically unchanged values.

Pimento (Allspice).—Market unchanged and present values are safe.

Mace.—There is a great scarcity at present and prime quality goods are hard to obtain.

Nutmegs.—Demand very fair at the lowest prices ever known, especially for large size nuts.

Cassias.—Saigon as well as Batavia bark very scarce and China grades are also active. We will see higher prices for China case Cassia during the summer.

Gingers.—There is a scarcity in all grades. Cochin is much firmer. No changes of any importance during the week.

Seeds.—Celery, Coriander, as well as Caraway, are all firm and we hardly look for any declines at this time.

McCormick & Co., Inc.
Baltimore, Md.

—

Baltimore Canned Goods.

Underlying conditions favor an improvement in the merchandise markets. Monetary matters are without doubt in a much healthier condition, as is evidenced by the recent successful sales of very large issues of railroad, State and city bonds at prices satisfactory to the vendors. Manufacturing establishments in nearly all lines of business are resuming work, some on full time and some on part time, which is a distinct gain in that direction. It is again possible for mercantile houses to borrow money on single name paper at a fair rate without having to put up the family jewels, etc., and the outlook for the crops all over the country is very encouraging, with the single exception, we believe, of the California prune crop. The large amount of idle money now accumulated at the principal banking centres is seeking borrowers, thereby exactly reversing the conditions prevailing a month or six weeks ago, and the country banks will soon doff their cap to the interior jobbers who don't come around as often as they used to. The canned goods market has been going all one way since last November and should therefore be among the first lines of merchandise to show improvement. If indications may be depended upon, tomatoes will be the first article in the line to show increased activity and probably some improvement in value. No one expects, or wants, to see any boom in them, nothing more than the average demand for this time in the season. A decided increase in the demand for both spot and future tomatoes commenced ten days ago, and the buying orders came from nearly all markets except the West. At this writing it looks like the activity will continue, especially because of the fact that the month of May is one of the largest of the year for the distribution of tomatoes. The growers and the canners are a little closer together than they were last week regarding making contracts for the coming crop, and the canners are gradually yielding to the growers' views as to price. Spot and future tomatoes are worth attention.

Besides tomatoes, there was improvement in the number, if not the quantity, of the orders for carload lots or less of assorted goods, and the character of the buying indicates that the jobbers are going into the new canning season with floors as nearly bare of goods as possible. Nearly every assorted carload shipment recently has embraced as many as five or six different articles, and the combined shipments covered perhaps every article in the list. The general market continues in buyers' favor this week, and some lines can be bought under the asking prices.

Thos. J. Meehan & Co.
Baltimore, Md.

MARKET NOTES.

The market for old white potatoes has gone to pieces during the week. From a price of 95 cents to $1 per bushel, the price declined to 65 cents. The cause is accumulation of stock and lack of demand. The supply of potatoes is greatly in excess of the demand.

—

New potatoes are coming along from Florida and average $4 per barrel for the best stock. The season is about two-thirds over and the demand is fair.

—

The past week witnessed the heaviest receipts of asparagus from New Jersey in the history of the business. The price ranges from 10 to 20 cents and the demand is good.

—

Florida eggplants range from $2 to $2.50 per crate and are in good demand.

—

Strawberries are abundant, though they closed the week a little higher. The bulk of the receipts are from North Carolina and range from 16 to 18 cents per quart. The quality is good and the demand excellent.

—

String beans show a demand in excess of the supply and a consequent decline in price to $1 to $2. Besides being too many, there are lots of poor beans coming. The demand is light.

—

Florida tomatoes range from $1.75 to $2 per crate. Owing to bad weather the quality is only fair. Hothouse tomatoes average 20 cents per pound. The demand is fair.

—

Holders of apples have made heavy losses this year. The market ranges from $3 to $3.50, which to some holders shows a loss of 50 cents to $1 per barrel. The demand is very poor.

—

North Carolina peas are showing very good quality, but the supply is small and the demand excellent. The price averages $2 for one-third barrel baskets and $3 for half barrel.

—

There are a few lima beans on the market from Florida, but the quality is poor. Good beans would bring $5 per basket, but these command only $1.50.

—

Most of the salad on the market is from North Carolina, but some is coming from near-by points. The price ranges from nothing up to $1.25 and the demand is good.

—

Cucumbers have declined. Florida stock ranges from $1 to $1.50 per crate. Hothouse cues average $1.25 per dozen.

—

Radishes are glutted and very cheap. Good stock can be bought at this writing at $1 per barrel of 150 to 200 bunches.

IT SAVES TROUBLE
and annoyance many times to have
ABSORBINE
handy in case of a Bruise or Strain. This remedy is rapid to cure, pleasant to use, and you can work the horse. No blister, no hair gone.
ABSORBINE cures Lameness, allays pain, removes any soft bunch quickly. $2.00 per bottle delivered or of regular dealers. Book 6-B free.
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W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Chattanooga, Tenn., April 14, 1908.
Editor Science of Advertising.

Dear Sir:—Inclosed find circular. This is the first day of sale and orders nearly swamped us this morning. Mailed them out yesterday to all on our mailing list of about six hundred. Had a good man to distribute in the poorer districts. It was meant for a price-list, but put in some description and cuts so that it would not be so dry.

Know that it could be improved on. Let us know how.

Yours truly,
WOOLFORD & Co.

P. S.—We have a sale every Spring to get off slow sellers. Have signs 3x4 on all the wagons, "Special Sale This Week."

The circular inclosed herewith was a large affair, measuring 11 x 17 inches. The printing was good and the paper was rather unusually so. Here is the thing in photographic miniature:—

ANNUAL CLEARANCE SALE

April 14th to 17th Inclusive

To close out canned goods we offer them at sensational prices---many of them below cost. Many other articles are included in sale. Everything sold Guaranteed. Cash not required if purchaser has established credit. Some brands are limited---get your order in before they are sold out.

Corn

Virgin Brand, regular price, 10c, Sale Price 5c
Catoctin Brand, regular price 10c, Sale Price 6c
Evergreen Brand, regular price 10c, Sale Price 7c
Swell Dinner Brand, regular price 10c, Sale Price 8c
Superior Brand, regular price 12½c, Sale Price 9c
Richelieu Brand, regular price 12½c, Sale Price 10c
Sugar Loaf Brand, regular price 15c, Sale Price 11c
Sunbeam Brand, regular price 15c, Sale Price 12c
Maine's Finest, regular price 15c, Sale Price 13c
Sea Breeze Brand, regular price 15c, Sale Price 14c

Preserves

Long's California Cherries—
50c size 35c
35c size 25c
Tiger Brand Cherries, 5 lb. crocks, regular price $1.00, Sale Price 69c
Telmo assorted kinds, 3 lb. crocks, regular price 75c, Sale Price 59c

Pickles

Sweet Cucumbers, 15c 10c
Sour Cucumbers, 10c 8c

Apple Butter

Heinz 3 lb. crocks, regular price 45c, Sale Price 35c
Telmo 3 lb. crocks, regular price 40c, Sale Price 30c

Mouse Traps

A mouse will destroy more than a child will eat. Best 10c trap made—sold during this sale 5c

Brooms

House cleaning season is at hand—a good 35c broom for 25c

Beech Nut Brand



Beech-Nut Sliced Beef

Sliced Beef, Breakfast Bacon, Peanut Butter, Quince and Crab Apple Jelly, Cranberry Sauce, Spiced Plums, Peach Jam, Rhubarb Marmalade—regular price 20c each, Sale Price 15c

THIS
$25 Kitchen Cabinet
will be given away FREE this month



Save your Cash Register Checks—One Given with Every Purchase.

Tomatoes

Mother's Brand, No. 2 size, regular price 10c, Sale Price 7c
Mother's Brand, No. 3 size, regular price 12½c, Sale Price 10c
Hearn's Whole Brand, jersey size, regular price 20c, Sale Price 13c
Sugar Loaf Brand, jersey size, regular price 20c, Sale Price 15c
American Beauty Brand, No. 2 size, regular price 10c, Sale Price 9c

Tomato Pulp

For flavoring soups and gravies. This is concentrated and care should be used not to put too much in your soup. Regular price 5c, Sale Price 3c

Soup

Richelieu Brand, one quart cans, assorted kinds, regular price 35c, Sale Price 19c

Raisins and Currants

10c package Raisins (cold storage) 5c
10c package Currants 5c

Canned Peaches

Baltimore Table Peaches, regular price 25c, Sale Price 20c
Charm Brand, California Peaches, regular price 30c, Sale Price 25c

Canned Apricots

Packed in California, regular price 30c, Sale Price 25c

Prepared Buckwheat

Telmo Brand, Sale Price 10c

Pancake Flour

Purina Mills, Sale Price 10c

Richelieu Flour

24 lb. Sacks, Sale Price 70c

Pork and Beans

Superior Brand, No. 1 size, regular price 7c, Sale Price 5c
Superior Brand, No. 2 size, regular price 10c, Sale Price 7c
Sugar Loaf Brand, No. 1 size, regular price 10c, Sale Price 6c
Sugar Loaf Brand, No. 2 size, regular price 15c, Sale Price 10c
Beech Nut Brand, No. 1 size, regular price 10c, Sale Price 8c
Beech Nut Brand, No. 2 size, regular price 15c, Sale Price 12c

Tea

Chase & Sanborn's India and Ceylon in quarter pound tins never sold for less than 15c.
All 60c bulk teas, Sale Price 40c

Sweet Potatoes

In cans are cheaper and better than the fresh ones—price is cut from 15c to 10c during this Sale.

Spinach

Canned Spinach is also cheaper and better than the fresh article—try a can. Reduced from 20c to 15c during this Sale.

Biscuit Boards

Regular price 50c, Sale Price 35c

Hilo Baking Powder

Five cent size, Sale Price 3c
Ten cent size, Sale Price 6c

Electric Soap

The best Soap for the money—patronize home industry. During this Sale, 8 bars for 25c

Gold Band Soap

A straight 5c Soap—sold unwrapped during this Sale, 7 bars for 25c
Octagon Soap, 6 bars 25c
Lenox Soap, 7 bars 25c

Prunes

Small but meaty, regular price 10c—we offer during this Sale for 5c
15c size 10c
20c size 15c

Enamel Ware
AT HALF PRICE



This is the Real Article—The Best Made

50c Preserving Kettles 25c
75c Water Pails 38c
75c Dish Pans 38c
Only One Each to a Customer

We are not selling out---we need the room, you need the goods. We will not carry over a can of goods if we can get something near the cost of it. MARK THE ITEMS YOU ARE INTERESTED IN AND BRING IT TO

WOOLFORD & COMPANY

OR TELEPHONE HEMLOCK 40 or 41

ARCADE PRINT

This is as good as any price-list circular can be. Woolford & Co. have done what I have been trying hard to get all readers of this department to do when they advertise cut prices—give the regular price as well as the cut price. It seems so obvious that that should be done that it ought not to need much argument, and yet circulars keep coming into this department with this most important means of comparison omitted. Woolford & Co. say they know their circular could be improved, but from what they say about results, it is beyond question that it was a pretty good circular. It might have been improved by saying a little bit more about some of the goods. Take soups, for instance. The Richelieu brand may be known in the South, but it is not at all known in the North. Unless it is quite familiar to the people of Woolford & Co's territory, and so able to stand on its reputation, something should be said about its quality. Just a line is enough—something like—"These soups are closer to rich, tasty home-made soups than any other brand made." On general principles it is always better to follow this plan. Of course it is more important to do it where the sale is being made on quality than where, as in this case, it is being made on price, but in all cases it is extremely important and ought never to be lost sight of.

* * *

Other than in the above respect, I consider this circular good. I particularly commend the fact that it looks good. The paper is high grade and so is the printing. A fine appearance wins the same favorable introduction for a piece of printed matter that it does for a human being.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

AGENTS WANTED

To Solicit Subscriptions to
"The Grocery World"

Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

$45 PROFIT ON THREE GROSS
GOFF'S HERB BITTERS
The Great Remedy for Dyspepsia

Write for plan how to make profit.

S. B. GOFF & SONS CO.
Established 1872. Camden, N. J.

Oakdale Steam Crisp Pretzels Salted

¶Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.
Oakdale Building, Philadelphia, Pa.



Catch the Sharp Appetites

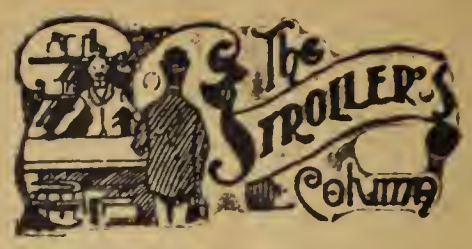
Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia



"Six Weeks."

Here's something that caught my eye and riled me all up as I was reading the Sunday paper last week:—

IN SIX WEEKS BECOME A SUCcessful traveling salesman; positions secured graduates with responsible firms; tuition payable from your earnings. Bradstreet Instruction Company, Buffalo, N. Y.

Think of it! Silk purses made out of sow's ears in only six weeks! Leopards' spots changed in only six weeks! The Ethiopian's skin made white in only six weeks!

It's foolish to say it can't be done—here's people who agree to do it!

Such rot as this has a perfectly maddening effect on an old road man like me. Here I am thirty years on the road! Do I know it all? I don't know one-tenth of the science of meeting men and selling goods! Not a tenth! Nobody ever knows it all.

Yet here's a concern that will teach you the whole business in forty-two days! Lord, what a lot of time I've wasted!

By gad, the more I think of it the hotter I get!

Why, only the other day I fell down on a matter that I thought I ought to have been able to take care of all right. I don't know yet where the trouble was.

This is just to show that after thirty years' experience a fellow can make breaks.

I went in to see if I could sell some goods to a dealer that I'd never sold before. My house had done a little business with him some years ago, but he'd drifted away and mine was the job to get him back if I could.

I had a line of stuff that I thought he ought to have, so I went in to see him. Now, after a man's been rubbing up against people for thirty years and selling goods every day, it's natural for him to think he knows something about approaching a probable customer, ain't it?

Well, I thought I knew how to approach this man, but I found in two minutes I had guessed wrong. Something I said, or the expression on my old mug, or something, rubbed him the wrong way, and I didn't get even a look-in.

With thirty years' experience I don't know what it was, and after a power of thinking I've had to give it up.

The trouble with me is I've had too much experience. I'd a done better if I'd studied six weeks with a correspondence school!

You know three-fourths of selling goods is knowledge of human nature. If you know how to size your customer up you can usually sell him goods. If you don't know how to size him up, you may still sell him goods, but you'll work four times as hard to do it as the salesman who can size him up.

I know a salesman—he'd make $10,000 a year if he wasn't so blamed lazy—who can look at a man he's never seen or heard of and tell exactly what tone to take with him. I've seen him do it fifty times and he never went wrong once. How does he do it? Instinct, I think. I can't do it, neither can ninety-nine salesmen out of a hundred.

What a lovely advantage that instinct gives a salesman in his work! Why, it's like knowing what a man's hobby is before you start in to talk with him. You can guarantee in advance to get him going.

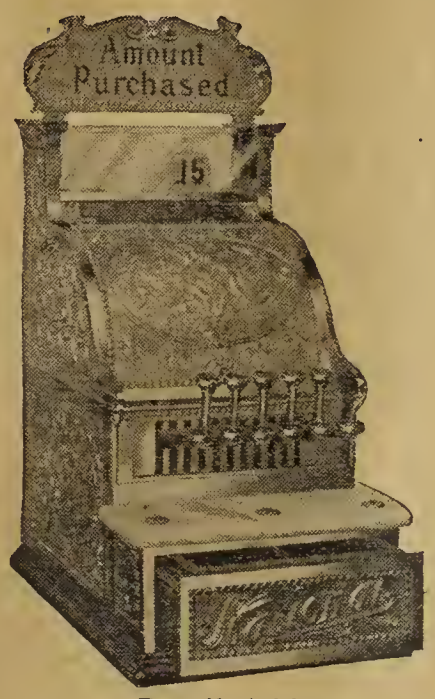
I know another salesman who's really a better salesman than the other fellow, but he ain't one, two, three with him when it comes to sizing a buyer up in advance. I say he's a better salesman because when he once gets inside the customer's shell he can put up a line of talk that knocks the other fellow silly.

But while the second salesman is working to get inside the shell, the first man's apt to be inside and have him sold.

You know it's all rot about it being enough to go up to a dealer with a "Good morning, Mr. Smith, anything in my line to-day?"

That's all right with old customers whose orders you're sure to get anyway, but it ain't worth two cranberries in getting new trade or big trade.

You've got to know how to get at the man.



Detail Adder
Protects Your Cash

All Over the World

in large stores, in small stores, department stores, in candy stands — no matter what size or what is sold

National Cash Registers

have proved their worth by increasing profits.
Storekeepers from Alaska to Cape Horn are using National Cash Registers and would not be without them.

More than 600,000 of the most progressive storekeepers in the world agree that National Cash Registers are

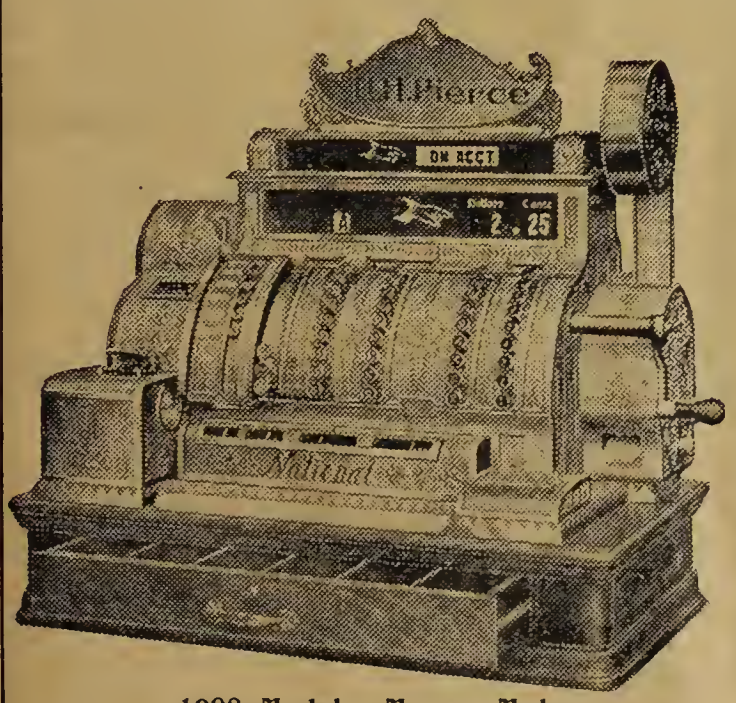
Profitable Investments

You *must* be convinced that such a conclusion is correct. You can learn exactly how a National Cash Register, suited to your particular business, will make money for you as it has done for thousands of other merchants.



Total Adder. Money Saver

Prints amount of every sale and shows who made it. Gives separate record of "charge sales," "money paid out," and "money received on account."



1908 Model. Money Maker

This new model is the most complete register ever manufactured. It is equipped with a time printer to print the time of day every sale is made. It can also be used for recording the time of arrival and departure of clerks.
It also has an autographic attachment which is very valuablein making records of goods wanted or articles called for that are not carried in stock.

WRITE US TO-DAY

It will cost you one cent, and not obligate you in any way, to find out how you can increase your profits and your business. We make more than 200 different styles and sizes — price $15.00 and up — easy terms if you wish.

If you have a Cash Register and want to trade it in for a later model, or a larger one, write for LIBERAL EXCHANGE offer.
We buy and sell Cash Registers of all makes.

Our Great Guarantee

We guarantee to furnish a better Cash Register for less money than any concern in the World.

The NATIONAL CASH REGISTER CO.

Dayton, Ohio

U. S. A.

Fill Out and Mail This To-day

(1)
The National Cash Register Co.
DAYTON, O., U.S.A.

I would like to know how a National Cash Register can increase my profits and do the other things you say it will. Sending this coupon places me under no obligation to buy.

Name.....
Business.....
Street.....
City..... State.....
No. of Clerks.....

Can you learn that in a six weeks' correspondence course?

You can, the same way the fellow learned the mail-order business. Remember that? He answered an advertisement that offered to show anybody how to make a steady income without working. The price of the great secret was a quarter.

The poor fool sent in his quarter and got back a card that said "Fish for suckers like we do."

I suppose I'm really working myself all up over nothing. Because in selling goods on the road it's a case of survival of the fittest more than in any other line I know. If a fellow can't make good he's fired, that's all. But it's a shame that anybody should give up any money to a scheme like this. Still, they will, I'm mighty sure about that.

I've had many a laugh about a barber school that was started in Philadelphia four or five years ago. You could learn to be a beautiful barber in three weeks. I offered to send my wife there so she could shave me and cut my back hair, but she didn't seem to take to it. They got quite a lot of victims, but it didn't last a year. As soon as the graduates got jobs and had a chance to get their work in, the whole scheme collapsed. They couldn't make good and nobody would keep 'em. There were some fearful hair cuts on the street while the barber university was open. A friend of mine got up against one of the graduates one day and before he knew it got him to cut his hair. When he went home that night his wife shed tears.

That'll be the way with the six weeks' salesman school. If any of you fellows get up against a young fellow who comes into your store and recites the following: "I trust I am right in believing this to be Mr. Smith. If so, good morning Mr. Smith. If not, you will confer a favor upon me by directing me to Mr. Smith. It is Mr. Smith? Thank you, Mr. Smith. I ask but a moment of your valuable time, sir, while I introduce to your notice the most wonderful product of its kind in the world! A product, Mr. Smith, unmatched and unrivalled, a product that is to competitive products, sir, what the mighty sun, shedding its glorious beneficence upon rich and poor alike, is to the useful but humble tallow candle."

When that hits you you'll know it's a graduate of the six weeks' course.

THE STROLLER.

Live Topics at National Retailers' Convention.

Boston Convention of National Retail Grocers' Association Will Discuss Direct Selling to Retailers, Prescribing a Minimum Retail Selling Price and Several Other Burning Trade Questions.

Special correspondence of "Grocery World."

Cleveland, Ohio,
April 30, 1908.

The topics presented for discussion at the convention of the National Retail Grocers' Convention, to be held in Boston, Mass., May 11 to 14th, are of vital interest to the retailers of the United States. The men chosen to present these topics to the convention are men well able to do so in a most intelligent manner.

The duty of the National Association to impress legislation, the manufacturer making the minimum retail selling price. shall quantity make the price, and parcels post, are all live questions, but the greatest of these is the question as to the position in the commercial world of the retail merchant.

There will be no adjournment for recreation or entertainment during the three days' session of the convention, although the officers have been approached in regard to adjournment over Wednesday.

There is so much to do, and so little time to do it in, that it will require the entire three days after the opening of the convention to discuss thoroughly these all-important topics.

Every Eastern State has affiliated with the National Association. The Western States are organized as never before. The central States are in the very best possible condition. The States of North Carolina, Virginia, Arkansas and some others are at the present time in excellent shape.

Everything points to an enthusiastic convention, which is full of promise of good things for all those who attend.

Fifteen months have rolled around since the convention of the National Association of Retail Grocers at Dallas.

During this period the officers have been untiring in their efforts on behalf of the membership and the success of the organization.

We have at all times received a splendid support from the trade press of the entire country. We wish at this time to acknowledge your assistance and to extend to you our heartfelt gratitude for the support you have given us.

The influence of our organization has increased tenfold. The members have the utmost confidence in the officers of the association. We realize that this condition, to a very large extent, has been brought about by the assistance of the trade press.

JOHN A. GREEN.
National Secretary.

Biscuit Trust Wins Out in Nebraska.

The National Biscuit Co. has won the first round in its fight in Nebraska against complying with the law requiring that food packages be branded with the weight of the contents. The court found that the police power of the State could not be exercised by the Food Commissioner to that extent. The company announced several months ago that before it would put the weight of its package upon the label it would leave the State.



Slices Everything from 6-pound Knuckles to half-ounce Ends.

COOK HOWLAND, Jr.

THE CASH GROCER

Choice Butter and Eggs a Specialty

No. 97 South Main Street

Asbury Park, N. J., April 24, 1908

MR. A. W. JOHNSON,

DEAR SIR.—Enclosed you will find my check to pay balance due on the beef cutter I purchased of you through your agent, Mr. T. M. Hoffman. He told me if I desired to pay for the machine by the time the first payment was due I might have it at the cash price.

I have so decided—so if you will be kind enough to send me the release you will oblige me.

Yours truly,

COOK HOWLAND, JR.

N. B.—I wish to say that the machine is a grand success, and I believe will pay for itself in two months as we have increased our trade to six times the amount of beef.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Another House Cleaning Display.

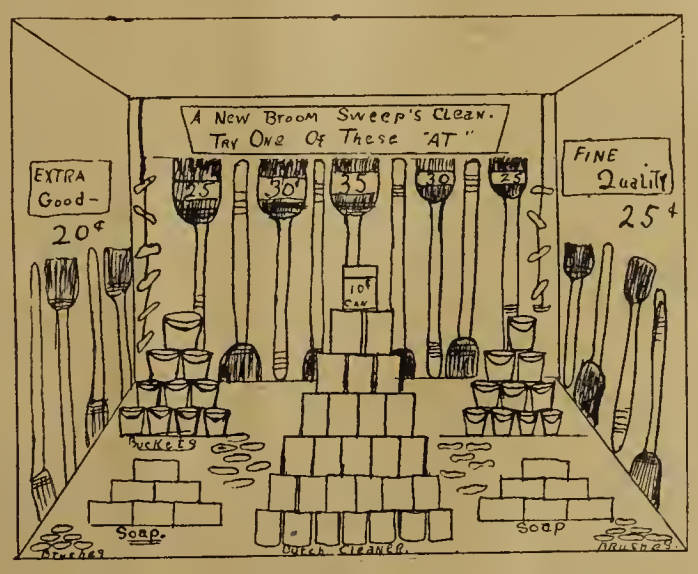
The sign in the window reads, a "New Broom Sweeps Clean." This is the best time of the year to have house-cleaning articles in the window, especially these nice days when there are ever so many people on the street.

It is well to have good brooms to form the background and brooms on the sides, also in the back two strings of scrub brushes. It is a good idea to have prices on articles.

Then on each side (back) a group of buckets and in the centre a large pyramid of Dutch Cleanser; also scrub brushes can be laid around here and there on the floor of the window. On each side of Dutch Cleanser can be placed good scrubbing soap, say Oleine or Fels Naptha. Ammonia and Bon Ami may also be added. Trusting some grocer will make use of display.

J. F. Geary.

516 S. 52d St., Phila., Pa.



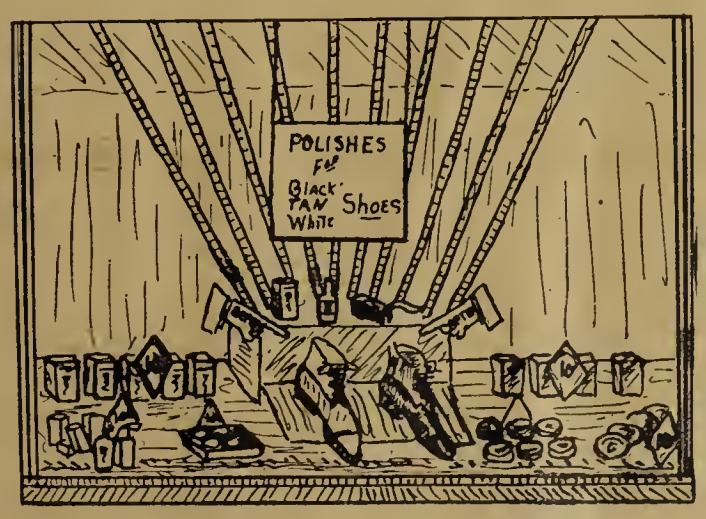
A Shoe Polish Window.

A seasonable window at present is one of shoe polishes.

Cover the floor and back with crepe paper. Cover an ordinary soap box with crepe paper and lay in the back of the window at the centre.

Lean a board covered with crepe paper against this box; on this box put two shoes, one dusty and dirty and the other polished.

Draw a couple of hands and print "before" on one and "after" on the other. Tack these on the front of the box.



Run a number of streamers from the box to the top of the window.

Stand several boxes of blacking and a blacking brush on top.

Pile several kinds of blacking, whitening and tan polish around the floor of the window with the prices on.

Hang this sign above the shoes:—

POLISHES
FOR
BLACK
TAN
WHITE
SHOES

Chas. Loop.
N. E. cor. Dauphin and Gratz streets, Philadelphia, Pa.

New California Asparagus Prices Much Below Last Year.

Packers Reduce Prices From Fifty Cents to One Dollar and Fifteen Cents Per Dozen. Prospects Much Better Than Last Year. Jobbers Left With Unsold Stock, Which They Cannot Move Even at Cost or Below.

Some of the packers of California asparagus are out with future prices for 1908, which show a marked decline from the opening prices of 1907. The largest packer of asparagus, the California Fruit Canners' Association, has not yet named prices, and probably will be in no hurry to do so. The only concern of any importance which has named them is the Central California Canneries. Hickmott & Co. will be back in the field this year, to a limited extent, but have not named prices as yet.

The figures named by the Central Canneries Co. are as follows, together with the association's prices for last year. The reduction ranges from 50 cents to $1.15 per dozen:—

	1908.	1907.
No. 2½ square Mammoth white peeled...	$4.85	$6.00
No. 2½ square Mammoth white.....	4.15	4.75
No. 2½ square Mammoth green peeled...	4.00	4.50
No. 2½ square Mammoth green.....	3.25	4.25
No. 2½ square large white peeled.....	4.25	5.25
No. 2½ square large white	3.50	4.00
No. 2½ square large green peeled.....	3.75	4.75
No. 2½ square green.....	2.85	3.75
No. 2½ square medium white.....	3.25	3.75
No. 2½ square medium green	2.65	3.50
No. 2½ square small white.....	3.00	3.50
No. 2½ square small green.....	2.50	3.50
No. 1 square white tips	3.25	3 60
No. 1 square green.....	2.50	3.40

The prospects for this year's asparagus pack are good. Last year, it will be remembered, flooding by the Sacramento River at a critical point destroyed a good part of the crop and the pack was exceedingly small and prices high. They were so high, in fact, that the sales of California asparagus during the past season have been lighter probably than ever before in the recent history of the business. Almost all jobbers have unsold stock on hand from their future purchases of 1907, although they have reduced prices to cost or below.

Cash dealers like coupon books for if they have one they always have the change. Please them by giving them Forbes Coupon Books.

Get a Sample Can Free

If you will only put in a few tins of our Norwegian Sardines your customers will see that you keep them forever after.

Produced and packed where the finest fish products in the world come from—in Norway.

Small silver white fish, smoked and packed in pure sweet olive oil. A dainty and delicious tidbit. Packed with can opener and wrapped in oiled paper.

We will send a sample can free on request. $1.10 per doz.; $9.00 per case of 100.

Niagara Fish Co.
LAKE STREET, BUFFALO



How to be Sure of Good Ham

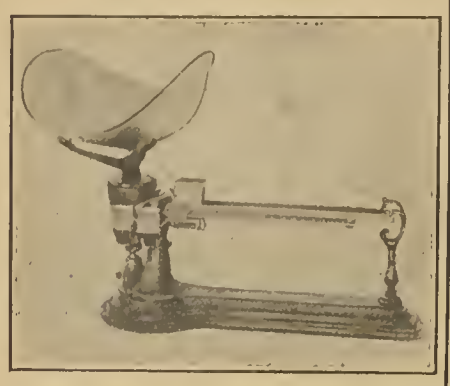
Just see that it is SWIFT'S PREMIUM HAM. That is all you need to watch. We guarantee every ham that bears SWIFT'S PREMIUM brand.

That is mighty important to you, BECAUSE if a woman gets a good ham from you one time, and a poor next time, she thinks you don't know your business, or you don't care whether you please her or not.

We get good hogs, selecting them carefully, cure our hams, so as to make them uniformly satisfactory, and then advertise them to make people's mouths water for them. You can be sure a PREMIUM HAM is tender, delicious and appetising.

Swift & Company, U. S. A.

Where's That Weight?



Counter scale weights are always getting mislaid. Why bother with them any longer? Our full-jewelled **Counter Scale** has no weights and is simple, easy, beautifully made and accurate almost to a hair.

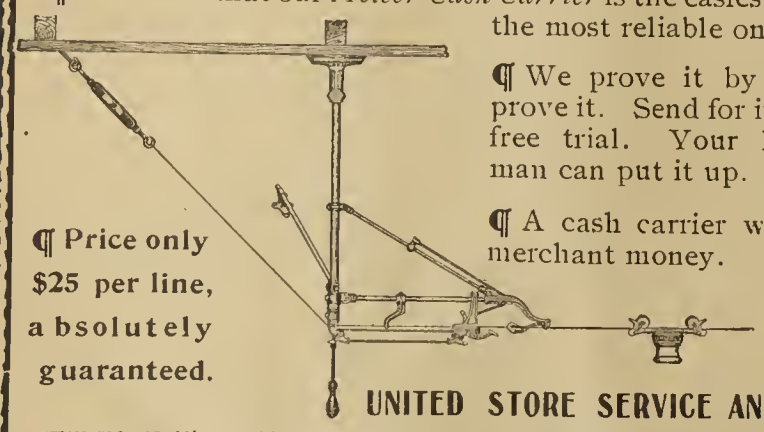
It protects you against overweights and stands up to its work year after year.

We want good agents for this scale.

C. B. Willison & Co.
267 Halzey Street
Newark, N. J.

TRY IT 30 DAYS FREE

¶ We claim that our *Meteor Cash Carrier* is the easiest worked and the most reliable on the market.



¶ We prove it by letting you prove it. Send for it on 30-days' free trial. Your local handy man can put it up.

¶ A cash carrier will save any merchant money.

¶ Price only $25 per line, absolutely guaranteed.

UNITED STORE SERVICE AND TUBE CO.

NEW YORK, Times Bldg. BOSTON, Tremont Bldg CHICAGO, Medinah Bldg.

Business-Like Future Buying

More packers than ever are this year offering to give 100 per cent. delivery contracts to their customers on future canned goods. It was an inevitable reform; there never was any valid reason why they should not have been given.

We were almost the pioneers in this full delivery business on **Blue Bell** and **Clover Farm** canned goods, as fancy lines as are packed in all Maryland. If you will place your future orders for these, your jobber will sell them to you and guarantee to deliver 100 per cent.

Why not place your canned goods buying on a strict business basis?

STRASBAUGH, SILVER & CO.
ABERDEEN, MD.

How Else Can You Deliver So Cheaply?



'HERE is a clever, capable little automobile that you can use both for delivering goods and for pleasure. It has tremendous carrying power, easily carrying 1,500 pounds for 30 miles on fifteen cents' worth of gasolene. Is there any other delivery method one-tenth as cheap?

The **Lindsley Car** is the simplest, strongest-constructed, easiest-repaired and cheapest-operated business automobile made in the United States to-day. Is it good business to ignore it as a labor and money-saving device?

J. V. LINDSLEY & CO. Suite 1112 Monadnock Bldg. CHICAGO



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

The Best Slicing Machines.

Little Falls, N. J.,
April 24, 1908.

Editor "Grocery World."

Dear Sir:—Can you tell me which you think is the most economical in the end to buy, the American Slicing Machine, or the Eversharp Slicing Machine? And is there any other machine which will give as good satisfaction, but not as high in price as these machines?

Yours truly,
CHAS. J. WACK.

These machines are the best on the market. Both are extremely good and the "Grocery World" would not like to discriminate between them. Why not get samples of the work of each and get some specifications as to how rapidly and economically each works?

* * *

New Department Store Grocery.

Kewance, Ill., April 24, 1908.

Editor "Grocery World."

Dear Sir:—We would like to have you insert in the news columns of your paper that we will hold the opening of our new grocery department, fixtures for which were designed by J. A. Flesch & Son, of Chicago, and made by Alexander N. Revell & Son, some time in June if you would like to print the item.

Yours truly,
LYMAN-LAY CO.

* * *

As to Co-operative Buying.

Artz, Pa., April 28, 1908.

Editor "Grocery World."

Dear Sir:—I read so much about the Retail Grocers' Association and co-operative buying in your paper.

Would you please give me some explanation of the said association, its advantages, the fee for membership, etc. Also let me know if we, retail grocers, can buy cheaper through this association than we can otherwise.

Thanking you in advance for any light you may give me on this subject, I beg to remain,

Yours truly,
J. IRWIN MILLER.

There is no general co-operative buying organization, as this correspondent seems to think. Various retail grocers' associations simply do co-operative buying among themselves.

In a nutshell, the plan is this: Take a retail grocers' association with a hundred members. Each member buys his own goods, mostly from a jobber. Under co-operative buying the association would do the buying, giving one order for the hundred men. There are several advantages. The large order brings larger purchasing power and a lower price, because it is no longer necessary to buy of the jobber and to pay his profit—all manufacturers but a very few will fill orders that large direct. The association then turns over to the various members the share of each in the common purchase, charging only enough over cost to pay running expenses. This means that a retail grocer buying one case can buy actually cheaper than many jobbers.

* * *

The Twelve Cent Cereal Price Again.

Chicago, April 29, 1908.

Editor "Grocery World."

Dear Sir:—We again take the liberty of referring to what we consider one of the most important propositions before the retail grocer to-day, namely, the adoption, through the co-operation of the manufacturer, of a minimum price for standard size packages of rolled oats under advertised brands that will show the grocer a fair profit, not only on the present cost to him of these goods, but also with regard to the ensuing year.

Grocers of the country during the past season, to say nothing of previous years, have suffered through the sacrifice of their profits in the policy pursued by some manufacturers of advertising through general publicity and printing on the packages of a fixed and unprofitable price to the consumer. The recent effective opposition to this policy has been so general on the part of the grocers that we are satisfied that this fixing of an unprofitable price by the manufacturer is not approved of by the trade in any quarter.

We raise this point as having a direct bearing upon a move recently made by one of the leading cereal companies, which has been, we feel, hastily referred to by some of the trade papers as solving what is referred to as the "cereal situation," in which, through a reduction of 25 cents per case to the jobber and putting the price of thirty-six packages of this brand to the grocer at $3, the concern in question has issued a card to the grocers of the country, from which we quote as follows:—

"You can sell (their brand) at 10 cents if you take advantage of this offer and order at once."

In this connection it should be observed that the same manufacturer, as well as others, has just finished a campaign to the retailer, offering him certain inducements at a higher price; hence, these grocers, and these are in the majority, unable to take advantage of this special temporary offer, but compelled to meet the 10-cent price of those who do, must sustain a loss on stock which they have been urged to lay in in the best of faith.

It is assured that there will be no lower prices in the present crop to justify any such reduction; even the circular referred to shares this view, as per the following advice quoted to the trade, jobbing and retail, announcing this temporary cut:—

"The prices of oats does not justify this reduction, and we may not be able to continue this price. There is nothing in the grain situation or cost of material to warrant this reduction. It is made solely to increase the consumption."

We do not approve of the policy of producing volume at the expense of the grocer, and from advices which have come to hand, we are satisfied that the grocers share the same view.

With regard to the future, the new crop is not yet fully planted. For the past three years exports of oats (grain) by the United States have steadily increased; this is also true of the consumption in domestic markets. Sowing advices indicate that there is no increase in this year's acreage to provide for this increased demand. Hence, when the poor quality of the seed oats that are now being sown and its possible effect on the yield is considered, we feel that it has been logically shown that it is unsafe and unfair to the retail grocers of the country for the manufacturer to speculate in his brands for the present and for the future by this direct attempt to force the price of standard size advertised packages into the 10-cent basis.

Every grocer of the United States can take this matter to heart and decide for himself whether or not we have summed the situation up correctly and make his protest against this policy, according to his own convictions, based on his unprofitable experience in the past.

We take this occasion for going on record in stating that we shall not meet this move of our competitor; on the other hand, we shall not only continue our policy of encouraging and assisting the grocers of the country to obtain a profitable minimum on "Mothers' Oats," but take this occasion for announcing that our policy in the future shall be the same, even though the new crop moves at a lower price than the present cost of grain, and as a result we are in a position to name the retail grocer a lower price on "Mothers' Oats" than now in effect, we shall, having established the 12-cent minimum generally, permit him to take the additional profits on our brand for himself, in a measure offsetting the increased cost of doing business with which every thinking grocer is familiar, and in this manner without any desire to pose as philanthropists, secure the willing support of the grocers in pushing "Mothers' Oats."

We have endeavored to cover the situation fully, feeling that probably you would consider our presentation of this case of sufficient interest to your readers to justify its publication, and any editorial which you might see fit to offer on the subject.

Yours truly,
THE GREAT WESTERN CEREAL CO.
V. Hamlink,
Manager Eastern Sales Dept.

More Lease of Life for Colored Canned Goods.

Importers of French peas may rest easy as to the question of sulphate of copper for the balance of this year at least. A message from Secretary Wilson to Frank La Manna, chairman of the Importers' Committee, which has been petitioning for the reference of the sulphate of copper question to the Board of Scientists, stated that the department would permit the sale of any goods prepared with sulphate of copper imported before January 1, 1909. Nothing was said, however, regarding reference of the final question to the Board or its determination by any other means, and the decision evidently concerns only the 1908 pack.

To Try to Stop Railroads' Sale of Rotten Produce.

For Years Railroads and Express Companies have Sold at Any Price Decayed Produce in Order to Make Freight Charges. Produce Men Say Practice is Menace to Health and Will Complain to Food Department and Board of Health.

There is an effort on the part of the wholesale produce merchants of this city to prevent the Pennsylvania Railroad Co. and the express companies from reselling the decayed and damaged produce which comes to this market and which is refused by the consignee because of its condition. In order to recover the freight charges on these goods—for most

Not a Bad Pound Can Get Out



We are probably doing the largest wholesale butter business on carton brand in the entire East. Our **Gurnse** Butter, a fancy dairy butter wrapped in brine-dipped paper and packed in one-pound cartons, is being regularly sold in constantly increasing quantities by a very large proportion of Philadelphia stores. The trade is now well-established outside of Philadelphia, and the general results surprise even us.

They are no better, however, than **Gurnse** Butter deserves. It is a fancy dairy butter, made from the very milking in our own dairies and under our own eye. We are so proud of this brand, so determined that it shall do us credit and serve the retailer well, that not one pound is allowed to go out if it even grades a shade below our standard of perfection.

Packed in 30 and 50-pound boxes—pounds and half pounds—32 cents.
Prices subject to market change.

B. F. BROWN & CO.
39 S. Front St., Philada., Pa.

If all the gold and silver polished with **Electro-Silicon** in one month in both the Eastern and Western Hemispheres—for it is sold very largely in both—were massed together, it would make a mighty pile which in brilliance would rival the sun.

There are hundreds of other silver polishes, there are dozens of simple things any housewife can use for cleaning her silver, yet in the face of this **Electro-Silicon** is a household word in hundreds of thousands of American and foreign homes.



Why? Simply because it gives better results than other polishes. Be very sure, if it didn't do that that it would never be where it is to-day.

The Electro-Silicon Co.

PROPRIETORS

NEW YORK, N. Y.

Now is the Time to Take Advantage of this Offer

You can now buy stock in the **Pure Food Beef Co.**, of Philadelphia, at

One Dollar per Share

This company now has EIGHT meat stores that are on a paying basis located in Philadelphia (the home of the chain system of stores) at

2112 Ridge Avenue,
4205 Haverford Avenue,
2416 Brown Street,
2431 Ridge Avenue,
3508 Haverford Avenue,
12 North 52nd Street,
2022 Montgomery Avenue,
726 North 44th Street,

and more will be opened as suitable locations are secured.

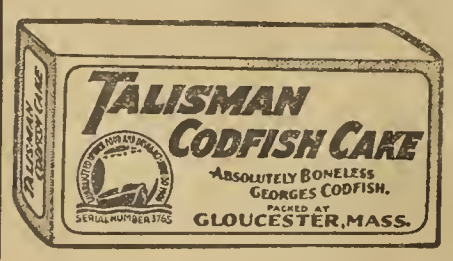
The officers of this company are practical meat men of long and successful experience, and it is reasonably sure, as sure as any ordinary business risk can be, that they will be able to pay a large profit on the investment. Most chain stores in this locality pay as high as thirty-five per cent., and this stock should eventually pay as much. Let us tell you more about it.

PURE FOOD BEEF COMPANY

2112 Ridge Ave.,

PHILADELPHIA

A. L. HANWAY, PRESIDENT.



Getting Back Codfish Trade

Hundreds of codfish cake lovers have given them up because the fish they got didn't please their palates.

Offer these people **Talisman Codfish Cake** and their trade is yours again, this time to stay. Absolutely boneless Georges codfish, medium size and tender, of the same fancy grade that we pack in glass jars.

One-pound cartons, wrapped in waxed paper, then sealed in heavy wrapper, nicely lithographed. All packed in a special hinge-cover display box for counter use.

SWIFT & COMPANY

of it comes to Philadelphia, "collect"—the companies, it is said, have been placing the condemned fruit into the hands of an agent, who sells it to hucksters, venders and others looking for bargains.

During every fruit and vegetable season the Pennsylvania Railroad Co., and the Adams Express Co., through their agents, sell thousands of barrels and crates of decayed fruits in Philadelphia. The Southern growers ship their crops to regular dealers here for sale and when, through delay in delivery by the transportation company, their fruit and vegetables reach the market in a decayed and rotten condition, the dealers refuse to accept them.

The transportation company immediately places such decayed stock in the hands of their agents for sale at whatever price can be obtained. The Pennsylvania Railroad Co. last week has sold more than 1,000 barrels of half-rotten cabbages, besides many other kinds of vegetables.

In New York and Baltimore the Board of Health takes full charge of all this decayed stock and does not allow it to be sold. The Board of Health and the Dairy and Food Department will both be complained to within the next few days.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

STRAWBERRIES.

We want you to work on the "standing order" idea in selling berries. Commence Monday morning and make a list of people that want one, two or three baskets a day. Your arguments in favor of this arrangement are all sound. It does away with the daily bother of ordering. It insures fruit at every meal, and above all your standing order customer gets the early arrival delivered in the cool of the morning. We want to get one hundred names. It can be done and it will be before closing time Saturday.

MAKING NEW CUSTOMERS

consists in treating old ones well. The store and its methods are oftener the subject of social conversation than you may fancy. This is where the good or the bad advertising comes in. Your end in this advertising scheme is polite attention. Our end is system and quality goods, along with invariable clean-cut dealing. Nothing can hinder the success of any business that keeps up these standards.

If you fail in your part you are an expensive employee. Should we seemingly fail in ours, enter a complaint.

THE ENCLOSED BLANKS

read "What have I done to-day to increase this business." You will each find six blanks, space for remarks and space for your name. You will hand one into the office every evening next week. The clerk that does—really does—the best thing to increase the business will get two weeks' extra vacation during the summer with pay. The one that does the second best thing will get one week's extra vacation with pay.

SCRUB BRUSHES.

We have fifty dozen too many scrub brushes. Cleaning time is here. They're all the cow-mouth scrubs made of cocoa fibre. They get in the corners. The fibre doesn't bend, it remains stiff 'till the end. They're the best 10-cent scrub made. Let's see how many you can work off.

PRINTED SIGNS

must be on everything. No matter where goods are displayed or how many or few are displayed, nothing must remain without a sign. Hand your copy to the floorwalker to be O. K'd., and the sign writer will very soon hand you the card. The reading matter will very likely be corrected from time to time. Take notice of the corrections and study brevity from them. It's more difficult to put three right words on a card than six with a superfluous three.

KEEP FORCE IN FRONT.

The Force people are sampling the town. It is a big generous sample and is going to make an unusual demand. Keep it in front. Keep it well in sight. It's up to us to take advantage of this, or any similar scheme of practical advertising. There must be no likes or dislikes of any article that the manufacturer booms at large expense. It's up to us to get part of the money he is spending.

AMONG THE TRADE.

Creditors have filed a petition in the United States District Court to have the Success Grocery Co., of this city, adjudged an involuntary bankrupt. The petitioners are: American Preserve Co., $10; Henry L. Wilson's Sons Co., $39.61; N. R. Schaffer, $221.32; The Murgatroyd Grocery Co., $148.37; John A. Baysen, $71.93; Northwestern Provision Co., $41.

New Jersey Meat Packers Under the Ban.

The United States Department of Agriculture has withdrawn inspection from one of the largest meat packing establishments in Paterson, N. J., because of violation of the meat inspection regulations. Samples of lard prepared by this concern were found on chemical examination to be adulterated with beef tallow and the Federal inspector detected employees of the establishment in the act of dumping several barrels of low-grade inedible fat and scraps into the lard tank. Without Federal inspection the products of this company may not be shipped in interstate or foreign commerce.

ASSOCIATION NEWS.

St. Louis, Mo.

The St. Louis (Mo.) Retail Grocers' Association has adopted a plan by which any member with an overstock of any goods will report them to the secretary. The secretary will then post the item on the association blackboard so that any grocer in need of such goods can inquire about them.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—A second-hand McCaskey Register. Must be in first-class order and cheap. Also one 8, 10 or 12 foot Miller & England tilting bin counter. J. D. Hocking, 401 W. Walnut St, Lancaster, Pa. 18

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250 No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22 x 60. Does $500 weekly, all cash. Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

No. 360.—In West Philadelphia. Groceries, meats and provisions. Size, 17 x 30 feet. Does $400 to $500 weekly, half cash, balance weekly and monthly. Stock, $6co. Owner takes out $40 weekly, beside living expenses. Uses one team. Good dwelling attached. Owner is going into the saloon business and will sell at inventory. Will take around $1,000. This is a splendid money-making proposition.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does $125 weekly, half cash. Stock, $1,000. Clean net profits, 15 per cent. Dwelling connected for sale. Owner has Government position and cannot give attention. Will sell at inventory. Will take around $1,500 for stock and fixtures and around $2,500 for the property. Full investigation.

No. 363—In West Philadelphia. Groceries, meats and provisions. Store 17 x 38 feet. Does $17,000 to $18,000, two-thirds cash. Stock $500. Net profits 10 per cent. Good 10-room dwelling connected for sale. Uses one team. Owner has seashore hotel and wants to give it his whole time. Take $2,500 on the property and inventory for stock and fixtures. Established 10 years ago and a very successful business.

No. 365—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 30 feet. Does $350 to $400 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything. Stock about $900. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it our months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell at inventory. Will take all told about $1,600. Fullest investigation.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24 x 60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS
Quaker City Preserve Co.
Philadelphia, Pa.

Anker's Bouillon Capsules

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.



ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK



"If I go into the class-room to demonstrate the action of a stimulant and tonic food-beverage, I use Blooker's Cocoa; I cannot afford to employ any other."

W. H. MORSE, M. D.,
Consulting Chemist.

American Depot, 46 Hudson St., New York

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. May 4, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel	$2.00 per bunch
Selected, 9 hands, packed 1 in barrel	1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.25 per bunch
Selected, 8 hands, packed 2 in crate	1.20 per bunch
Selected, 8 hands, packed 3 in crate	1.15 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	$2.75
Fancy Brights, 150-176 size, per box	3.00
Fancy Brights, 200-216 size, per bo	2.85
Fancy Brights, 250 size, per box	2.75

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$2.65
Fancy quality, 126 to box	2.85
Fancy quality, 150-176 to box	3.25
Fancy quality, 200-216 to box	3.15
Fancy quality, 250-288 to box	2.75
Extra choice, 96-112 to box	2.50
Extra choice, 126 to box	2.65
Extra choice, 150-176 to box	3.00
Extra choice, 200-216 to box	3.00
Extra choice, 250 to box	2.65

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box	$2.00
Fancy Quality, 126 to box	2.25
Fancy Quality, 150-176-200 to box	2.85
Fancy Quality, 216-250 to box	2.75
Fancy Quality, 288-360 to box	2.65

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.75
Choice quality, 240 to box	2.50
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$2.75
Choice Messina, 300 size, per box	2.60
Choice Messina, 360 size, per box	2.65

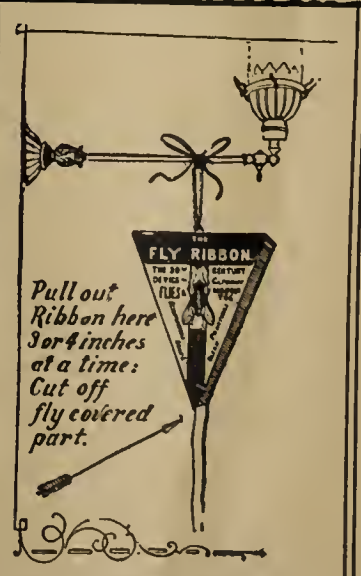
Get People In Your Store

There is no surer way of doing it than to have a handsome display of the right kind of fruit.

You can make this end of your business more profitable than any other department if you get the right goods at the right prices, and you can do both at

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN ::: ECONOMICAL ::: SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, $4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributers for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.10½
No. 2 Rio	.09
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00
Seven Day, 100 lbs. to case....per case	11.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Ooleng	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	1.03
Wagner's, 3 lb., sauce, 2 doz	1.08
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.35
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.65
Pin Money, standard early June, 2 doz	1.10
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.9[illegible]
Standard, 3s, 2 doz	.85
Gallon, ½ doz	2.75
Fair Quality, 3s	.80
2s, 2 doz	.65

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	3.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz.	
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.25
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.50
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1.40
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.15
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	09
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	.07⅛
Peaches—	
Evaporated, 50 lbs	.11
Best, 25 lbs	13
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.08
50- 60, 25 lbs	.07½
60- 70, 25 lbs	.07
70- 80, 25 lbs	.06½
80- 90, 25 lbs	.06¼
90-100, 25 lbs	.05
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, Large Sack	.85
Kiln Dried	.95
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.60
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.68
Fine Dairy, 3s, 100 to bbl	2.54
Fine Dairy, 4s, 70 to bbl	2.43
Fine Dairy, 5s, 60 to bbl	2.42
Fine Dairy, 8s, 35 to bbl	2.23
Fine Dairy, 10s, 28 to bbl	2.23
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per case	1.60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.40
Lady Washington Beans, about 200 lbs. to bag	2.50
Green Peas, dried, about 165 lbs. to sack	2.55
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O.	.30
Julian F. Bradshaw's Molasses, No. 44	.30
Cheapside Molasses	.28
Black Strap Molasses	.18
Gilt Edge Syrup	.31
Gold Medal	.31
King Syrup	.31
Orange Brand Syrup	.33
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz.	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	
Cut loaf	
Powdered	
XXXX, powdered	
Cubes	
Fine Granulated, American	
Fine Granulated, 100 lb. sacks	
Confectioners' A	
No. 1, A	
Light Yellow	
Fine Granulated, 2 lb. bags	
Fine Granulated, 5 lb. bags	

At very lowest prices day order is received.

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.00
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.35
Red Cross, 4 doz	4.60
Star, 4 doz	4.50
Dime Brand, 4 doz	3.75
Lion, 4 doz	4.50
Premium, 4 doz	3.95
Hires' Silver, 4 doz	4.35
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.50
Our Pet, baby size, 6 doz	2.90
Peerless, small size, 4 doz	1 90
Peerless large size, 4 doz	3.50
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz. in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 200 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3 75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	100	3.75
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	'00	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3 75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scoureue	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz		3.75

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.48
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen, per case,	2.90
Quarts, 2 dozen, per case,	2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2¼-lb., 2 dozen, per case,	2.30
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95	32.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 300@400	23.00
Norway, count 400@450	22.50
Norway, count 300@350	27.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	**Per lb.**
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fouchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	**Per doz.**
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sance, 2s	.75@.80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cnt	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1.20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

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Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5¼-in. cans, fancy New Jersey	1.60
5¼-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3.20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2.40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2.75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb
Fancy, 1-lb. cartons	.09½
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08
California, 3 cr., 50 lbs	.07
California, 2 cr., 50 lbs	.06½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2¾-in., 10 lbs	10
2½-in., 12 lbs	
2¾-in., 12 lbs	.09
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¼
Natural, choice	.06¼
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05¼
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.07½
40x50, choice	.06½
50x60, choice	.06
60x70, choice	.05½
70x80, choice	.05
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in 25-lb boxes.	
Fancy 40x 50	.11¼
50x 60	.10¾
60x 70	.10
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.07½
40x50	.07
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.12
Extra Choice Muir	.11¼
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ½s, accord'g to qual.	19.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.06@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Eggs	27
Dressed Turkeys	45

DECLINES.

	Column.
Butter	7
Cheese	27

ADDITIONS.

Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	42 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	38
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	16
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	16
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	32
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	32
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Puddine	31
Putty	48
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	59
Rosin	48
Sago	30
Salad Dressing	52
Sal Soda	52
Salt	52
Sapolio	55
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	
Sulphur	42
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	49
Teas	51
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	67
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	41
Wringers, Clothes	
Woodenware	61
Witch Hazel	48
Yeast Cakes	63

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SUGAR.

Confectioners' Lozenge, XXXX	5.75
" Powdered	5.75
" Crown A	5.95
" Crystal A	5.60
" Coarse Granulated	5.85
Eagle Tablets	6.90
Crystal Dominoes	7.95
Cut Loaf	6.40
Patent Cubes	5.85
Powdered	5.70
Extra Fine Granulated	5.70
Coarse Granulated	5.70
Granulated	5.60
Fine Granulated	5.60
" in 50-lb. bags packed 2 in 100-lb. bag	5.65
" in 25-lb. bags packed 4 in 100-lb. bag	5.65
" In 10-lb. bags packed 10 in 100-lb. bag	5.75
" in 5-lb. bags packed in bbls	5.80
" in 5-lb. bags packed in 100-lb. bags	5.80
" in 2-lb. bags packed in bbls	5.90
" in 2-lb. bags packed in 100-lb. bags	5.90
" in 2-lb. cartons in cases	5.80
" in 2-lb. paper packages in cases	5.80
Confectioners' A	5.40
1—Keystone A	5.35
2—American A	5.30
3—Centennial A	5.25
4—California A	5.20
5—Franklin B	5.15
6—Keystone B	5.10
7—American B	5.05
8—Centennial B	5.00
9—California B	4.95
10—Franklin Extra C	4.90
11—Keystone Extra C	4.85
12—American Extra C	4.80
13—Centennial Extra C	4.75
14—California Extra C	4.75
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Cholcest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Cholcest	30 @ 40

PACKAGE TEAS.

Lipton's Teas—	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea ..... .50

Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas ..... .40

Tetley's Tea—	Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

	½-lb. tins,	per lb.
India and Ceylon,	Sun-Flower	.50
Mixed (Green and Black),	Sun-Flower	.50
Formosa and Oolong,	Sun-Flower	.50

Sun-Flower, 10c. sample size, 36 in carton, all three grades ..... per doz. .90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels	per lb.	net	.18
5 lb. silver bags	"	"	.19
1 lb. silver bags	"	"	.19½
½ lb. silver bags	"	"	.20
¼ lb. silver bags	"	"	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz per doz.	.90
Colburn's, quarts, 3 doz per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. per dos.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's, ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans. 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

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Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.85
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case per doz.	12.00
" 1 " 1 " "	2.50
" ½ " 2 " "	.55
" ¼ " 3 " "	.75
Purity Brand 5 " ½ " "	6.00
" 1 " 1 " "	2.50
" ½ " 3 " "	.80
" ¼ " 3 " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M. per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.82
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.82½
Brown's, Army and Navy, 1 doz.	.80½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Russet Combination	.70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09 @.09⅛
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	@.12½
" Fancy	.10 @.10½
" Choice	@.09½
Maracaibo, Strictly Fancy, Mild	.12 @.12½
" Choice	@.11½
Washed Carocas, Fancy	.14 @.14½
Laguayra, Fancy	@.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ⅓ and ⅛ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10½

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½

Lipton's Blended Coffee—

Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—

Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Valne Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Arlosa	15¾	15 25/100
Lion	13⅜	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	Per lb
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Trianfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29⅓
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16⅓
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb.	.35

Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27⅓
Tourist, 24 or 30 3 lb. tins	.27⅓
Almoco, 40 or 60 1 lb. tins	.20⅓
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to ease	.14½
Golden Drip, 1 lb. bags, 100 lbs. to ease	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ⅓-gross improved cans, per gross	2.25
Floto's Coffee Essence, ⅓-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ⅓-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04⅓
Floto's Vienna Coffee Essence, Manilla, ⅓ gross, per gross	2.25
Hummel's Essence, tin can, ⅓ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05⅓
" English Ground, bags about 260 lbs.	.05⅓
" Franeks', stick, 65 lbs	.06⅓
" Muller's, Columbns Brand, 5 sticks to lb., 65 lbs	.04⅓

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammotb, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.65
Ball Blue, 2 oz., 3 doz.	5.00

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.29
" First, "	.28
" Second, "	.27
" Third, "	.25-.26
" Imitation, 30-60 lbs	.23-.24
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.30
Ladles, 30-60 lbs., bakers' use	.22-.23
Print Butter:—	
Star or S. D. brands, 1 lb., 50-50-lb. bxs.	.33
B. B., E. D. brands, 50-50-lb. boxes	32
J. J., C. V., Gilt Edge, Gold Medal, 50-50-lb. boxes	.31
Sheaf ("400") Elgin, 50-50-lb. boxes	.30
Sheaf	.29
Milhen Farm, lbs. and ½ lbs	.34
Gurnse, pounds or half pounds	.32
Belle Spring	.30

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅜
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " "	.10¾
Bright Light, " " per box	2.20
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	4.50
Mason's, quarts, per gross	4.75
Mason's, half-gallons, per gross	6.75

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Jelly Tumblers—	
Barrels, 22 doz., per dos.	
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	.45
" medium, 1 doz. cartons, "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage, "	.25
" Thyme, "	.25
" Savory, "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ⅓ doz. Thyme, ⅓ doz. Savory, per case	1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz., per dos.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz., per doz.	.90
¼-lb. square cans, 2 doz. "	.85

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.20
DuBois' Frying	1.10
Jersey King, No. 3, Standard Jersey	.90
Blue Hen Chickens, No. 3	.92½
Silver Lake, fancy, Jersey	1.07½
Hoffecker's, standard, No. 3	.85
Plantation, No. 10, 1 doz	2.75
Silver Lake, No. 10, 1 doz	2.85
Golden Rule, No. 3, off standard	77½
Alta, No. 2	.62½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Little Darlings	1 30
Acorn	1.15
Early Antumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.60
Mikado, Penna., fancy	.90



We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
31 South Front Street

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company
QUINCY CHICAGO BUFFALO

$3.00 FROM $1.50

James T. Shinn's **Liquid Rennet** has been on the market so long that it seems hardly necessary to speak of its quality; most people know it as the finest, cleanest rennet made.

Not all grocers know that they can double their money on this specialty, however—an unusual chance with an article so high-grade.

Costs $1.50 per dozen, brings back $3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

—9—

Boyer's, 2s	.72½
Acorn, 3s	.95
Acorn, No. 2	.67½
Safe, No. 2	.55
White Wax Beans—	
Champion	.65
Winsom, N. Y., No. 10, 1 doz	3.60
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sance	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1.05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. ....per doz.,	1.80
2-lb. cans, 3 doz. .... "	1.40
1-lb. cans, 4 doz. .... "	.90
1-gal. cans, ¼ doz. .... "	5.00
Sunnyside Pork and Beans, plain or in sance—	
3-lb. cans, 2 doz....per doz.	.95
2-lb. cans, 3 doz. .... "	.70
1-lb. cans, 4 doz. .... "	.45
1-gal. cans, ½ doz. .... "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. ....per doz.	.82½
Corn—	
Kornlet	1.75
Paris, fancy Maine	1.17½
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.70
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.67½
Vanity, No. 2, Whole Grain	.62½
Royal Exchange, Whole Grain	.60

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10.75
Boyer's, Midgets	1.75
Boyer's, Extra Sifted	1.45
Boyar's, Sifted	1.30
Boyer's, Early June	1.05
Parrot Junes	1.05
Jumbo June	1.10
Little Neil's, Baltimore	.62½
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.05
Chatauqua, No. 3	.95
Succotash—	
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.10
Shawnee, No. 3	1.10
Farren's, No. 3	1.05
Farren's, No. 10	3.50
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.10
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz	2.35
Asparagus—	
Superior, large, No. 2½	3.75
Staple, medium, No. 2½	3.15
Swan, medium, No. 2½	3.25
Del Monte Tips, No. 1½	3.25
Extra Tips, No. 1½	3.10
El Dorado Tips, No. 1½	3.00
El Rio, medium, No. 2½, 2 doz	3.00

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2.75
Bartlett, extra standard, 2½s	2.60
Bartlett, standard, 2½s	2.40
Cherries—	
Extra quality, 2½s	3.10
Extra standard, 2½s	3.00
Standard, 2½	2.85
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.45
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.25
Agate, No. 2½, standard lemon cling	2.00
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.45
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.90
Keystone, No. 3, 2 doz	.87½
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Leggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	1.60
Peaches—	
Maryland Leader, yellow, No. 3	1.90
Maryland Leader, white	1.85
P. & B. yellow, No. 3	1.80
Gypsum, No. 3, pie	1.45
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Ayres Good, No. 3	1.05
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.50
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz	
Strawberries—	
Anchor, No. 2	.90
Jumbo, No. 1, 4 doz	1.00
Silver Lake, No. 2	1.50
Defence, No. 2	2.00
Pineapple—	
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.05
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	.97½
P. & B., grated, No. 3	.85
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.80

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Chop Tan Hin, ⅞ lb., cubes	75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.17½
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 05
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.30
B. & M., No. ½, flat, 4 doz	2.37½
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	3.00
Star brand, No. ¼, flat, 4 doz	1.30
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. 1, flat, 4 doz	4.25
Shrimps—	
Peerless Brand (Barataria), dry, No 1, 2 doz	1.17½
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.12½
Cotton Bale, pickled, No. 1, 2 doz	1.10
Maekerel—	
Pickert's, soused, No. 2, 2 doz	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.95
Boyer's, No. 2, 2 doz	1.82½
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.85
Victory, No. 1, 2 doz	90
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.85
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.35



Guaranteed to comply with the National Pure Food Law

—AS ARE—

ALL FOOD PRODUCTS OF

J.W. BEARDSLEY'S SONS, New York

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.50
White Bear, red, No. 1, tall	1.30
White Raven, ½s	.95

Pinin.

Chancereille, ½s, key	25.00
La Champagne, ½s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.50
½s, Martels	13.25
Morel, ½s, boneless	17.50
¼s, Aurora, smoked	
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Eureka, key, 100 cans	3.25
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	2.50
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Owl, key, 100 cans	3.52½
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.40
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.00
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Beef.	
No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.35
Fairbank's, No. 2, 1 doz	2.35
Armour's, No. 1, 2 doz	1.40
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.25
Kingan's, No. 2, 1 doz	2 27½

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¼, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozenges	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.92½
Snider's Catsup:—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?



Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

Do You Know What Ramly Stands For?

We'll tell you—the finest Turkish cigarette ever made to sell for 10 cents. It is the one that is so widely imitated by our competitors.

If you want particular smokers to come to *you*, put the ***Ramly*** in stock.

MENTOR CIGARETTE CO.

404 Atlantic Avenue - - BOSTON, MASS.

Philadelphia Representative:—ARTHUR HAGAN & Co., 151 N. Third St.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.	
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs.	.35
Caracas, sweet, 6 lbs.	.30
German, sweet, 12 lbs.	.25
Auto, sweet, 6 lbs.	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs.	.36
W. H. Baker s:—	
Best Cocoa, ¼-lb. size, per lb.	.33
" ½-lb. " "	.34
Premium Chocolate, ½s, 12 lbs.	.34
" ¼s, 12 lbs.	.34
Best Sweet Chocolate, 1-5s, 6 lbs.	.22
Best Sweet Chocolate, 1-5s, 12 lbs.	.22
Hershey's—	
Milk, ½s, 6 lb. per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs.	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb.	.43
" " ¼s, 6 lb.	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb.	.45
Queen, 4 to lb.	.42
Sweet Vanilla, 4 to lb.	.28
" 8 to lb.	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35
" ½-lb. tins, 6-lb. boxes, per lb.	.34
Wilbur's Chocolate—	
Premium, ½s, 12-lb., per lb.	.33
Sweet Clover, ½s, 6-lb., per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s.	.36
Cocoa, labeled, ¼s.	.38
Premium Chocolate, ½s.	.28
Premium Chocolate, ¼s.	.30

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ⅛s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ½s, 12 lb. "	.31
" " ¼s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " 24-lb. "	.29
Special 10-c. packages, 30 to box, per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz.	6.25
Eagle, 2 doz.	3.15
Challenge, 4 doz.	3.90
Defiance, 4 doz.	3.90
Magnolia, 4 doz.	4.45
Rose, 4 doz.	4.20
Dime, 4 doz.	3.50
Winner, 4 doz.	4.20
Baby, 1 doz., glass	1.90
Red Cross	4.40
Peninsular	4.35
Leader	3.90
Banner, 4 doz.	4.30
Star, 4 doz.	4.40

EVAPORATED MILK.

Peerless, family size, 4 doz.	3 40
Peerless, 5c. size, 4 doz.	1.90
Yacht, family	
St. Charles, family size, 4 doz.	3 75
St. Charles, hotel size, 2 doz.	
Silver Cow, 5c. size, 6 doz.	2.85
Pet, 10-c. size, 4 doz., per case	
Pet, 5-c. size, 6 doz., per case	2.80
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.35
Van Camps, 4 doz., large	3.90

HIRES CONDENSED MILK AND CREAM



	Per case.
Hires Condensed Milk	5.60
Queen	4.60
Blue Ribbon	4.35
Premium	4.35
Silver	4.75

(Each of above brands 4 doz. in case.)

Gold Cream

Packed in cases of Forty-elght 20 oz. cans.

Less than five cases	4.25
Five cases or more	4.20
Twenty-five cases or more	4.15
Fifty cases or more	4.10

WILL YOU BE OUR CORN FLAKE JURY?

There are several brands of Corn Flakes on the market; some sell well—some fairly well—and others only sell now and then.

It's up to you to decide which is the best for you to sell.

Decide for your customers' interests and your own at the same time.

Just put a sample of each Corn Flake side by side, and the test will always come out in favor of **Malta-Vita Corn Flakes.** This means satisfaction to your customers.

Now, our big Free Deal of **1 Case Free with 7** is of interest to you. It means extra profit for you.

Profit is what you want, profit is what you'll get if you'll only order before our Free Deal expires—May 15.

Our package is bigger and better than any 10-cent package on the market.

Order through your jobber to-day.

MALTA-VITA PURE FOOD CO., Battle Creek, Mich.

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COCOANUT.

	Per lb.
Schopp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ¼ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅛s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10⅝
" Strip, " 120 lbs.	.10⅝

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09⅛	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08⅛	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07⅛	.08
Salted Strips	.08⅛	.09
Saltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1.00
Milk Lunch	1.00
Our Ginger Snaps	.50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhodo Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

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Wein Senf, in bbls. per gal.	
" 1 gallon stone jars per jar	.75
" 5 gallon kegs. per keg	2.50
Prepared Mustard, in bbls. per gal.	
" " in 15 gallon kegs. per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 dos. in case, per dos	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.24
loaf,	.25
Sap Sago, 3 to a lb. cask, per lb.	.18, less .22
Roquefort Cheese, 12 in case..per lb.	.32½ " .34
Parmesan, loaves about 30 lbs. loaf,	.27, cut .32
Edam Cheese, 12 in case...case, 10.50, single, in tin...per lb.	.90 .26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes...per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1. loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.16
Limburger Cheese, No. 1. box, 18; ½ box, 18; less	.19
Muenster Cheese...per lb.	.18
Brick Cheese, No. 1 "	.16
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box...per box	3.00
" (Gem size), 6 in box. "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 dos. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size, per dos.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.40
Neufchatel (Cow brand), 25 in box...per box	1.05
Star Cream, or Phila., 12 " "	2.20
Miniature Cream, or Phila., 12 " "	1.10
Hand Cheese, 8 doz. "	1.35
" 4 " "	.70
" 4 " Thuringer "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1.25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)...per lb.	.48
Wiener Wurstel, 16 in tin...per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolls)...per lb.	.48
Imported Frankfurters...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size...per doz.	3.00
American Holsteiner, by bbl. 12 less, per lb.	.14
" Landjager, short...per lb.	.24
" " long "	
" Mortadella, Dry...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .19½; less	.21
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .18; less	.20
" Cervelat, Crescent, 50 and 100-lb. boxes, .15; less	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22; less	.24
" Salami (E), 50 and 100-lb. boxes, .19; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17½; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less	.17
" Tongue Sausage...per lb.	.18
" Smoked Braunschweiger Liver Sausage...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	1.00
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	1.00
" Lebanon Beef Bologna...per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or gardellen...per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per dos.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins...per doz.	1.65
Pickled Meats, in glass "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)



"GET SOME"

You Can't Have Your Own Brand

It isn't practicable for the average dealer to have his own brand of pork and beans—he must sell proprietary brands. There are very many—which shall he send out to represent his store.

Naturally, the easiest sold and the best. **Van Camp's Pork and Beans** are easiest sold because they are the most advertised; that's a question of fact—look at the magazines.

It's the best because—well, you be the judge. Compare it with any brand you like and judge it hard both by eye and palate.

VAN CAMP PACKING CO.
INDIANAPOLIS, INDIANA

Do You Buy Pasteboard or Apples when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY
A card brings delivered quotations.

E. V. Peirson & Co., Newark, Wayne Co., N.Y.



Do You Want to Make $300 More Every Year?

It is a mighty nice thing to be able to increase your profits by such a tidy sum as $300 a year on an investment of less than $20, but that is what you can do if you will put in an **Acme Peanut Roaster** (equipped for kerosene, gas or gasoline), the simplest and cheapest automatic roaster made. Anybody can operate it. There is nothing to get out of order and little or no expense in running it.

Give your customers a chance to buy freshly roasted peanuts and you will make from $1 to $3 a day. We would like to tell you more about it.

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.



—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	1.60
Lamb tongues, in glass		

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ½bbl. 5.5e	60–75
" milkers, " ½ bbl. 6.50	75–85
" mixed, Standard, bbl.	
½ bbl. 5.50–6.50	
Holland Herring, milkers, Standard, bbl.	
½ bbl.	
Scotland Herring, mixed, large fulls, bbl.	
½ bbl. 8.00	
" milkers, large fulls, bbl.	
½ bbl. 8.00	
Marinirte Herring, Imported, about 40 in pail	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail	1.00
Norway Stockfish, dry, per lb.	15
Matjes Herring, per pail	

BISMARCK HERRING.

Pint size, round tins, with key, per tin		.20
Quart " " " "		.35
2 Qt. " " " "		.55
4 Qt. " " " "		1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand) per keg		.75
" 5-lb. pails per pail		.55
" 10-lb. pails " "		1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg per keg		2.75
Rnssian Sardines, in glass jars per doz.		2.25

NORWAY ANCHOVIES.

Original Package per ¼ bbl.		5.50
Repacked in 5-lb. pail per pail		.60
" in 10-lb. pail "		1.10
" in 5-gal. kegs per keg		2.75
" in ½-lb. flat tins per doz.		.95
" in ½-lb. tall tins "		1.50
" in 1-lb. tall tins "		2.00
Fancy Kegs—1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902 per anker		16.00
Repacked—kegs, about 8 lbs. per keg		3.25
" pint jars per doz.		6.00
" large tumblers "		2.25
" small tumblers "		1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.			19.50
½ " "	10.50	¼ " "			10.50
¼ " "	5.50	⅛ " "			5.50
⅛ " "	2.75	1/16 " "			2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000 per cask		
50 " bbl.— " 1200 per bbl.		
15 " keg— " 500 per 100		
10 " keg— " 300 "		1.00
5 " keg— " 150 "		
10 lb. pail— " 50 "		

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask per cask		
48 gal. bbl. per bbl.		6.50
10 " keg per keg,		2.40
5 " " "		1.25
10 lb. pail per pail,		

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse) per lb.		.18
Spitzkngeln "		.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle		.30
Basler Lebkuchen, No. 1, 6 " ... "		.50
" " No. 2, 6 " ... "		.75
" " No. 3, 6 " ... "		1.00
Amandines, 9-lb. tins per tin		5.25
" small tins "		.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern per lb.		.10½
Potato Flour "		.08
German Dried Pears "		.14
Dried Mushrooms "		.60–.100
Juniper Berries "		.08
St. John's Bread "		.05
Bay Leaves "		.06–.08

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COTTOLENE.

30 2-lb. tins per case		6.50
15 4-lb. " "		6.50
6 10-lb. " "		6.50

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.18½
Western	.17½

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15
New York, Full Cream, new, 1st's, 40-lb. bxs.	13–.14
Picnic, Full Cream, new, fancy, 20-lb. bxs	.15½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb		.28
Anchovies, in oil, ⅗ bottles		4.50
" " ½ "		3.25
Anchovy Paste, fancy, per doz.		4.75
" plain, per doz.		3.75
Bouillon, Burnham, pints, 2 doz. in case		3.75
" " ½ pints, 2 doz. in case		2.00
Capers, Nonpariel, ⅓ gallon kegs		1.50
" " Quart, glass per doz.		7.00
" " bottled, ⅗ size per doz.		2.35
" " " ½ " "		1.90
" " " ¼ " "		1.15
Canton Ginger, large pots, cases 6 jars, per case		4.65
" med. " 12 " "		5.00
" small " 24 " "		4.75
Cherries in Maraschino, in glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.		.90
" " 3 lb., 2 dz. case "		2.20
Currie Powder, pints, per doz.		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ⅓'s		2.65
" ¼'s		5.00
" ½'s		9 85
" 1's		18.50

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French Peas, Extra Fins, per case		18.00
" Fins, per case		16.00
" Moyen's, per case		13.50
Hill's Irish Oatmeal, 14-lb. tins, 10 per case		12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.		.19
" " Dinner Biscuits, per lb.		30
" " Breakfast Biscuits, per lb.		.32
(Packed 7 lbs. and 5 lbs. in a can.)		
Red Pepper, Ring, pints, per doz.		1.25
" " ½ pints, per doz.		.60
Salt, in 4-doz. stone jars		1.75
Morris' Extract of Beef, 4 oz., per doz.		6.50
" " " 2 oz., "		3.55
Anker's Extract of Beef, 120 vials		4.00
" " " 4 oz. per doz.		4.00
" " " 8 oz. "		7.25
" " " 16 oz. "		13.50
Theodore Marquet Mushrooms:—		
First Choice		27.00
Choice, 100 tins per case		25.00
Extra, " "		
Hotel, " "		23.00
Truffles, ½ per tin,		.30
" ¼ "		.55
" ½ "		1.15
" 1 "		2.25
Shrimps, Pickled, small size		1.15
Dunbar's Shrimps, 2 doz., per doz.		2.25
" Figs in Cordial, 1 doz., per doz.		5.00
Bishop's Figs in Cordial, 1 doz., per doz.		6.50
Crystallized Ginger, 1-lb. tins, per doz.		4.00
" " ½-lb. " "		2.25
Rose's Lime Juice, per doz.		3.60
Victor Rose Water, per doz.		2.25
" Peach Water, per doz.		2.25
Pitted Olives, per doz.		1.25

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50



THE CORN WITHOUT HULLS

Specialties Like This Boom Trade

Winorr Corn is canned corn in the sense that it is corn packed in a can, but it is not canned corn in the ordinary sense at all.

Canned corn means corn packed with the hulls on. Good, nevertheless? Yes until you taste **Winorr,** which is packed without the hulls.

Winorr Corn is a delicious specialty — just the tender, delicious, milky kernels of fancy sugar corn.

You can sell it just as surely as thousands of other grocers do.

The Pressing & Orr Company

NORWALK, OHIO

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

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FLOUR.

	Per Bbl
King Midas	6.60
Gold Medal	6.10
Millbourne	6.10
On Top	6.50
Ceresota	6.10
Pillsbury's Best	6.00
Taylor's Fancy	5.40
Semper Idem	4.75
Pride of the West	5.15
Sunbeam	5.05
Quaker City	5.70

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.85
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	

FARINACEOUS GOODS.

	Per Bal.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2.00
" " table, 100 lbs	1.95
Western yellow, granulated, 100 lbs	1.75
Western white, granulated, 100 lbs	1.70
Quaker, 36 packages	2.85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05⅜
Marrows, Fancy N. Y. State, grain bags bush	2.27½
Medium, Fancy, grain bags, bu.	2.35
Pea, fancy, grain bags, busbel	2.40
Pea, fancy, Michigan, grain bags, bushel	2.40
Red Kidneys "	1.80
Peas—	
Green, per busbel	2.42½
Seotch "	2.55
Split, yellow "	2.05
" green "	

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Lentils—	
ooooo, 110-lb. bags, per lb.	.05½
Less quantity "	.06
Shaker Corn—	
Fancy, barrels, per lb.	.05¾
Less quantity "	.06¼
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.50
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.10
Western Pearl, 100 lb. bags	1.80
Western Grits, 100 lb. bags	1.75
Barley—	
OO	.06
No. 3, 100-lb. bags	3.25
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	6.80
" " kegs 100 lbs., per keg	3.65
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.45
Banner Oats, 20 packages	4.35
H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.70
Quaker, 18 small size	1.50
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	6.20
Avena, per keg, 90 lbs	3.25
Standard, 180-lb. bbls	6.00
" 90-lb. bags	2.95
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04⅛
Admiral, Pearl, 24's	.07¼
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04⅜
" " less quantity "	.04¾
" Pearl, 150 lbs "	.04½
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3 20
Mapl Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.45
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.65
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	2.65
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.10
" Acidulated "	1 10
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Chalmer's, sbredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.85
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Knsto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spagbetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05¾
" Macaroni, bulk, "	.05¾
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

There's Enough FOR YOUR Customers



If all people knew what "Leaf" Lard means, we couldn't supply the demand for it.

There is but one piece of Leaf Fat in each hog—not enough to supply one-tenth of the people—most of the lard that's used *must* be made from other hog fats.

But you can sell *your* customers "Simon-pure *Leaf* Lard.

If you are after Quality trade, better stock "Simon-pure" to-day.

ARMOUR AND COMPANY

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Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in.	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Grocers', without weights, Brass Scoop and Brass Plate, No. 1**
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Butchers', without weights, No. 0**
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case...per doz.		.90
Tins, Keyed (Jewel) 2 doz. in case..	"	.90
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.60
Tidal Wave, 2 doz	.37½

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	27.00	14.10	7.15	1.60	1.33
Ex. Norway, No. 4...	23.00	12.10	6.25	1.40	1.17
Ex. Bloaters, xxx.....	38.00	19.60	10.00	2.15	1.77
Ex. Bloaters, xx.....	33.00	17.10	8.75	1.90	1.57
Fancy Shore, No. 1...	30.00	15.60	8.00	1.75	1.45
Med. Shore, No. 1 ...	24.00	12.60	6.50	1.45	1.21
Large Irish, No. 2.....					
Extra Irish, No. 2.....	23 00	12.10	6.25	1.40	1.17
Medium Irish, No. 2..	22.00	11.60	6.00	1.35	1.13
Small Irish, No. 2.....	20.00	10 60	5.50	1.25	1.05
Irish, No. 3.....					
Large, No. 3 ..... Herring.	18.00	9.60	5 00	1.15	.97
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.00	4.10			
Shore, Round, Med...	6.00	3.60			
Ocean Whitefish.....	4.50	2 85	1.62	.45	
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.25	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case.....	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.06½
Medium Bank	.06¼
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.12
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.80
" " 100s ..... "	1 25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.09¼
Fancy N. Y. State, 48 1 lb	.09½
Choice N. Y. State, 50-lb. boxes	.08½
Apricots—	
Extra Choice Royals, 25 lbs	.21
Choice Royals, 25 lbs	.19
Standard Royals, 25 lbs	.15
Cherries—	
California, unpitted, Black. 25 lbs	
California, pitted, Black, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.07¾
Gold Medal, loose, 25 lbs	.07⅝
Private Growth, extra, cleaned, 36 lbs	.07½
" cleaned, 30 lbs. bulk	.07¼
Peaches—	
Extra Fancy Muirs, 50 lbs	.14¼
Fancy Muirs, 25 lbs	.13¾
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12½
Choice Muirs, 50 lbs	.12
Pears—	
Choice California, Bartlett, 25 lb	.10

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.08½	.08¼	.07½	.07¼
40- 50, 25 "	.07¾	.07½	.07¼	.06¾
40- 50, 50 "				
50- 60, 25 "	.07¼	.07	.06¾	.06¼
50- 60, 50 "	.07	.06¾	.06½	.06
60- 70, 25 "	.06¾	.06½	.06	
60- 70, 50 "	.06½			
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.05½		.05¼	
90-100, 25 "				
90-100, 50 "		.04½	.04¼	
100-120, 50 "				

25-30, 25 lbs., Red Star, fancy, Silver	.11
Ensign, fancy, pitted, 50 1s	.08½
Raisins—	
Muscatels, 4 crown, 50 lb	.05¼
" 3 " 50 lb	.04¾
" 2 " 50 lb	.04½
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Roger's, Layer, Valencias, 28 lbs	.06
Llano, Layer, Valencias, 28 lbs	.05½
Gilabert's, Layer, Valencias, 28 lbs	.06
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07½
Butterfly, fancy, 36 1s	.08
Owl, fancy, 36 1s	.08
Harvest, choice, 36 1s	.07
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb..... per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	1.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = = Philadelphia, U. S. A.

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INK.

Arnold's, black, 3032.....per bottle	.48
Continental, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top.....	3.90	4.10	4.80
Acme, Victor Top.....	3.60	4.20	4.80
Pure Flint, Luster Top.....	3.00	3.60	4.20
Crystal, Crimp Top.....	2.10	2.70	3.30
No. 6, Tubular Lantern Globes.....5 doz.			2.75
Cold Blast.....4½ doz.			3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain.....per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners.....	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass.....per doz		2.25
1- " Galvanized..... "		2.10
5- " Lenox, Spout..... "		5.00
5- " " Spigot..... "		5.50
5- " Columbia..... "		7.00
5- " Banner..... "		8.00
5- " Climax, Pump..... "		10.00
5- " Home Rule, Pump..... "		12.00
Lanterns—		
No. 0, Standard.....per doz.		4.75
No. 0. Dash..... "		7.80
Cold Blast..... "		8.00

LIME.

Prepared, 2 doz. in case.....per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lb.	.05¼
" " 25 lb. boxes, ½ lb..... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes.....	.05½

LYE AND POTASH.

Banner, 4 doz.....per case	3.15
Babbitt's Potash, 4 doz..... "	3.30
Lewis'..... "	3.25
Red Seal, 2 doz..... "	1.87½
" 4 doz..... "	3.65
Popular, 4 doz..... "	1.45

MATCHES.

	Per gro
Ohio Blue Tips—	
200's, 1 gross.....per case	1.70
500's, 100 packages..... "	3.25
500's, 1 gross..... "	4.50
Ohio Noiseless—	
500's, 1 gross.....per case	3.75
King Bird—	
100's, 3 gross.....per case	2.85
500's, 1 gross..... "	4.00

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Swift & Courtney's, 800's, 1-gross case.....	1.75-1.90
" 400's, 1 "	3.50-3.70
" 500's, 1 "	3.75-4.00
Blue Hen, 800's, 2 "	1.50-1.60
" 500's, 1 "	4.00-4.85

	Per Gross.
Vulcan Parlor, 65's.....	.41
" 100's, 5-gross in case.....	.90
" 500's.....	3.95
Vulcan Safety, 65s, No. 37.....	.55
" 65s, No. 2.....	.45
Columbia Safety, No. 2, 5-gross cases.....	.55
" No. 37, 5-gross cases.....	.50
" 100's, 5-gross cases.....	.90
" No. 15, gross cases.....	1.20
" No. 32, 5-gross cases.....	.55
Safety.....	.45
Mazeppa, Parlors, 500's.....	3.50-3.75
Searchlight, 500's.....	4.25-4.50
Press, 200's.....	1.80-1.90
" 500's.....	4.50-4.75
America, 800's.....	1.30-1.35
American Paraffine, 500's, ex. qual.....	4.15
Telegraph, blue head, 5-gross cases.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
Our Darling, ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior.....per lb.	.08¾
18, 37 and 68-lb. buckers, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior..per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Fairmount.....per lb.	.07¾
18, 37 and 68-lb. buckets, " ..... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous.....per lb	.08¾
18, 37 and 60-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Golden.....per lb.	.07¾
18, 37 and 60-lb. buckets, " ..... "	.08
Campbell's Mince Meat, 30-lb. pails..... "	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kegs and 30-lb. kits..per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits "	.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb.	.07½
" 18 and 37 lb. Kanakins..... "	.08
" 10-lb. Kans, 6 to crate...per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25
National, 30-lb. Kits, bbls., ½ bbls.....per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars.....per case 6 jars	4.50
No. 3, glass jars..... per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden pails.....per box 6 pails	3.75
No. 10, wooden pails.....per box 6 pails	6.40
No. 18, 37 and 68, wooden pails.....	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08¾
Wooden Palls, 18, 37 and 68 lbs.....	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.....	2.00
Cartons Condensed, (3 dozen in case,) per gross.....	11.00
Keystone—	
Barrels, Halves, Quarters.....per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs..... "	.08¼
Wooden Kits, No. 20 and 35.....	.08

OILS.

Stove Gasoline.....per gal.	.18
Headlight, 150test..... "	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz.....	12.50
" Extra, 64 oz.....	11.50
" Mammoth, quarts.....	6.50
" Extra, quarts.....	6.00
" Extra, pints.....	4.00
" Mammoth, ½ pints.....	2.75
" Extra, ½ pints.....	2.60
Fourees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
California, quart tins.....	3.50
California, pint tins.....	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " pts., 2 doz.....	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pts., 2 doz...	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2¼ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz...	6.50
" " 12-oz. " 2¼ doz...	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tins, 20 to case.....	2.20
" " 1-gal. tins, 10 to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 18 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ⅛ gal. cans, case.....	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8.50
5 gallon tins, 2 tins to case.....	26.50
1 gallon tin, 4 tins to case.....	11.00
⅛ gallon tin, 8 tins to case.....	12.00
32 oz. tin, 25 tins to case.....	22.00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case....per case,	8.50
Pints, " 2 " " ..... "	9.00
½ Pints, " 2 " " ..... "	4.75
Oliver's Olive Oil—	
1 dozen large.....	6.00
2 dozen medium.....	6.75
2 dozen small.....	4.25
6 1-gallon tins.....per gal.	2.10
10 ½-gallon tins.....per gal.	2.20
20 ¼-gallon tins.....per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz.....per doz.	.55
Stohrer's, No. 16, 2 doz.....per doz.	.90
Stohrer's, No. 32, 1 doz.....per doz.	1.80
Keystone, bottles, 2 doz.....per doz.	.90

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

A Household Word

If you were to say to any woman who came into your store, "What is Ariosa?" She would answer instantly, "Why that's Arbuckles' Coffee." Why? There is only ONE answer. It is the best package coffee ever sold at the price, and it is the most extensively advertised. Ariosa is a product you don't have to sell, you simply put it in stock and take orders for it.

ARBUCKLE BROTHERS NEW YORK

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PAPER.

WRAPPING.

Manila, 15 x 20, full ..... per ream .36
" 24 x 36, full, 20 lbs..... " .90
" 18 x 24, full, 10 lbs..... " .37½
" Special, 15 x 20, 6 lbs..... " .21
Manilla, Bakers', 15 x 20, 10 reams in bundle ..... per ream .12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide..... per lb. .03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide..... " .03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide..... " 03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide..... " .03¾
White Tea Paper, 12 x 16, reg.....per package .14
Wax Butter Paper.....per package .11
Parchment Butter Paper 9 x 12... " .40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25		4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks.....per M 4.00
25-lb. " " ..... " 5.75
50-lb. " " ..... " 11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....per doz. 4.75
" " quarts ..... " 5.75
" 10-oz. jars..... " 2.50
" 10-lb. pails.....per pail 2.50
Tripe, 10-lb. pails.....per pail .90
" 5-gal. kegs.....per keg 2.00
Pig's Feet, 10-lb. pails.....per pail 1.00
" 5-gal. kegs.....per keg 2.25

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Pickled Beef Salad, in glass.....per doz. 1.10
" Tripe, " ..... " 1.10
" Ox Heart, " ..... " 1.10
" Pig's Feet, " ..... " 1.10
Russian Sardines.....per keg .75
" 5-lb. pails .....per pail .50
" 10-lb. " ..... " 1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs..... .18½
Loose, barrels, 30 lbs..... .18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages.....	2.10
100 10 oz. packages.....	4.00
24 20 oz. packages.....	2.05
48 20 oz. packages.....	4.00
I-X-L, 40 15, White Rice.....	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz.....	.92½
Medium, 2 doz.....	1.45
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
Peanutene, No. 4 jars, 1 doz.....	.92½

PICKLES.

45 gal., 1200s.....per bbl. 9.90
45 gal., 1000s.....per bbl. 9.25
William Bros., 16 gal., 800s..... 6.10
" " 16 " 600s..... 5.25
10-gallon kegs, 700s 3.25
Sweet Pickles, 500s to 600s, 5 gal.....per keg, 3.30
Sweet Pickles, 700s, 5 gal..... " 3.60
Sweet Pickles, 1,000s, 5 gal..... " 4.15
Sweet Pickles, 2,000s, 5 gal..... " 5.00
Chow-Chow, No. 1, 5 gal. kegs..... 1.95
Chow Chow, No. 2, 5 gallons..... 1.75
Chow and Mixed Pickles, 2 gal., per pail 1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.25
No. 8, Sour Gherkins, 2 doz.....	.90
No. 8, Sweet Gherkins, 2 doz.....	.90
No. 8, Sour Mixed, 2 doz.....	.90
No. 8, Sour, assorted, 2 doz.....	.90
No. 8, Chow-Chow, 2 doz.....	.90
No. 8, Onions, 2 doz.....	.90

Crosse & Blackwell's:—
Whole bbls., 5 doz..... 3.25
Cbow, pints, less quantity..... 3.30
Mixed, less quantity..... 3.30
Onions, pints, less quantity..... 3.30
Plain, pints, less quantity..... 3.30
Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.....	.16
" " " 40 grain, bbls.....	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain.....	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees.....	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain.....	.08
" " 45 "	.09
" " Extra Strength.....	.15
Crosse & Blackwell's.....per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs..... .13¾
" 14–16 lbs..... .10¾
" 10–12 lbs..... .11½
Picnics, 6–8 lbs..... .08¼
N. Y. Sboulders, 10–12 lbs..... .10
Dried Beef, sets (city smoked)..... .17
" Tenders and Knucks..... .17
" Flats..... .15
" Air Dried, sets..... .21
" " Tenders and Knucks.. .21
Jersey Pork, Butt.....per bbl. 16 00
" " Family ..... " 17.50
Breakfast Bacon, rib in..... .11
" boneless ..... .12½
S. P. Bellies, 14–15 lbs..... .09½
Bologna, 25-lb. boxes..... .08
Boiled Boneless Ham..... .18
Beef Tongues, smoked, 5–6 lbs.....per doz. 9.00
Cooked Compressed Ham, 25-lb. boxes..... .10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ¼-cent extra
John Bower & Co.—
Honey-cure Brand Hams, skinback..... .13
" " large ..... .13
" " medium ..... .13
" " small ..... .13
" Breakfast Bacon..... .12
" " boneless ..... .14
Beef, air-dried, regular sets..... .20
" " insides and knuckles..... .22
Ham Bologna..... .10
Beef " ..... .10
Boiled Hams..... .20
Beef Tongues ..... per doz. 9.00–11.00

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Swift & Co.—

Premium brand Hams, 10 lb.....	.13
Premium brand Hams, 12 lb.....	.13
Premium brand Hams, 14 lb.....	.13
Premium brand Hams, 16 lb.....	.13
Premium brand Hams, 18 lb.....	.13
Premium brand skinned Hams, 18–20 lb.....	.13
Premium brand boiled Hams, skinned, fatless	.21
Premium brand Bacon.....	.20
Premium brand Dried Beef, insides	.22
Premium brand Beef Tongues, short cut.....	.16
Winchester brand skinned Hams, all aver....	.12
Winchester brand Picnics.....	.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.....	09¼	7⅞
Plain Tubs, 50 and 60 lb. cans.....	09¼	8
10-lb. Tin Pails, 60 lbs.....	10¼	8⅝
5 " "	10⅜	8¾
3 " "	10½	9

John Bower & Co.—

Pure Kettle Rendered, tierces.....	.09¼
" " tubs.....	.10
" " 3, 5 and 10-lb. cans.	.11

Swift & Co.—

Premium brand, tierces.....	.10¾
Silver Leaf brand, tierces.....	.09¾
Jewel, compound, tierces.....	.08⅛
Cotosuet tierces.....	.08¾

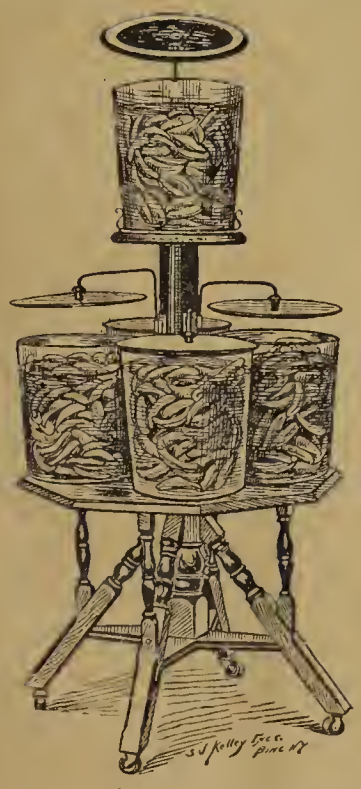
DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native.....	10 -.10½
Common to fair, native.....	08½-.09½
Western Dressed Beef—	
Choice, native cattle.....	10 -.10½
Common to fair "	08½-.09½
City Dressed Veal—	
Prime	-.11
Good to choice.....	-.09
Dressed Hogs—	
Pigs	-.08
Hogs, heavy.....	-.08
" 180 lbs.....	-.08
" 160 lbs.....	-.08
" 140 lbs.....	-.08
Dressed Sheep and Lambs—	
Lamb, Western, good.....	.14
Lamb, Western, culls.....	.10
Sheep, choice	.12
" medium.....	.10

BUTCHERS' SUNDRIES.

Fresh Steer Tongues..... .90–1.00
Cow Tongues..... .75–1.00

A Fixture You Need



Our Five-jar Fixture, one of the useful and ornamental fixtures you can have. Made in both oak and cherry, 3-coat finish. No old style hinges; but the lids lift and spring to right, thus completely exposing the contents.

Occupies no more room than a 4-jar fixture, is a silent salesman, and helps to make a grocer proud of his store. All trimmings nickeled.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia.



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Sell It Under Money Back Plan

We who make **Nicelle Olive Oil** have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find **Nicelle** superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK

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Calf Heads, scalded		.50-.75
Sweetbreads, veal	per pair	.60-.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20-.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50-.65
Hearts, beef	per lb.	.03-.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.10
" " western		.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.20 -.22
" Y. T., 15 to 17 lbs	.20 -.22
Old hens and toms	.19 -.21
Common to Good	.15 -.16
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.40 -.50
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.40 -.50
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.40 -.50
Western, 4 to 4½ lbs. to pair, fancy	.23 -.25
" 3 to 3½ lbs. to pair, fancy	.24 -.27
" fair to good	.18 -.21
Fowls—	
Western, fancy	.14 -.15
Heavy Roasters, 4 to 5 lbs	.18 -.20
Fair to good	.16 -.18
Old cocks	.10 -.11
Western capons, fancy	
" " small	

	Per doz.
Squabs—	
Prime, large, ancy	3.50-4.00
Mixed	3.00-3.50
Dark	1.50-2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.33 -.38
Large Springers	.17 -.20
Fowls	.14 -.15
Roosters	.10 -.11
Ducks	.12 -.13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case, per doz.	85
" 1 " " "	.85
Large or No. 2, 1 " " "	1.40
1-lb. cans, 1 doz. in case, per case	4.00
2-lb. " ½ " " "	3.75
3-lb. " ½ " " "	5.40
5-lb. " ½ " " "	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	4.50
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz., doz.	.75
Spring Garden, fancy, No. 3, 2 doz., doz	.70
Compass, No. 3, cans, 2 doz	.67½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb., per doz.	1.00
No. 1, round conical, with key, 2 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	.97½
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.92½
Schimmel's, No. 10, tumblers	.88
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ⅛ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.97½
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails, per pail	1.15
Apple, 20-lb. crocks, per lb.	.07¾
Apple, Schimmel's, 30-lb. pails, per lb.	.06
Prune, 30-lb. pails, per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz	1.70
Southwark, assorted, jars, 2 doz	.98
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
⅛-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0.85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor		.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	.45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	2.95
Syrup Ipecac	.45	.85	2.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	

Laudanum, 15c.-size	per doz.,	1.20
Laudanum, 25c.-size	per doz.,	2.90

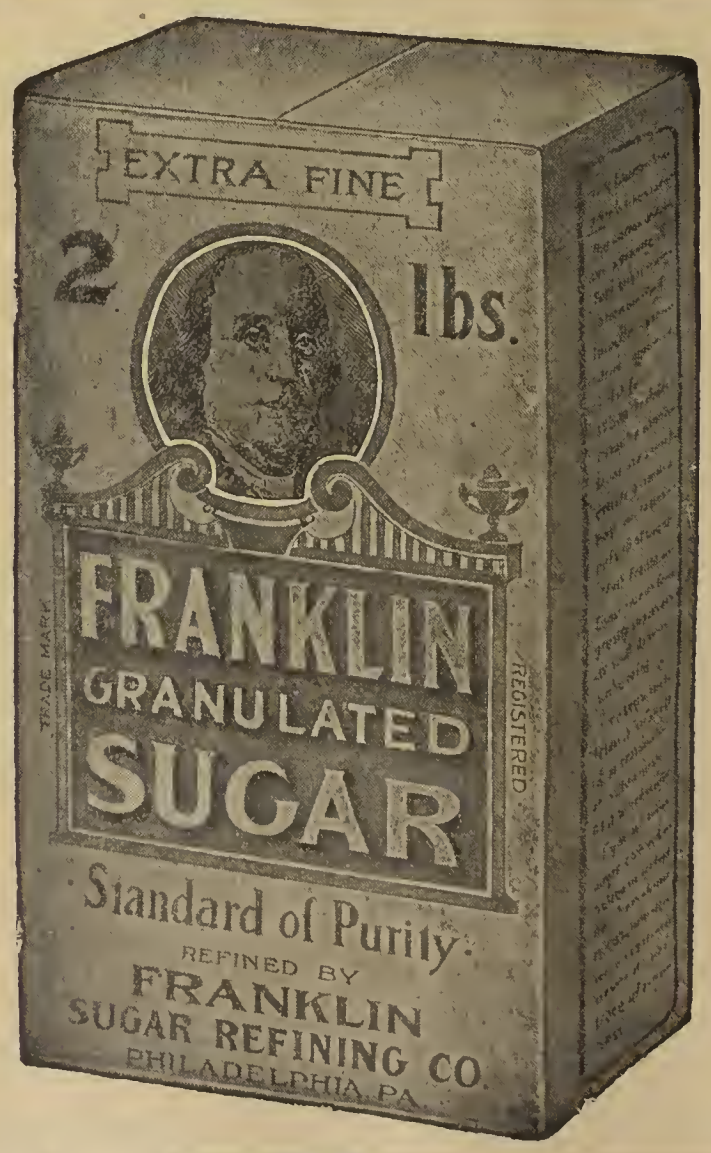
5 per cent. discount in gross lots assorted.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., " "		2.60
" " " ¼-lb., " "		2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.08
Copperas	per lb	.01¾

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Camphor, gum, 1-oz. blocks		.85
" Flakes, 250 bbls		.02¾
" " less quantity		.02¾
" Tar Balls, bbls., 250 lbs.		.02¾
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.02
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.50
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 26's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10-c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	28½
" ¼-lb. packages	"	.32
" ½-lb. "	"	.31
" 1-lb. "	"	.30
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.06
" granulated, kegs, 100 "	"	.06
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.55
" 100-lb. bags		2.25
" less quantity		.03¾
Venetian Red	per lb.	.01
Whiting	"	.02
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz	per doz.	.80

Iron Glue, McCormick & Co's:—		
No. 5		.40
No. 20		.75
Tube V		.75
McCormick & Co., Bee Brand—		Per doz
Insect Powder		.80
Root Beer		.80
Talcum Powder		.80
Triangular Quinine		.80
Quinine Capsules		.75



What the Prophet Says

A man with some reputation as a prophet says the grocery store of the future will sell absolutely no goods in bulk.

Naturally, excepting produce.

No weighing, no measuring, no grubbing.

Everything in ready-weighed, ready-wrapped packages, saving the dealer work, saving him overweight, saving him dirt and beautifying his shelves—giving the consumer clean food in sanitary sealed packages, uncontaminable by other things.

We believe it. A most surprising percentage of our granulated sugar business is done to-day in **Franklin Cartons.** Every year sees an increase. Moreover, the carton business we get we keep. For no grocer who once started to sell **Franklin Carton Sugar** has ever been known to go back to barrels.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA PENNSYLVANIA

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W. F. Young's Veterinary Remedies, wholesale prices— Per doz.

Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per doz.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts, "	1.00
" gallons, each	.30
" ½ barrels, "	3.50
" barrels, "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums, per case	3.75
U. S, Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand— Per doz.	
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 3, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	.....	.....	.....	7.00

Ext. Vanilla, Kitchen Queen, No. 25, per dos.	2.00
" " " " No. 2X, "	.80
" " " " No. X, "	.45
" Lemon, " " No. 25, "	1.75
" " " " No. 2X, "	.80
" " " " No. X, "	.45
Ingersoll's Flavoring Extracts:—	
High Grade Vanilla, per dos.	1.75
" Lemon, "	1.75
Select Vanilla, "	.85
" Lemon, "	.85
" assorted, "	.85
" small size, "	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet, per doz.	1.10
Hansen's Junket Tablets, 8 dos., per dos.	.73
Blair's Rennet Tablets, 3 dos., per dos.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Pearl Head, 5-lb. cotton sacks	05¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.05¾
Choice, 100-lb. bags	.04¾
Prime, 100-lb. bags	.03¾
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs.	2.50
" " 60 bags, 5 lbs., lim.	4.00
" " 22 " 14 " ...	3.75
" " 30 " 10 " ...	3.75
" " 115 " 2½ " ...	4.00
Worcester, Irish Linen, bags, 250 lbs.	2.50
" " 56 "	.65
" " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs.	2.40
" " sacks, 180 lbs.	1.55
" Cheese, bbls. contain 280 lbs.	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schimmel's, small, 2 doz., per dos.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 150 lbs., per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small, "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sauce:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

How to Answer Their Questions

Put a box of **I-V Washing Tablets** on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

1—They contain no acid of any sort.
2—They wash clothes without rubbing.
3—They make clothes beautifully white;
4—They can be used in hard water;
5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.
251 North Front Street, Philadelphia, Pa.



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SEEDS.

Canary, bush. 60-lb	2.75	Mustard, Brown...	.07½
Caraway	.12	Mustard, Yellow..	.07
Celery	.10	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., 110 lbs., kegs, per lb.	.01⅞
Bi-Carb., bulk, 25-lb. boxes "	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs. "	.05⅜
Arm & Hammer bd., ¼'s, 30 lbs. per lb.	.05⅜
" " " lbs., 36 " "	.04⅞
" " " ¼, ½, 36 lbs. "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.05½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Cliequot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz. per doz.	.72
Putz Liquid, large, 3 doz. per gross,	16.50
Putz Liquid, large, 3 doz. per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans per gross	9.00
No. 1, half-pint cans "	18.00
No 2, pint cans "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Yonng & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Eavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	104	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.60
" Golden	60	2.55
" Kavenson's	60	2.35
" Hamilton's	60	2.50
" Kirk's	60	2.17½
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.75
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	15c	4 60
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Clond	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo gross	6.25
Buttermilk Cosmo doz.	.60
Buttermilk, Swift's gross	4.05
Castile, Imported, Conti lb.	.13½
Castile, Conti, original boxes lb.	.11¾
Cntaneous, Dr. Ranb's doz.	.70
Elderflower, large cake gross	4.40
Fleur-de-lis gross	4.50
Fleur-de-lis doz.	.45
Hearts and Flowers gross	10.25
Maxine Elliot gross	8.10
Oatmeal, 3 cakes in box gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box lb.	.09
Turkish Bath doz.	.40
Sweetheart, 5c cakes box	1.75
Witch Hazel, 3 cakes, ¼ gross gross	3.25
Witch Hazel, Swift's gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Yonng's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.50
Flaela, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	.43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	1.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75
Banqnet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75

THE ONE WAY TO BEAT BABBITT'S

BABBITT'S BEST LAUNDRY SOAP is not only our best—it is your best, too.

The grocers who sell **BABBITT'S BEST** will find, if they average the sales of all their laundry soaps, that **BABBITT'S BEST** has always stood at the head. It has a place in the household that only one thing could displace.

That one thing is this—if somebody could find a soap to do better work, **BABBITT'S BEST** might have to yield. Nobody has come within a mile of finding it yet, however.

MADE BY

B. T. BABBITT

NEW YORK

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory



This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per dos.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gnlden'z, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.08
Allspice	.07
Cloves	.12½
Mace	.48
Nutmegs, large	.17
" Medium	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06⅛
Niagara, 40-lb., 1-lb.	"	.04¾
Cream, 48-lb., 1-lb.	"	3.45
Kingsford's. 40-lb., 1-lb,	"	.06⅝
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

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LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅜
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03¾
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs	04⅞
" 6-lb. boxes	.05⅝
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish. 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packagez, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs	.c7¼
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Glosz, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per dos.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size	4.50
" 10-cent size	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ⅛ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ⅛ gross	4.50
Per gross	9.00

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F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅝
Rosenstelns, 1lb. pkgs., 2 doz.	per lb.	.05¼
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 dos.	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ¼ gross case, assorted, 6, 8, 10's	per case	.90
Carpet Tacks, Silver Steel, 4 os.	per dos.	.06
6 os.	"	.06½
8 oz.	"	.07⅛
10 oz.	"	.08½
12 os.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.10
No. 11, steel	per doz.	.10⅛
No. 12, steel	per doz.	.13
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into taps, 6 inches high		1.50
5¼ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.90



SEIBERT'S
Poison Fly Paper
Pays 150% Profit

A very attractive package and a good seller.

Put up 50 envelopes in a display box like cut $1.00

Retails at 5 cents an envelope

Fly Ribbon	per gross	4.80
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10½
Emory Cotton Clothesllnes, 50-ft. hanks, doz.		.80

—60—

Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 104	.32
Fancy, No. 105	.28
Choice, No.	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 668	.15

GLUCOSE.

Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

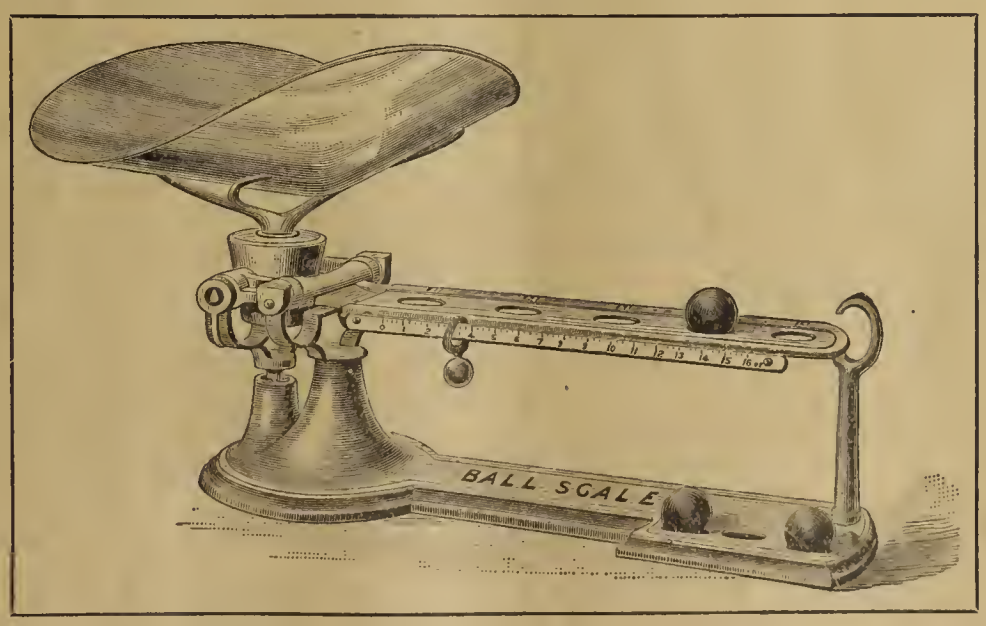
Domestic, barrels	per gal.	.69
Selser's, 1inch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 10- oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.92½
1 " case	"	.95
Karo, 10 cent size, 2 doz.	per case	1.90
Karo, 25 cent size, 1 doz.	per case	2.30
Karo, 50 cent size, ½ doz.	per case	2.30

Losing Your Weights?

Get a Troemner No. 24 Ball Scale



Greatest Improvement in Rapid Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.95
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

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No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.65
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.05
Galvanized, 14 quart	2.35

No. BUTTER DISHES.	Per M
1, Solid oval	1.25
2, Solid oval	1.50
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.20
2, Wire ends	1.40
3, Wire ends	1.60
5, Wire ends	2.00
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

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BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
21, X, crescent shape	1.75
1, strap handle, grey fibre	1.20
2, strap handle, grey fibre	1.65
6, all hair, extra quality	2.75

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.30
4, Bristle outside	1.65
5, All bristle	1.75
16X, All bristle, extra value	2.15
18, All bristle, spotted white	2.80

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.55
6, 5 in., Family, extra heavy	.80
8, 6 in., Family, extra heavy	.95
10, 7 in., Family, extra heavy	1.10
12, 8 in., Family, extra heavy	1.25
6, 5 in., A., hair bristle	1.40
8, 6 in., A., hair bristle	1.65
10, 7 in., A., hair bristle	2.00
12, 8 in., A., hair bristle	2.35
6, 5 in., Ideal, all bristle, 3 row	1.90
8, 6 in., Ideal, all bristle, 3 row	2.25

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.90
10, Fibre, wire drawn, extra	1.20
21, All hair, wire drawn	2.25
28, White, wire drawn	2.90
1, 7 in., All hair, flat end	2.05
22, 7 in., Mixed, round end	2.10
11X, 7 in., All hair, round end	2.25

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TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.38

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.	
Compressed, per doz.	.18
Magic, 1½ doz. packages, per box,	.58
Yeast Foam, 1½ doz, per box	.58

¶ Sell the customer that wants a convenient stove polish a box of

DIXON'S
POWDERED
Stove Polish

¶ All that one has to do is to puncture the top of the box of the new Dixon Powdered Stove Polish—three or four holes will be enough—and sift out as much of the polish as desired.

¶ Write our Stove Polish Department for further valuable information.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

THEY WILL WALK BLOCKS OUT OF THEIR WAY TO GET THEM

When a woman gets hold of a broom that lasts two or three times as long as the ones she has been buying, she will walk blocks out of her way to get that kind of a broom again.

We are making this kind of brooms **only.** Try a dozen, tell your trade that they are the finest ever put on the market and CHIPMAN BROOMS will keep people coming to your store regularly, if nothing else will. **$2.25 per doz.** is our price for a broom that retails for 25c., and any one of your customers will pay 30c. for them and be satisfied.



Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

DOLLARS IN RETAILERS' POCKETS

Hundreds of Manufacturers and Jobbers of High-grade Standard Selling Goods are offering

UNIVERSAL COUPON CERTIFICATES TO RETAIL DEALERS

as an inducement to push the sales of their goods to consumers. These certificates are given at no increase in the selling prices, or cheapening of quality in their products, but are intended solely as a compensation for your assistance, and are exchangeable through us for valuable and useful merchandise, of which the following list represents a few of the

1000 ARTICLES TO CHOOSE FROM

Pianos	Harness	Buggies	Silverware	Typewriters	Scales	Lamps
Coffee Mills	Safes	Leather Goods	Strong Boxes	Wagons	Trucks	
Desks	Tools	Chinaware	Jewelry	Furniture	Sporting Goods	
Rubber Goods	Watches	Cut Glass	Toilet Articles	Trunks	Rugs	Clocks

Any retailer taking advantage of this liberal offer is simply putting extra dollars into his pocket, as the cost to him is absolutely nothing but represents a saving of 15 to 60 per cent. over the cost if he were to buy them in the regular retail way.

Write To-day for List of Goods and Manufacturers

Manufacturers' Trade-Mark Association, Dept. W, 253 Broadway, New York

No Argument Against Facts

Success in merchandising is a result of close attention to the **little things** and the application of methods which have been proven efficient by actual experience.

If your present system is subject to **losses** by errors in computation or the giving of overweight, remember that it is **your** money and **your** merchandise that is getting away from you.

We offer you our services **gratis** for the purpose of showing you where the losses occur, and how they can be successfully prevented.

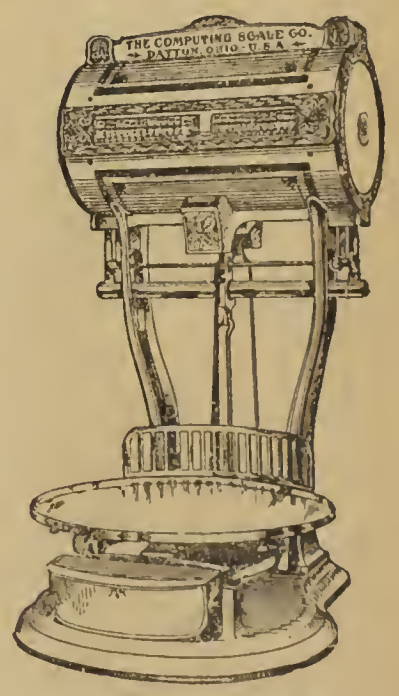
We make no claims or statements regarding

Dayton Moneyweight Scales

which cannot be proven to your entire satisfaction. The accuracy and efficiency of our scales are proven, not only by successful users, but by

FOUR HIGH COURT DECISIONS

If you are at all interested in knowing how to improve your present system of weighing, send us the attached coupon or your name and address. Don't be the **last** to investigate.



The new low platform No. 140 DAYTON Scale

Date.....
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME.....
STREET and NO.....
TOWN..... STATE.....
BUSINESS.....

The Computing Scale Company
MANUFACTURERS
DAYTON, OHIO.

Moneyweight Scale Co.

35 State Street, Chicago

DISTRICT OFFICES: Philadelphia Office, 1651 N. 8th Street. Pittsburg Office, 205 McCance Bldg. New York Office, 11 E. 14th Street. Buffalo Office, 62 Pearl Street.

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



"One Ounce of Prevention Is Worth a Pound of Cure"

If you will tell your customers to use the product pictured here, on their floors it will make them look like new and it will preserve them. A floor treated with **Moore's Wax** will last twice as long as one that isn't. Your customers are getting this wax from paint stores. You might as well have this money. Besides the big profit, every case contains Universal Coupons for you and your customers.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.

Take Your Choice

Let us assume that two concerns are making **Macaroni, Spaghetti, Noodles** and **Pastels.**

One of them cares nothing for you, does all of its work on your customers to make them *demand* that you should handle the goods, whether they pay you a profit or not.

The other goes straight to you, works with you to make you want to sell the goods, spends its advertising money with you, gives you *Universal Coupons* to make the goods more interesting, and does everything possible to make you a friend instead of a lackey.

Whose goods are you going to sell?

Our **Macaroni, Spaghetti, Noodles** and **Pastels** are as good as our bread.

The Freihofer

VIENNA BAKING COMPANY

PHILADELPHIA, PA.

We've Taken You into Partnership on These Goods



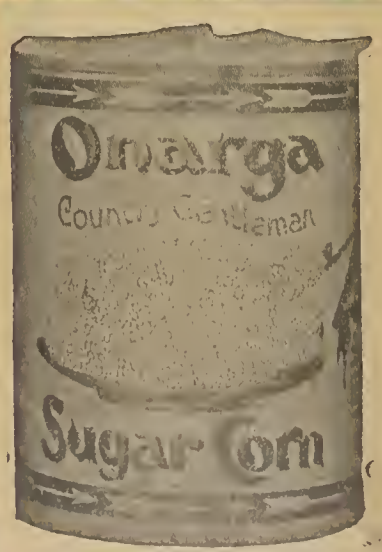
Of the many thousands of storekeepers who have made **Private Estate** their leading coffee for years we have yet to **lose one.** Everything that makes it worth while for a dealer to stick to **Private Estate** is packed with it, and **none** of the many reasons which would be sufficient to cause him to change **are.**

We divide our profits with dealers by putting our advertising appropriation into Universal Coupons to enable them to get anything they need in their stores or homes without paying for it.

F. A. CAUCHOIS & CO.

THE FULTON MILLS 33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street



A Canned Goods Revolution

In packing **Onarga Country Gentleman** corn we use a method of cooking which has already partly revolutionized the canning industry of this country.

Until the automatic cooker was invented it wasn't possible to cook corn evenly. Cook the edges of a can just right and the centre would be raw. Cook the centre right and the edges had all the goodness cooked out.

In **Onarga Country Gentleman** corn the can is cooked to the same degree throughout. The flavor and the added tenderness tells you the difference instantly. So does the appearance. This corn really has very little competition.

IROQUOIS CANNING CO., Onarga, Ills.

For Grocers



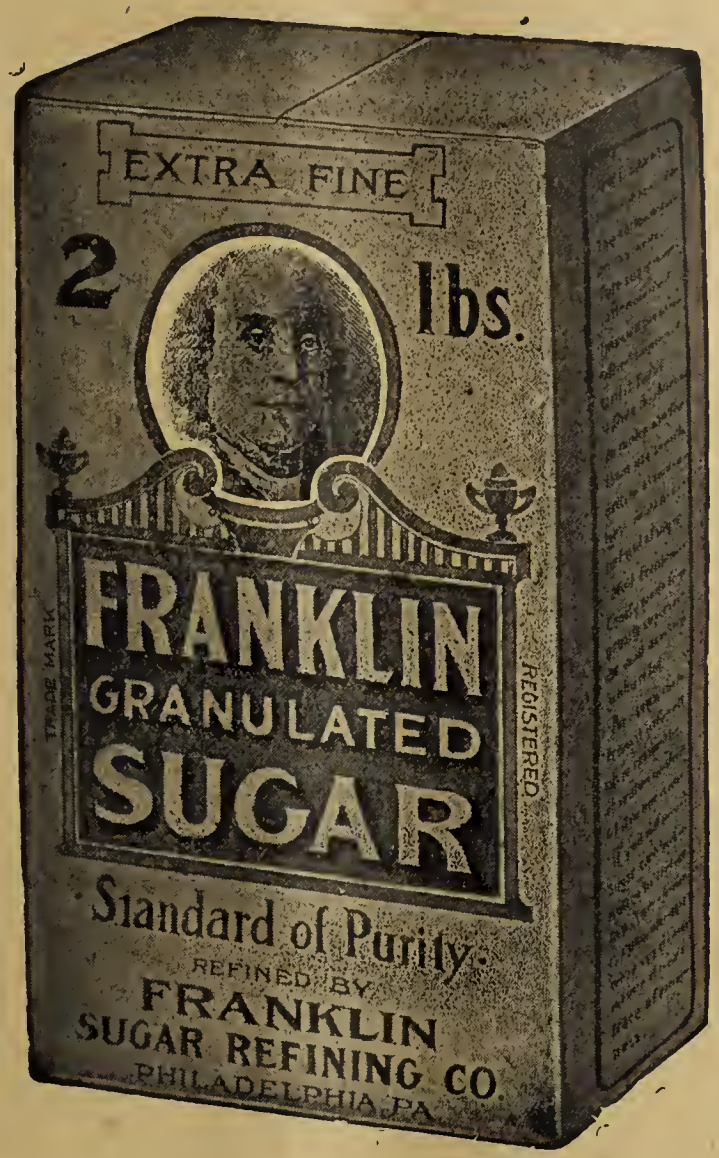
This is a picture of a sales-book we have designed especially for grocers. It permits the duplicate to remain in the book without interfering with new entries—an important thing for those who take orders from house to house.

Three sizes—A1, A1 Special and A2.

The pads consist of 50 printed sheets for original bills (usually white) and 50 unprinted duplicate sheets (usually yellow). They are all perforated and easily detached; any sheet can be taken out without disturbing the others. The covers are light; handy for the pocket; no wire or metal to catch and tear the clothes. The impression sheet holder at the bottom is a device so constructed that it admits of the sheet being put in the proper place with a pencil instead of the fingers. It is fitted with a book opener: can be worked either from top sheet to bottom, or bottom to top. It is the easiest to operate and the most complete duplicating order book on the market, and it is the only one made of 40-pound book paper instead of ordinary newspaper.

E. C. Fell Manufacturing Company

1112-14 Sansom Street, Philadelphia



Sugar's Share in the Big Fruit Crops

¶ Unless all signs fail we are going to have very large crops of all fruits this year.

¶ That means lots of preserving and a big demand for sugar.

¶ As a rule grocers don't look forward with much interest to a "big demand for sugar," because it means increased work at no profit.

¶ What shall it profit a man if he sells a hundred barrels of sugar and gets back only what he paid for it?

¶ Sell **Franklin Carton Sugar** instead of bulk sugar and your views will change, for there is no work required in selling **Franklin Carton Sugar.** You don't even need to wrap it. And there is a good profit, and what there is you can't waste through the overweight—"good measure"—that always goes with sugar in bulk.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company

PHILADELPHIA, PENNSYLVANIA



Anybody Can Make a "Silver Polish," But—

Of all the legions of silver polishes only one is known in two hemispheres, or known half so well in this hemisphere, where it is made, as **Electro-Silicon.**

We have spent a fortune advertising **Electro-Silicon,** of course, which is one reason for its popularity, but it would never have held that popularity, over hundreds of other polishes, had it been simply an ordinary silver polish.

For anybody can make a "silver polish," and with such a simple product it requires unique merit to get a commanding position and hold it.

Electro-Silicon will give results 50 per cent. better and easier, as a metal and general polish, than any other polish in the world. Know it always by the yellow box and the woman in red on the lid.

The Electro-Silicon Co.

PROPRIETORS

New York, N. Y.

You Cannot Afford to be Without It!

No up-to-date grocer can afford to allow his competitor obtain the business that should and would come to him if he stocked

Buchan's Toilet Soaps

Number "363" is known throughout this entire country as a symbol of soap purity, because it was the first, and we belive the only serial number given to a soap firm by the United States Government.

Buchan's Toilet Soaps contain phenol absolut, the greatest antiseptic known. That is why they are the cleanest and purest soaps made.

Let us show you how to make big profits.

Buchan's Soaps Corporation

FLATIRON BUILDING, NEW YORK CITY



The Quickest Way to Turn $2 into $2.50

Is to get twenty packages of "FORCE" into your Store. It sells at 2 for 25 cts.

YOU don't have to talk about "FORCE" to sell it. Everybody ***knows*** it. Everybody ***buys*** it. Everybody ***eats*** it.

Have it where everybody can see it, and you will find it going out in more orders than any other breakfast food. The average profit is 33⅓ per cent. You can't make that on others and can't please as many customers, either.



"Show All—Sell All"



This is the idea of a store like this. Notice that everything is where customers can *see* it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

18 to 24 S. Seventh St., Philadelphia, Pa.



These Are to Help You Increase Your Trade!

In order to aid you in the sale of ***Ralston Health Food*** and ***Purina Whole Wheat Flour*** this mill will furnish you with an attractive variety of checkerboard advertising matter for distribution to your trade. These will greatly popularize your Cereal business, and thereby increase it.

RALSTON CHILDREN'S CHECKERS and BOARDS!
RALSTON—Health Department—CHILDREN'S WAGONS!
FREE RALSTON CHECKERBOARD SATCHELS!—same as used at the World's Fair. Also
A Beautiful CHECKERBOARD WINDOW DISPLAY!

Children are delighted with these things. Inquire how to get them.

Grocers have a chance to build up a profitable trade on this checkerboard line—**Ralston Health Food** and **Purina Whole Wheat Flour**—a line over which the most intelligent housekeepers are enthusiastic.



Ralston Purina Mills
St. Louis, Missouri

T. A. James & Co, General Distributers,
12-16 Chestnut Street, Philadelphia

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, MAY 11, 1908. NO. 19.

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The Cloven Foot of a Pharisee Grocer

Gimbel Brothers, Proprietors of the Only Good Grocery Store in Philadelphia, Bitterly Condemn Preservatives in Catsups and Warn Consumers Against Them, While at the Same Time Selling Preserved Catsup Under Their Own Label.

In their newspaper advertisements for April 30, 1908, Gimbel Bros., the only straight and conscientious grocers in Philadelphia, in fact, the only grocers in the entire country who always consider their customers and never themselves, featured the following on preservatives in food:—

DON'T EAT POISONS AND DRUGS.

Condiments are the goad to jaded appetite, at best—in other words, are not the system builders. In fair health, the human body isn't injured by their use—as the big normal man is not injured by an occasional cigar; but that's all that can be said.

Now don't aggravate matters by using catsups and such things that are "doctored" by the addition of drugs or dyes or chemicals.

We talked this over with a big food packer. He said, "to make catsups of fresh, sound tomatoes, as they must be made if no preservatives are used, will make them costly. Gimbel's are going altogether too far. All classes must be supplied—you mustn't run up the food bill of the people."

And that nice talk was pure buncombe—talk to continue a market for cannery refuse and waste.

Here are the facts:—

The average family doesn't use over 75 cents' worth of catsup a year. We sell pure catsups at almost exactly the same prices charged everywhere for uncertain sorts—not over two cents a bottle advance over the meanest sorts.

This was followed by an extremely glowing advertisement for Heinz's catsups and other goods, the point of the connection being that the Heinz Co., alone of all catsup manufacturers, claim to be able to make catsup without a preservative.

Now, one would think, after reading the above attack on preservatives, including the statement by a catsup maker that any excuse for preservatives was "pure buncombe," and the warning to consumers to buy pure catsup and leave alone those containing preservatives, that Gimbel Bros. would not touch a preserved catsup with a ten-foot pole. Certainly if they were honest and consistent they could not do so after publishing the above as their platform on preservatives.

Yet Gimbel Bros' own private brand of catsup, the Lenox brand, is preserved with benzoate of soda, as clearly appears from the label. After the above advertisement had appeared the "Grocery World" sent a representative to the Gimbel store to buy a bottle of the concern's own brand of catsup. Conspicuously across the lower front part of the label appeared the following sticker:—

TOMATO CATSUP
Prepared with 1-10 of 1 per cent
BENZOATE OF SODA
PACKED FOR
GIMBEL BROS.
PHILADELPHIA.

Around the neck of the bottle appears the following: This label (Lenox label) on any of our goods is a guarantee that they are the best of their kind."

In their advertisement Gimbel Bros. say that drugs and preservatives in catsup are "poison in food"; that all talk about preservatives being necessary is "pure buncombe—talk to continue a market for cannery refuse and waste."

Benzoate of soda is a drug and a preservative. Their own brand of catsup contains it and they guarantee it to be the "best of its kind." If all that they say in their advertisement is true, what else are they than unspeakable frauds for selling preserved catsup and for guaranteeing it superior to all others?

If what they say in their advertisement is not true, and preserved catsup is really an innocent article, then the Gimbels are shameless liars by any standard used to judge them.

Nor is this all. The "Grocery World" has evidence that after the above advertisement appeared, and when a certain person went to the Gimbel grocery department for a bottle of Heinz's catsup, the clerk used great effort to persuade the person referred to buy a bottle of preserved Lenox catsup instead.

This hypocritical method of doing business is exactly on a par with what the Gimbels did on glucose—attacking it as a harmful and injurious adulteration when used in candy, though freely selling it as an ingredient of syrup.

Consumers' Package of Process Butter Must be Labeled.

Notice has been given by the Treasury Department through the office of the Commissioner of Internal Revenue that process butter will have to be branded and sold as such whether in tubs or in prints. The law compelling process butter in tubs to be stamped has been fairly well observed, but there has been a great laxity in selling process butter in prints without branding it. All this spring while butter was high a great deal of process has been worked out as fresh creamery. Many receivers who had a large stock of wrappers labeled process for use in prints had but little call for them. When buyers took process in tubs they did not call for the wrappers. Under the terms of the law it is necessary to brand all process butter in letters about an inch high. Many of the prints are stamped with letters of that height but the type is so narrow and light that it is not very noticeable. When renovated butter is found that is not marked as such it will be seized, as a failure to have it marked will be considered evidence that no tax had been paid. It will be treated the same as oleo. The label must be on the butter until the consumer has it in his possession.

Sardine Packers, at Odds, Withdraw Prices.

All Future Quotations on Domestic Sardines Recalled. Packers Couldn't Agree on what Future Prices Should be and Compromised in a Way which Killed Business.

A squabble has arisen among the packers of domestic sardines, all of whom are subsidized and controlled by a central company, and as a result all future prices on the standard grades of domestic sardines were withdrawn last Tuesday. The difference arose over the packers' varying ideas as to what future prices should be. Some thought they ought to be higher than the $3.10 for quarter oils, f. o. b. Eastport, which was named, in order that holders of spot stocks might get out before new goods came forward. Other packers contended that about $3 for quarter oils should be named, regardless of the spot holders. The compromise which was finally adopted killed about nine-tenths of the normal future business. A price of $3.10 was named, but in the circular which accompanied the price-list the statement was made that "we expect lower prices in August" Naturally with this before them, buyers stood off and only a small percentage of the usual future business was done.

The prices and the prophecy of lower prices in August are now withdrawn together, and after a meeting of the packers this week they will try it again.

The Greek Currant Advertising Campaign Begins.

Initial Announcement of the Series by which the Greek Syndicate Hope to Increase the Consumption of Currants in this Country.

In a recent issue it was stated that the Greek currant syndicate, in order to increase the general consumption of currants, would shortly begin advertising the merits of currants throughout this country and several others.

The first of these advertisements appeared in the May number of the Ladies' Home Journal and was as follows:—

Ask Your Baker for
CURRANT BREAD
Wholesome–Nutritious–Palatable
NOTE: When buying currants for home use insist on getting fresh goods.

Behind such advertising so general and indirect as this, there must truly be great faith. Currant bread is an ordinary thing—any baker can bake it. The idea of this advertisement is that consumers will demand currant bread of their bakers, who to fill those demands will be obliged to use currants. The "note" at the bottom is also destined to increase the consumption, by compelling grocers to keep a fresh stock.

It would seem like a far cry to the time when advertising so indefinite as this could show an increase in the amount of currants consumed in this country.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Warm Controversy Between California Dried Fruit Men and Wholesale Grocers

Former have Contrived to Force Jobbers to Sign an Extremely Drastic Contract. Jobbers Refuse and Deadlock Results. Names of Members of Dried Fruit Association and Copy of Their Contract.

A serious conflict seems imminent between the dried fruit packers of California and the wholesale grocers of the entire country over the exceedingly drastic sales contract which the dried fruit men are asking the jobbers to sign. The Dried Fruit Association is engineering that end of the controversy, and various jobbers' associations, including the National Wholesale Grocers' Association, have taken the matter up and are opposing the contract very vigorously.

The Dried Fruit Association is a strong combination of practically all the leading dried fruit men of the coast. The list of members is as follows:—

J. K. Armsby, the J. K. Armsby Co., 527 Howard street; Fred. G. Baker, J. B. Inderrieden Co., Monadnock Building; W. A. Banks, North Ontario Packing Co., 935 E. Third street; Chas. Bonner, Madison & Bonner, 112 Market street; R. I. Bentley, California Fruit Canners' Association, 120 Market street; R. M. Butler, Napa Fruit Co., Napa, Cal.; A. E. Castle, Castle Bros., 1444 O'Farrell street; J. W. Chilton, J. W. Chilton & Co., San Jose, Cal.; Alex. Goldstein, Phœnix Packing Co., 116 Davis street; L. L. Gray, Fresno Home Packing Co., Fresno Cal.; C. W. Griffin, Griffin & Skelley Co., 1001 Franklin street; D. J. Guggenhime, Guggenhime & Co., 126 Davis street; L. F. Giffen, L. F. Giffen & Co., Fowler, Cal.; Geo. N. Herbert, Geo. H. Herbert & Co., San Jose, Cal.; C. C. Kinsey, Johnson Locke Mercantile Co., 213 Sansome street; Frank Lyman, Frank Lyman Co., Fresno, Cal.; H. E. Losse, H. E. Losse & Co., San Jose, Cal.; J. F. Niswander, Malaga Packing Co., Malaga, Cal.; Willis Pike, Willis Pike, Fresno, Cal.; Abe Rosenberg, Rosenberg Bros. & Co., 269 Brannan street; F. A. Schneider, Jr., Warren Dried Fruit Co., San Jose, Cal.

These have combined to compel the wholesale grocers to sign the following contract, which must be executed by both parties whenever a sale is made:—

Party signing this contract as buyer, and hereinafter called buyer, has this day bought, and the Fresno Home Packing Co., hereinafter called seller, has this day sold California dried fruits as per quantities, varieties, style of packages, prices, routing, destination, and time of shipment, named on reverse side of this contract, on terms and conditions hereinafter stated, prices F. O. B. Pacific coast common shipping points.

Terms.—Cash, less 1½ per cent. if draft (with documents) is paid within ten days from date thereof, otherwise net cash on arrival of goods, payable in New York, Chicago or San Francisco Exchange.

Routing.—Seller's option, except that buyer may name delivering line on carload shipments.

Responsibility. — Notwithstanding shipped to seller's order, goods are at risk of buyer from and after delivery to carrier, and buyer hereby assumes responsibilities as to shortage, loss, delay or damage in transit upon issuance by carrier of clean bill of lading or shipping receipt.

Quality.—Equal to or better than average of the grade for the section where grown and of the current season at time of shipment, unless otherwise specified. Goods sold on sample to be equal to or better than sample.

Complaints.—If shipment is not accepted or disapproved within three days after arrival, contract shall be considered fully complied with on seller's part, and invoice, if unpaid, becomes immediately due and payable. Buyer shall not be entitled to refuse to pay for or to receive any separable lot or any portion of goods shipped hereunder, for failure of any other lot or portion of the order to comply with contract.

Liability.—Seller not liable for loss or damage due to short shipment resulting from or contributed to by fire, floods, destruction of or serious damage to crops or any unavoidable casualty, save that a proportionate delivery shall be made to all buyers, without discrimination, from the suitable stock coming to, or remaining in seller's possession.

Should seller be obstructed or delayed in the fulfillment of any portion of this contract by any of the aforementioned causes, or by strikes, and, or the failure of transportation facilities, then the time herein fixed for the fulfillment of this contract shall be extended for a period equivalent to the time lost by reason of any or all of the causes aforesaid.

Weights.—Goods sold in cartons or bags are sold gross for net. No allowance shall be made except for shortage of average weights in excess of 1 per cent. Package weights of figs are nominal.

Arbitration.—Disagreement as to any matter of fact arising out of this contract to be settled by arbitration. Buyer and seller each to select one arbitrator, who, if unable to agree, shall jointly select the third. The decision and award of a majority of said arbitrators shall be binding and complied with by all parties hereto. The party against whom decision is rendered shall pay arbitration fees and expenses incurred. If decision is rendered that the seller has complied with contract, invoice, if unpaid, shall become due and payable at once. When decision is rendered against the seller, arbitrators shall determine and fix amount of allowance, which amount shall be deducted from the invoice, and the correct net amount paid immediately. If payment shall already have been made, the amount or allowance awarded shall be immediately refunded. If arbitrators decide that seller has not shown good faith in making delivery hereunder, buyer



How We Sell Oats

This is the way we have adopted to increase our business—hold up the quality of MOTHER'S OATS as high as it possibly can be, at the same time making the grocer eager to sell it by assuring him a good profit.

24,000,000 packages of MOTHER'S OATS were consumed in this country in the past eight months.

At a Minimum of 12c. per Package

Does this look like unwillingness to pay a fair price, when it gets quality?

THE GREAT WESTERN CEREAL COMPANY
CHICAGO, ILLINOIS



Every Pound in a Prize Contest

¶ Every pound of **Gurnse** butter is prepared as carefully as if we intended to offer it in a prize contest.

¶ It simply could not be any better; neither can any butter be better.

¶ Produced by our own dairies, from milk that we personally oversee and know all about, packed under our very eye and inspected not only by our own inspectors, but by the inspector of the Philadelphia Produce Exchange—**Gurnse** butter is the very thing you need to make butter trade and hold it when you get it.

Packed in 30 and 50-pound boxes—
pound and half pounds—32 cents.
Prices subject to market change

P. F. Brown & Co. 39 South Front Street *Philadelphia, Pa.*

shall be entitled to another tender.

Samples for arbitration shall be drawn from not less than 5 per cent. of shipment. No unimportant variation in the execution of this contract shal constitute basis for a claim.

In the event of failure of seller to ship, it shall be considered as a dispute to be submitted and settled by arbitration.

Copy of this contract, properly signed by buyer, must be delivered to seller at Fresno, California, within fifteen days from the date hereof, and must be accepted and signed by seller before the same shall be binding on it.

This is quite too rich for the jobbers' blood and the general refusal to sign has practically blocked future business up to this time. A number of the Philadelphia jobbers met at the Grocers' and Importers' Exchange a few days ago and pledged themselves not to accept the agreement. The National Wholesale Grocers' Association has now taken the matter up and will endeavor to secure some concessions from the Dried Fruit Association.

The Grocers' and Importers Exchange has prepared a memorial pointing out its reasons for objecting to the contract. After reproducing the text of the contract, the Exchange states:—

Terms.—Cash, less 1½ per cent. if paid within ten days, or net cash on arrival. We think a difference of ½ of 1 per cent. would be fair. We believe the contract should not read payable in New York, Chicago or San Francisco funds.

Routing.—The party who pays the freight should have the right to route.

Responsibility. — This paragraph we believe is at variance with the law, according to which buyers cannot be held responsible until the title is passed over to them.

Liability.—Where the contract can be extended by the seller under certain conditions.

Arbitration that allows the seller to deliver goods other than contract without the consent of the buyer and the seller to pay the difference in value as determined by arbitration.

That the arbitrators shall decide if the buyer is entitled to another tender, if it is shown that sellers have not acted in good faith, unless due allowance is made for the later delivery.

If seller fails to ship, it shall be settled by arbitration.

It was also unanimously resolved that the secretary send the result of the action of this meeting to the different grocery jobbing organizations of the United States and ask them to join with us in protesting against this contract, and also to notify the California Dried Fruit Association, the "Journal of Commerce and Commercial Bulletin" and the "American Grocer" of our action.

Practically no limas have come forward up to the present time, barring the few packages previously noted.

Many Prosecutions for Short Weight Bread Sales.

Secretary Kane, of the Allegheny Retail Merchants' Association, Puts the Matter Up to Pittsburg Mayor.

Special correspondence of "Grocery World."

Allegheny, Pa., May 8, 1908.

As secretary of the Merchants' Protective Association of this city, which, as reported in the "Grocery World," has been waging a fight against grocers and bakers who sold short-weight bread, I have this week sent to the Mayor of Pittsburg the following communication:—

Pittsburg, Pa., May 5, 1908.

Hon. Geo. W. Guthrie,
Mayor, Pittsburg, Pa.

Dear Sir:—In compliance with your request, I herewith inclose a list of bakers and grocers that are violating the law of this Commonwealth by selling loaf bread otherwise than by the pound avoirdupois, and the city ordinance of Pittsburg by selling loaf bread weighing less than two pounds avoirdupois, as set forth in this ordinance.

By this city ordinance each person is subject to a fine of $5 for each loaf sold weighing less than two pounds avoirdupois, and under the Act of 1797 each violator is subject to a fine of $10 for selling loaf bread otherwise than by weight. One-half of the fine goes to the prosecutor and one-half to the Commonwealth under this act. I have no desire to prosecute these violators to secure this portion of the fine, nor do I believe that this great Commonwealth of Pennsylvania is hard up and in need of money, judging from the statement published by the newly-elected treasurer.

This list of bakers on the North Side was taken from last year's city directory and given to two disinterested parties to purchase loaf bread where and when they pleased, and when the bread was delivered to me it contained nothing but a number, making it impossible for me to know whose loaf of bread I had when I weighed them on the United States testing scales in Superintendent Smith's office of the North Side Market.

After the bread was weighed the list was returned to me by the disinterested parties and the name, address, date of purchase and weight was recorded, and suit brought before Alderman McDowell. Many of the so-called cut-rate grocers had special sales on bread April 25th. One grocer offered 1,000 5-cent loaves of bread at 3 cents. I had bread purchased at all these stores and found them selling 12½, 13 and 14-ounce loaves. I fully agree with you that the bread I showed you yesterday was far below the quality furnished the inmates at the poor farm, having seen them bake bread and sampled it.

In these hard times the public and merchants should be protected more so than any other time, as many of the poor people have all they can do to buy bread, let alone receive from three to four ounces less in a loaf than is sold in other cities at the same price, and by other dealers in our own city.

Trusting you will give this your prompt attention and have the city ordinance officer enforce the ordi-

IT IS A GOOD THING AND WE ARE PUSHING IT ALONG



HIGH QUALITY Groceries at LOW PRICES for CASH

Fancy, White, Fat No. 3 Norway Mackerel, 325 to 350 fish, barrels	per bbl.,	$21.50
Half barrels, (100 lbs.)	per ½ bbl,	11.35
50-lb. blue painted tubs (¼ bbl.)	per tub,	5.83
This is the lowest price on Fancy No. 3 Norway Mackerel you have heard for many a day. Goods are fine, and they show you an elegant profit if retailed at 10c. per fish or three fish for a quarter.		
Peerless Long Shred Cocoanut, best quality goods on the market, barrels about 140 lbs.	per lb.,	.07¾
50-lb. boxes	per lb.,	.08⅜
25-lb. boxes	per lb.,	.08⅞
20-lb. pails	per lb.,	.09
Oregon Brand Extra Fancy Oregon Bartlett Pears, very fine flavor, heavy syrup, white and tender, No. 2½ cans, 2 dozen	per doz.,	2.05
Pointer Farm Brand Extra Quality Jersey Pears in heavy syrup, large, white, sweet, tender fruit, No. 3 cans, 2 dozen	per doz.,	1.35
Mountain View Brand Maine Style Sugar Corn, high-grade goods, single cases, 2 dozen	per doz.,	.67½
5 or 10-case lots	per doz.,	.65
Schumacher's Avena, barrels	per bbl.,	6.10
90-lb. bags (½ bbls.)	per bag,	2.95
Oneida Brand Rolled Oats, barrels	per bbl.,	5.70
90-lb. bags (½ bbls.)	per bag	2.75
Best Quality Sugar-cured Hams 14 to 16-pound average, barrels	per lb.,	.10⅜
Less quantity	per lb.,	.10½
NEW CHEESE, Full Cream New York State, about 45 pounds average, single boxes	per lb.,	.11¼
5 or 10-box lots	per lb.,	.11⅛
B. & P. White A Sugar, a very fine quality Soft A Sugar, perfectly white, barrels	per 100 lbs.,	4.90
100-lb. bags	per bag,	4.90

Extra Fine 3-ply Tie Yarn, balls or cones, 50-lb. lots	per lb.,	$0.19½
25-lb. lots	per lb.,	.20
Quantities to suit, not less than 5-pound bales of balls, or 3 cones, about 6 pounds	per lb.,	.21
Knight's Extract Vanilla, full 2 ounce, double concentrated, absolutely pure	per doz.,	1.67½
10c. size	per doz.,	.75
5c. size	per doz.,	.42½
Knight's Extract Lemon, full 2 ounce, double concentrated, absolutely pure	per doz.,	1.37½
10c. size	per doz.,	.75
5c. size	per doz.,	.42½
Knight's Fruit Brand Vanilla, 10c. size	per doz.,	.67½
Knight's Fruit Brand Lemon, 10c. size	per doz.,	.67½
In gross lots, either kind or either size, one kind or assorted, at 5 per cent. less.		
This is one of the most popular brands of Extracts on this market, and our customers will do well to avail themselves of this opportunity.		
Pierie's Peanut Butter, in tins, hermetically sealed, keeps fresh indefinitely, highest grade goods possible to make, a most satisfactory and the coming package for Peanut Butter, no grease, no deterioration, always fresh, almost double quantity to any other like priced pkg., 3 sizes: 5-cent size, 6 dozen	per case,	2.80
10c. size, 3 dozen	per case,	2.65
20c. size, 2 dozen	per case,	3.40
Combination case No. 3: 1½ dozen 5c. size; 1 dozen 10c. size; ½ dozen 20c. size	per case,	2.45
Combination case No. 6: 4 dozen 5c. size; 2 dozen 10c. size	per case,	3.60
Give this Peanut Butter a trial, and if not entirely satisfactory and the best thing you have ever seen in Peanut Butter, you may return at our expense of freight both ways.		

These Prices for This Week Only—May 11th to May 16th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street, 28 N. Delaware Avenue **Phila., Pa.**

nance at once and the market clerks to do their duty under the Act of 1797.

Awaiting a favorable reply from you on this matter at an early date, I remain,

Respectfully yours,
JOSEPH C. KANE.

Up to the present time twenty-eight bakers and five grocers have been prosecuted for selling short-weight bread.

J. C. K.

Stearin Can be Used in Lard.

Federal Bureau of Animal Industry Grants Permission to Use Five Per Cent. Without Disclosure on the Label, Ten Per Cent. if Special Label is Used, and More than Ten Per Cent. if the Fact is Stated on the Label.

Special correspondence of "Grocery World."

Washington, D. C.,
May 7, 1908.

The Bureau of Animal Industry of the United State Department of Agriculture has just handed down a ruling which will prove a great boon to all lard manufacturers during the coming summer. It grants permission to use 5 per cent. of stearin in lard. Stearin is a hardening substance and helps lard to stand up during the warm weather. Even 10 per cent. can be used under certain conditions.

The text of the ruling is as follows:—

For a period of more than a year your Committee to Confer with Government Officials has been contending that an added amount of lard stearin in pure lard should be permitted.

This office is in receipt of the following from the Department of Agriculture:—

"Pure lard may have added thereto not to exceed 5 per cent. of lard stearin without the presence of added stearin being shown on the label.

"Pure lard may have added thereto more than 5 per cent. and not to exceed 10 per cent. of lard stearin without the presence of added stearin being shown on the label, provided the product is distinctly labeled: 'Pure lard prepared especially for use in hot climates.'

"Pure lard may have added thereto more than 10 per cent. of lard stearin, provided the product is distinctly labeled to show the presence of added stearin.

"All labels shall be submitted to the Department for approval, in accordance with Section 2, Regulation 18, of B. A. I. Order 150.

A. D. MELVIN,
Chief of Bureau."

Retailers will therefore understand that the statement on the label "Pure lard prepared especially for use in hot climate," means that 10 per cent. of stearin is present.

HOLT.

Rio Coffee Shipped to America as Santos

The Incentive is that Santos Rules One and One-half Cents Above Corresponding Grades of Rio. Syndicate's Corner of Fine Santos Coffee has Brought this About. How the Scheme is Worked and How it Can be Detected.

The fact that Santos coffee is now ruling considerably higher then corresponding grades of Rio has brought into existence a new form of coffee fraud—the shipping of Rio coffee to this country as Santos. The scheme is doing much to upset the importing trade of the entire country.

As has been several times reported, the Brazilian syndicate has very largely cornered the supply of good Santos coffee. The syndicate holds several million bags of coffee and so large a part of this is fine Santos that good and medium grades have advanced about 1½ cents per pound above corresponding grades of Rio. Usually the two rule about together.

The canny coffee shippers of Santos are taking advantage of this condition in a way which is causing American coffee importers much trouble. All Santos coffee is shipped out of the port of Santos, though none of it is actually grown in Santos. The shippers, soon learning that coffee denominated Santos brought more money in this country than that denominated Rio, have shipped large quantities of Rio coffee via Santos and labeled Santos. In some cases this is not straight Rio, but is what is known as border coffee, being coffee with a Rio twang. This is usually classed with straight Rio and is ordinarily never shipped via Santos. Shipments of straight Rio are being made in the same way.

The fraud is almost impossible to detect unless the coffee is put in the cup. Green Rio and Santos coffee are almost identical in appearance, and only when roasted and brewed does the striking difference appear. Santos has a sweet, smooth flavor, while Rio is heavy and rank.

To the Trade:

Are You Stocking

CEYLON TEA

Or Some

Imitation Thereof?

Experience teaches that whenever goods acquire the reputation of being the

Acme of Quality

Then they are sure to invite, and suffer from, counterfeiting.

Grocery World

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Monday, May 11, 1908.

More Inconsistency.

The inexplicable inconsistency which has marked the methods of the three manufacturers who have boycotted the Philadelphia Retail Grocers' Association is being noticed in other sections than Philadelphia. The curious manifestations this inconsistency has taken are familiar to every reader of this paper. The Toasted Corn Flakes Co. has been given credit for more consistency than either of the other two, because when it cut off the Retail Grocers' Association it also cut off every Philadelphia chain store. Neither the Shredded Wheat Co. or Procter & Gamble did.

It now appears that even if the Toasted Corn Flakes Co. has been consistent in Philadelphia, its attitude outside of Philadelphia is not consistent at all. The "Grocery World" received the following letter during the week:—

New York, N. Y., May 5, 1908.
The "Grocery World,"
Philadelphia, Pa.

Gentlemen:—We have read with a great deal of interest your remarks regarding local conditions in Philadelphia and were rather amused to notice the inclosed advertisement of Siegel, Cooper and Co's, which shows the local conditions in New York to be entirely different than they are in Philadelphia.

Yours very truly,

* * * * *

Inclosed was a clipping from the current advertisement of Siegel, Cooper & Co., New York department storekeepers, which contained, among other things, the following:—

TOASTED CORN FLAKES
New shipment (600 cases) just received; regular 10c. package....5c.

From which it would appear that the Toasted Corn Flakes Co. sells Siegel, Cooper & Co., retailers, while refusing to sell the Philadelphia Retail Grocers' Association and the Philadelphia chain stores—because they are retailers. And further, that it permits the New York concern to cut the retail price in half.

How can a concern that thus brazenly gives the preference to a cut-price department store *dare* to expect consideration from a legitimate retail grocer!

A Fight Dominated by Greed.

The local jobbers who some time ago opened a campaign against the Philadelphia Retail Grocers' Association had two plans of attack open to them. Their antagonist was an incorporated body of over seven hundred grocers, embodying probably 80 per cent. of the live trade of Philadelphia outside of chain stores. It was buying in enormous quantities, handling probably $2,000,000 of goods a year, discounting every bill—in short was a strong, compact business organization.

The Wholesale Grocers' Association had two ways of curtailing the power of this organization. One was to recognize it as a jobber, which by every proper test it is, and on limited priced goods to bind it up with other jobbers to hold the price. That plan would have recognized the association's right to sell goods, but would have put it out of its power to disorganize the trade by selling contract goods below the price at which other jobbers could sell them.

The other plan was to refuse to recognize the Retail Grocers' Association as a legitimate organization; to deny its right to sell goods, or to live along its present lines. In a word, to crush it if possible.

The first plan would have made a virtue of necessity, admitted the force of the competition, but restricted it so that on limited priced goods at least its power for harm would be gone. The second plan would in its very essence be characterized by pure greed and selfishness—the spirit of the dog of the fable who lost one bone by greedily reaching after what he thought was a larger one.

Nevertheless the second plan is the one which the Philadelphia jobbers adopted. In cold blood a few of them—because the organization which is nominally waging the fight is hopelessly divided within itself—started out to destroy an association much more powerful than any of its individual antagonists, an organization that had an undoubted right to exist and do business, a right only denied because it took some of the complainants' trade. Naturally the plan has failed. Practically only two jobbing concerns are to-day vigorously fighting the Retail Grocers' Association—Howell & Bursk and William M. Montgomery & Co., and they have not only failed to accomplish what they set out to do, but they have seriously injured their own business, particularly Montgomery & Co., who have been inordinately offensive. The jobbers have had what appeared upon the surface to be three small successes, but in every one of these cases the new condition which they have introduced has left themselves and the general jobbing trade worse off than before. Particularly because they removed all restriction as to the association's selling price.

This fight might have succeeded along the first line, for the Retail Grocers' Association would have agreed to it instantly. It will never succeed along the second, for everybody despises a man or a cause wherein fairness and intelligence are overridden by greed.

Strange Bedfellows.

Food laws make strange bedfellows. Before the writer lies a New Orleans molasses label used by a well-known and thoroughly reputable local house. To one side, at the bottom, appears the words, in heavy black letters:—

Guaranteed Absolutely Pure

Beside this, almost touching it in fact, the following words have been stamped with a rubber stamp:—

CONTAINS
SULPHUR DIOXIDE

At first sight these two statements seem totally unreconcilable, yet it is curious that both are legally true. "Absolutely pure" means in its legal sense not chemically pure, but in full compliance with existent food laws. Under the Federal food law a product may contain sulphur dioxide and still be pure, if the quantity of sulphur dioxide used does not make it harmful. It seems now to be thoroughly established that the percentage of sulphur used in molasses does not produce any harmful effect; certainly the Government authorities think so or they would not permit its use.

What Doctors Think of Dr. Wiley.

Touching the extract from the stenographic testimony in a Washington, D. C., food case, published last week, which revealed Dr. H. W. Wiley, chief Government chemist, as a scientific weakling, somebody sends the "Grocery World" an extract from "American Medicine," a physician's journal, published at Detroit, Mich. The following excerpt from it shows how doctors—Chief Wiley is a doctor—look upon their distinguished contemporary:—

> One thing is sure, Dr. Wiley is a disappointment. He has proven to be a very ordinary man with only extraordinary ability for advertising himself and his opinions. If ever a man has worked the lay press for all it is worth, it is this same Dr. Wiley. With a keen sense of humor and a still shrewder sense of opportunity he has played the game for all there was in it. Accuracy, scientific methods and the conservatism that the Government expects of its servants have seemingly been sacrificed for sensationalism and the spectacular. Like the proberbial moth whose short existence is generally brought to a close by some fateful flame, Dr. Wiley is to-day a victim of the lime-light. Intoxicated by its effulgent ray he has basked in it again and again. Discretion, judgment and common sense have apparently been thrown to the winds. Now, the light is fading and when it goes out as it always does, it is to be feared that it will leave a figure weak, frail and broken, more deserving, perhaps, of pity than of censure.

In substantiation of the above came a mass of matter reproducing several of Dr. Wiley's opinions on the food value of alcoholic drinks. In one he declares that "the effect of alcohol on mankind is wholly bad, even in small quan-

tities," that "saloons ought to be abolished"; that "liquor is always bad." In another opinion on the same subject he states that "alcohol has a distinct food vadue up to a certain limit"; that "alcohol up to three ounces is completely oxidized in the average human frame within 24 hours. To that extent it is a food." In another he says that "when the natural elements of whisky mellow and unite you make a beverage which is tonic and wholesome and healthful and non-poisonous." The "Grocery World" seriously considers offering a prize for him who with this evidence before him, will reveal what Dr. Wiley really believes.

Generally familiar is the story of the parrot who when sorely chastised for over-loquacity reflected sadly to himself: "The trouble with you is you talk too —— much." That is also the trouble with Dr. Wiley.

The Rolled Oats Controversy.

The controversy indirectly between the Quaker Oats Co. and the Great Western Cereal Co. over the fixing of the retail price for rolled oats was at first believed to be simply a competitive tempest in a teapot. It has now assumed proportions, however, which show that it will probably develop into a momentous trade question, directly affecting the retail grocery trade of the entire country.

The Great Western Cereal Co's position is that a price of 12 cents for Mother's oats, although higher than the generality of the trade have been charging, is not exorbitant and it is strongly advising retailers everywhere to sell at that figure. The company is refraining from going to the consumers with any price at all, contending as a part of its propaganda that the manufacturer should never fix the retail price. But among the trade it is working hard to establish 12 cents as the retail price of its main product. A number of grocers' associations have commended this stand, but most have paid no official attention to it one way or the other.

The attitude of the Quaker Oats Co. is radically different. It contends that a manufacturer does have a right to fix the retail price, and that the grocer should not object to his fixing it if the price he fixes is reasonably profitable. So believing, the Quaker Oats Co. goes to the limit to advertise a price on its products to consumers. The following advertisement, clipped from last Wednesday's Philadelphia "Evening Bulletin," is a good illustration of its methods:—

No food is more strengthening than whole wheat; none so easily digested as
QUAKER
WHEAT BERRIES
(Puffed and baked under 400 degrees Fahrenheit)
To introduce this delicious cereal to you we are offering the ten-cent package for
7c.
for a limited time only
Crisp before eating
The Quaker Oats Company
The price on Quaker Oats is now 10c.

Under ordinary conditions a retail price of 10 cents would be low for Quaker oats. The manufacturer admits that and has reduced its wholesale price to a point where it contends retailers can profitably sell at the figure named. No grocers' associations, so far as can be learned, have commended the plan. One or two have condemned it, but by far the greater number have taken no action upon it at all.

The chance is that before this question is settled the associations will have to take notice of it, as will individual grocers everywhere. For several vital principles are involved here: 1, has a manufacturer any right whatever, under any circumstances, to interfere wih the retail price of a product, and is the principle altered if the price he wishes to name is a profitable one? 2, if the manufacturer's right to advertise the retail price to consumers is granted, who should be the judge as to what a fair retail price is, the manufacturer or the grocer?

It is an important question, and it will very shortly take an important place, in the "Grocery World's" judgment.

Strawberries are beginning to come from Virginia and the eastern shore of Maryland. The North Carolina berries, which are reaching their end, range from 12 to 18 cents. Norfolks 12 to 14 cents. The quality is fair and the demand good. Everything points to a heavy Northern crop.

Goods of Established Reputation

sell faster than the unknown kind. Nowadays everybody wants foods that bear the guarantee of a good name.

HEINZ
57 VARIETIES

PURE FOOD PRODUCTS

(The kind that contain no preservatives)

make new customers and hold old ones because they are known to be pure, clean made and of the highest quality. Always sold under the double guarantee to comply with every food law and to satisfy all tastes.

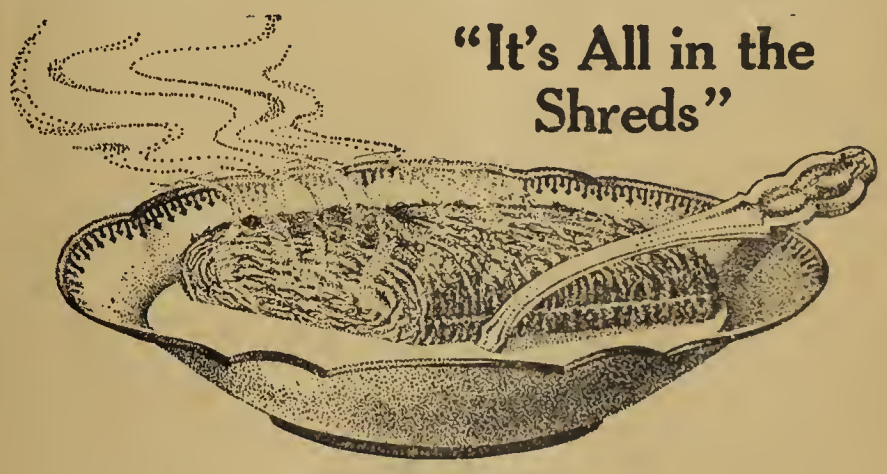
Money back to your customer if they fail to please.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York **Pittsburgh** **Chicago** **London**

"It's All in the Shreds"



Through the daily newspapers in

200 CITIES

through magazines, demonstration, and other forms of publicity we are making new consumers of SHREDDED WHEAT, the cleanest, purest cereal food made.

We are making more business for YOU. Are you ready to take care of it? Remember there is

No "Substitute" for Shredded Wheat

It stands alone—the only "hard times" food because it is the only cereal that can take the place of beef, eggs and other expensive foods.

The Natural Food Company, Niagara Falls, N. Y.

The New York Letter

Going After Spurious Fruit Juices. Oleo Men Braced Up by News from London. Fraud in Ironing Wax. Small News of the New York Trade.

Special correspondence of "Grocery World."

New York, May 8, 1908.

An energetic campaign against the manufacturers and dispensers of spurious fruit juices is being conducted by the health authorities in this and other cities with the co-operation of the New York Fruit Exchange. This was brought out at the annual meeting held by the Exchange Monday evening.

President Victor L. Zorn, in his address, said that the Exchange had turned over to the health board in this city the names of several hundred manufacturers and dealers in imitation fruit juices and samples had been analyzed. Whenever it was proved that the imitations had been sold for real fruit juices the product had been seized and destroyed and a number of prosecutions have been started.

The manufacturers, growing cautious, have begun to label the imitations as imitations, so that the sale of the products, as far as the manufacturers are concerned, becomes legal. The Exchange learned, however, that the imitations are used by the dispensers of various beverages, especially lemonade, and this is illegal, it is claimed, since the consuming public supposes that real fruit juices are used. Accordingly, the Exchange will now get evidence against the dispensers. Efforts will be made to educate the public, when buying lemonade, to insist that the lemon shall be cut and the juice extracted in the presence of the consumer.

* * *

A quotation from the London "Lancet" in its issue of February 22, 1908, has been received by the oleomargarine interests with unconcealed satisfaction. The medical paper records that a new Butter and Margarine act has recently gone into effect in London, and as a result there is a scarcity of butter, the price of which has advanced. From this the writer argues that a vast amount of substitutes had been selling for real butter and that the new law will have a highly beneficial effect on the butter industry. Then the writer adds the following, which is the part that pleases the oleo advocates:—

"Meanwhile the public need not suffer any shortage in regard to that most important element in diet, namely, fat. It may be true that genuine butter fat is the most digestible of all fats, but there is little doubt that many of the substitutes are nearly if not quite as god in this respect. Margarine, cottonseed and other vegetable oils and dripping are perfectly wholesome and palatable substances and afford good human food."

* * *

A committee of the United Retail Grocers' Association of Brooklyn held a conference Monday with representatives of the State Board of Pharmacy. The immediate purpose was to talk over the sale of ironing wax. The Board has been investigating the sale of various kinds of ironing wax by grocers, it being claimed that these articles are sold as beeswax, although they are most commonly compositions.

The grocers explained that these compositions have been sold for a long time as ironing wax. Sometimes a grocer might call a brand beeswax, not knowing that it contained other ingredients, although he had no intention of deceiving. He sold the article under whatever name it was called by the wholesale dealers, so that if fault is to be found with anybody it should be with them.

Assurance was given by the members of the committee that the grocers' associations are ready to co-operate in every effort to stop deception in the sale of anything sold in grocery stores. It is believed that the committee, by talking over this subject, has led the way to a better understanding with the State Board on a number of subjects.

* * *

Two petitions in bankruptcy were filed by groups of creditors Monday against the Buchan's Soaps Corporation, manufacturers of toilet soaps and ointments, with offices at 221 Fifth avenue. Leonard Bronner, who was appointed receiver, with power to continue the business, said that the liabilities are $85,000 and real assets $25,000. Daniel J. Sully, the cotton broker, was the president of the company, which had a capital stock of $1,200,000. It succeeded two years ago the Buchan Toilet Soap Co., which sometime before succeeded the Carbolic Soap Co. Mr. Sully is the son-in-law of the late Philip David M. Thompson, who was president of the original company. A. Edward Glasgow was appointed receiver.

A petition in bankruptcy was filed Tuesday against Gustav Gomprecht, who was in business as the Gomprecht Manufacturing Co., dealers in provisions and manufacturers of sausage at 999 Third avenue. Mr. Gomprecht has been in the business eighteen years and succeeded his father, who started in 1850 and died five years ago, leaving an estate of $300,000. No estimate of the liabilities is given. An effort was made to settle without going into bankruptcy, but this was blocked by a couple of the creditors.

The Southern Match Co., which has offices at 256 Broadway, and a factory at Ronda, N. C., was also brought into the bankruptcy court this week on a petition of creditors, who are officers of the company. George W. Munro, the president, was one of the petitioners, his claim being for $500, money loaned. The treasurer, David C. Myers, was also a petitioner and he claims $5,000, money loaned. The Progressive Supply Co., the third petitioner, has a claim of $1,060 for merchandise. It is stated that the debts amount to $50,000 and that the actual assets are worth $20,000, this amount including the value of real estate, machinery and stock on hand. The company was incorporated in this State four years ago with a capital stock of $100,000. Mr. and Mrs. Mon are said to hold most of the stock. Josiah Cantor was appointed receiver.

A petition in bankruptcy has been filed against Abe Solderer, 19 years old, who was in the butter and egg business at 326 Greenwich street, and who owes about $8,000, with no assets in sight except quantities of eggs said to have been transferred to favored creditors.

* * *

The New York and Brooklyn delegates to the convention of the National Association of Retail Grocers are to go with their friends by boat to Boston, leaving here Sunday. The delegations from a number of Western cities will be met here by the local delegates and all will go together to the convention city.

* * *

Colgate & Co., soap manufacturers, last week filed at Jersey City a certificate incorporating the business which had been a partnership up to that time. The capital stock is $1,000,000.

* * *

New incorporations have filed certificates in the last week as follows:—

Matchless Match Co., New York, to manufacture matches; capital stock, $25,000; incorporators, Paul E. Gonon, Thomas O'Connell, Philip Sands, 372 Pearl street.

International Coffee Co., New York, to deal in coffee, tea and spices; capital, $150,000; incorporators, W. J. Hiscox and E. W. Hiscox, 218 East 61st street; W. E. Graham, 16 Grammercy Park.

Zenith Butter and Egg Co., New York, commission merchants; capital, $10,000; incorporators, E. C. Donnelly and John McCloy, Jr., 357 Greenwich street; A. P. Godley.

United Candy Stores, New York, to manufacture confectionery; capital, $5,000; F. W. Mills and H. M. Browne, 154 Nassau street; J. L. Johnston, 21 Wall street.

* * *

The Gloucester fleet of 12 smacks docked in the East River Tuesday, bringing the first large consignment of mackerel of the season and dispelling anxiety as to the catch being inadequate. The unsettled weather conditions are said to be responsible for the comparative scarcity and high price of mackerel of late. All the fish of the first fleet was bought up before it was unloaded.

* * *

Grocers are joining with other classes of business men in rejoicing because the amended garnishee bill has become a law,

having been approved by Governor Hughes. The law now reaches men whose earnings are $12 or more a week and it may be invoked to collect several classes of accounts that were not recognized by the law before it was amended, including bills for dental and medical services and for clothing, coal and rent.

FRED. A. MCGILL.

Peas are coming from Virginia and North Carolina and are scarce. They command $1.75 to $2 and sell well.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

ELBERT HUBBARD

has written a little book entitled "Useful Hints for Business People." You will each receive a copy of this. Read and digest every line. Then later in the week go all over it again. Every line is a gem. It's a full of business truth and will surely inspire each one of you.

SELLING HAMS.

We'll have to get after the regular hams Monday. We'll put a clean-up price on them of 10½ cents a pound; sell a whole or half one at this figure. Sell them sliced for 22 cents. Just the time for a boiled dinner. What's nicer than a plate of home boiled ham? The spinach is cheap; the new potatoes are plentiful, and there's lots of new bunch beets.

Anyway, we have nearly a hundred hams to sell, so use your best efforts. They're a tender mild-cured ham. Not a bit like the salty flavorless tough things that usually go with a low price.

PLEASE PEOPLE.

That's the whole of it. When a woman goes out of our store pleased we have won her—but for that day only. Your courtesy, your earnestness, your thoroughness must be kept up day by day until it becomes a habit—until it is woven into your very being. Study and practice this art of pleasing people. Don't assume it merely in the store. Carry it home. Let the wife enjoy it. Let the people in the boarding house feel it. Unless you do, it won't become a fixed habit.

LEMONS.

Notice we made 300s lemons $2.85 per box on the wholesale list. That price ought to hit the box trade people. Monday is their day for shopping around. Sell them.

CANNED GOODS SALE.

Preparations will commence in a few days for a big canned goods sale. We will hand you a typewritten list about Wednesday. Our plan is to clean up in a retail way from 150 to 200 cases in .something like three weeks. Inventory comes the last of the month. The success of this sale will largely depend upon the amount of enthusiasm each one of you puts into it. It must be no half-hearted effort. Talk canned goods to everybody. Study your list and get the can, dozen and case prices down fine. Don't be like some drummers that call on us that have to poke into their price-list for every special quotation that is asked. The specialty man that does that isn't on the job.

SPEAKING OF DRUMMERS,

they're a very clever wide-awake set of men generally speaking, and are invariably shown decided deference by this concern, but those of them that are eager about the sale of their own or their competitor's goods, or about the stock on hand, you will hereafter refer them to the management. We prefer not to have them land in this office wise to our doings through a "casual" conversation with one of our clerks.

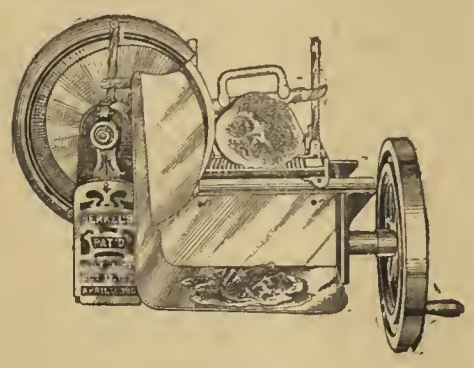
The Good Old Summer Time

is the season when your sliced meat trade is of the greatest importance to you.

People depend more on sliced meats now and less on the heavier meats.

A satisfied customer on sliced meats means a customer on everything else in your store.

Wouldn't you like all the trade of your locality in this line?



Then Why Not Find Out

just what an **American Slicing Machine** will do for you?

It saves time.
It saves labor.
It saves waste.
It increases profit.
It increases trade.
It has done these things for nine thousand other merchants.
It costs you nothing to investigate.

American Slicing Machine Co.
54 Fifth Avenue, Chicago

TIN CANS



METAL SHIPPING PAILS

No Boxing or Crating Necessary

FOR Coffee and Spices we believe you will find this new metal shipping pail the best transportation package on the market to-day. It has been perfected only through practical and exacting experiment. We believe it to be practically theft-proof. The cover fits into the pail and is fastened by clinching the cover-lugs over the wired top of the pail. In addition we furnish small steel fasteners (not shown), which are clinched over the cover-lugs and effectively prevent theft in transit.

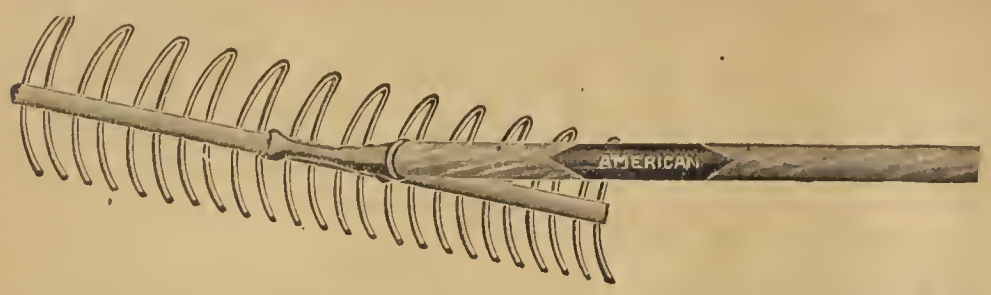
This galvanized shipping pail is made in four sizes: Small, Medium, Large, Extra Large.

Submit Your Requirements to Our Nearest Office.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES



Do you sell **QUEEN LAWN RAKES?**

We have a very interesting price on them for a short time only.

SHALL WE QUOTE YOU?

JAMES M. VANCE & CO.

Hardware Jobbers

211 and 213 Market St., Philadelphia



Taste It Yourself

Have you ever tasted Tabasco Sauce yourself? If you have, you know it is wholly different from other sauces; that it gives food a zest that even the best of the other sauces cannot do.

The good liver who once tastes *Moss' Green Heart Tabasco Sauce* will have it as a table companion forever after. After a week of this sauce food seems flat, stale and unprofitable without it.

You may think this is overstated but try it. This sauce is made by the famous New Iberia Extract of Tabasco Pepper Co., in New Iberia Parish, Louisiania.

Philadelphia Agents

Philadelphia Pickling Co.

260-264 S. Second St., Philadelphia



PEOPLE WHO WANT THE BEST TRY

WOODCOCK MACARONI

and *get it.* It pleases better in flavor and quality than the best imported. They don't hesitate to pay more for it and you make a good profit. Don't hesitate to put it in stock.

WOODCOCK MACARONI CO., Rochester, N. Y.



Fancy Flavoring Extracts

There are plenty other good flavoring extracts on the market—we don't claim a monopoly—but to our mind not even the best has the rich, penetrating strength of **Waldorf Lemon and Vanilla.**

That is partly a matter of materials, partly a matter of manufacturing methods that economize nowhere where quality can be improved. Flavoring extracts cannot possibly be any better than **Waldorf,** and none we've ever tested are as good.

Hetfield Extract and Mfg. Co.

370 Greenwich Street

NEW YORK

THE GROCERY MARKETS

Tea.

The tea market is unchanged throughout. The only development for the week is the opening of the market for new Japans on the same basis as last year. Old teas are held steadily, buying being in small lots, and mostly at full prices. The consumptive demand for tea is fair for the season, but there is no disposition on anybody's part to anticipate it.

Coffee.

The market for Rio and Santos coffee has shown a decided upward tendency during the past week, due to the active support which has been given the market by the syndicate. Spot Santos of medium and good grades is very scarce and the assortment outside of the syndicate's holdings very poor. Mild coffees are steady and unchanged. Java and Mocha steady at ruling prices.

Sugar.

The sugar market is a little weaker. Sales of raws, both Cuban and European, were made at a shade off. The Federal refinery, which can scarcely be accepted, however, as a criterion of market conditions, reduced its prices 10 points during the week. The other refiners remain unchanged, but it would not be surprising if they also made a temporary decline. It can hardly continue, however, after the summer fruit demand sets in. The present demand is only seasonable.

—

As the "Grocery World" goes to press it has become evident that the reduction of ½ cent per pound in the English duty on sugar is destined to have an important effect on the American sugar market. The reduction in duty means a widening in English purchases of raws, and this has already increased the demand. Refiners here have bought all the raws they could get at the lowest prices and present conditions are strong. Advances in refined may now come any time.

Syrup and Molasses.

There has been no change in glucose, and likely will be none, although the corn market is very firm and rules about 25 cents per bushel above last year. Compound syrup is in very good demand considering the season at unchanged prices. Sugar syrup is also active and unchanged. Molasses is dull at ruling prices.

Fish.

The fish market has shown a little more activity during the past week. The decline in mackerel has caused a slight increase in the demand. Some new spring Irish mackerel have arrived this week, unusually early. The quality, however, was good and they brought good prices—$16 to $17. No new shores are about as yet. Cod, hake and haddock are unchanged and dull. Domestic sardines on spot are unchanged and dull. As reported elsewhere, prices on futures were withdrawn on Tuesday, due to a wrangle among the packers. The sales were very light. Imported sardines are unchanged and moderately active. Salmon on spot is unchanged and dull. No future prices have been issued up to the present time.

Canned Goods.

The tomato market, both spot and future, is unchanged in price and in fair demand. There is no indication of any immediate change. Corn, both spot and future, is dull and easy. Peas are moving very quietly at unchanged prices. The only grade which shows any firmness is New York State peas. Apples are easy and sales of New York State gallons are reported as low as $1.90. Peaches are scarce and dull. Baltimore small canned goods are unchanged and quiet. String beans are now offered as low as 55 cents f. o. b., which is a heavy decline from a few weeks ago. California canned goods are unchanged and dull, and in second hands weak.

Dried Fruits.

The prune market is advancing on the coast, but not so much so in the East. Prices here range from a 2½ to 3-cent basis, which is somewhat above the lowest prices reached during the slump. Peaches are dull and dead. Apricots are weak and dull, ruling at a lower price on spot in New York than in Philadelphia. The sales of future apricots have been light, not because the prices were too high, but because of the extremely drastic contract which the shippers are asking jobbers to accept. Currants are unchanged and in fair demand. Raisins are still very cheap, but dull. Apples are only moderately active. A price

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

Skipper Sardines.



They'll suit your customers to a TEA

As you must sell sardines, why not sell the best—the kind that will bring and hold trade for you? **"Skipper" Sardines** will do this.

We guarantee the ***quality.***
We guarantee the ***sale.***
We guarantee your ***profit.***

ANGUS WATSON & CO., Canned Fish Specialists
1011 CHESTNUT ST., PHILADELPHIA, PA.
Branch of ANGUS WATSON & CO., Newcastle-upon-Tyne, England

of 15 cents has been named on new citron, this being about the price of spot goods. Some business will doubtless be done, as the price advances steadily each month. Dates and figs are unchanged and dull.

Beans and Peas.

Pea beans are firm and higher. Domestic pea beans are quoted at $2.40 to $2.45 in Michigan, and imported have advanced to $2.15 to $2.20. Marrows are exceedingly scarce, and anything good would command $2.25 to $2.30. California limas are unchanged and in fair demand. Split and dried peas are unchanged, being still firm, scarce and in fair demand.

Butter.

The butter market is very firm, but unchanged. The season for making butter is about two weeks behind hand, and it is therefore believed that no decline will take place for another week at least. The quality of the butter now coming in is good for the season, but will get better as the season advances. The above applies as well to Western butter as to near-by.

Eggs.

The egg market has advanced ½ cent. There is a very good consumptive and speculative demand, and if present weather exists the market will likely be very firm. Conditions will hardly change for two or three weeks, after which there will probably be warmer weather, a decrease in production and slightly higher prices.

Cheese.

Old cheese is firm and unchanged. Some new cheese are coming in right along, and their quality is not as fine as it will be, nevertheless, the market is cleaning up at 3 cents below the price of old. Throughout, the market is in a healthy condition, and the outlook is for a good make of cheese this year. The future depends on the demand.

Provisions.

The market in provisions is generally steady. All cuts of smoked meats are steady at unchanged prices. There is a fair demand reported for the whole list. Pure and compound lard is unchanged and in good demand. Barrel pork, dried beef and canned meats show some increase in consumption and unchanged prices.

Green Fruit.

Apples, Baldwins, $2 to $3.50 per barrel; Spy, $2 to $4 per barrel; Spitz, $2 to $2.50 per barrel; Russets, $2 to $3.25 per barrel, demand fair; pineapples, $2 to $3.25 per box, demand fair to good; grapefruit, $2.50 to $5.50 per box, scarce and good demand; lemons, $2 to $2.50 per box, demand slow; Florida oranges, $3 to $3.50 per box, demand fair to good; Californias, $3 to $3.75 per box, demand fair to good; bananas, firsts, $1 to $1.75 per bunch; 8-hands, $1 to $1.25 per bunch; 7-hands, 75 to 90 cents per bunch; 6-hands, 50 to 65 cents per bunch; reds, $1.50 to $3.50 per bunch, demand slow.

Produce.

Pennsylvania potatoes, 90 cents to $1 per bushel; York State, 90 to 95 cents per bushel, demand fair; sweet potatoes, firsts, $1.15 to $1.25 per basket; seconds, 60 to 75 cents per basket, demand fair; carrots, $2 per barrel, 50 cents per basket, demand good; Bermuda onions, $1.65 to $1.75 per bushel crate; Texas, $1.65 to $1.75 per bushel crate, demand fair; Egyptians, $3 per two-bushel bags, demand good; yellow turnips, $2 per barrel, 45 cents per basket, demand fair to good; spinach, 75 cents to $1 per barrel, demand fair; rhubarb, $1.50 to $2 per 100 bunches, demand good; watercress, 2 cents per bunch, demand fair; radishes, red, $2 to $2.50 per 100 bunches; white, $3 per 100 bunches, demand good; horseradish, $3 per barrel, demand fair; scullions, $1 per 100 bunches, demand good; salad, 4½ to 6 cents per bunch, demand good.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7½ cents per pound; roasted, choice, $1.15 per bushel; fancy, $1.50 per bushel; jumbo, $1.65 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12½ cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Further buying of tomatoes this week, for both spot and future deliveries, was almost the only feature of interest in this market. The volume of sales were not as large as those of the week previous, but they were as much scattered and indicate a better feeling in that article. The month of May is one of the largest distributive months in the year for spot tomatoes, hence more activity in them is expected. The tomato growers and the canners made but little progress this week in getting together on a fixed price per ton for the coming crop because the growers refuse to yield and claim that they can grow other crops that are more certain to produce better results. Unless they come to some agreement shortly, the acreage to be planted in tomatoes this season will be greatly reduced as compared with that of last year. The new pack of the Spring crop of Spinach is now ready for prompt shipment, and the price is a shade lower.

There was only a small demand this week for fruits of any kind,

and it is fortunate for the holders that the stocks of peaches and berries are so small. The market for canned apples continues weak, and pears are going out slowly. Vegetables were fairly active in a small jobbing way, and the articles most in demand were corn, string beans, baked beans, peas and sweet potatoes, but orders for straight carload lots were scarce.

The sales up to this date of all kinds of fruits and vegetables for future delivery are very small in comparison with previous years, and the effect of it upon the market later on is a problem which interests both the canner and jobber alike. At this time the market looks to be in buyers' favor, for the reason that all quotations on future goods are based on the most favorable outcome as to the crops and labor. A spell of cold weather with high wind and heavy rain struck this section on Thursday night and much damage is reported to have been done in the canning districts, the extent of which cannot be fully ascertained for a few days, though the newspaper reports state it to be quite large.

THOS. J. MEEHAN & CO.
Baltimore, Md.

—

No. 2.

The buying of tomatoes is fair, though there is no snap or activity. We have noticed a little bit better inquiry and demand for No. 2s. There is some inquiry for future tomatoes, though practically no business being done. Offers are being made for fair size lots at 75 cents per dozen, but so far we have not been able to find any sellers at this price for good standards. We have been offered some fair standards at 75 cents per dozen, though no full standards.

The packing of pineapple will begin very shortly. In fact, a few pineapples have been packed in Baltimore this week. The season, however, will hardly begin before the middle of May.

THOS. G. CRANWELL & CO.
Baltimore, Md.

—

California Fruits.

To give you our views in this report as to what the growing crops will be is but to confirm the opinion we gave you at the beginning of April and the beginning of March, viz., in our last two reports.

Apricots.—Since our last report we have had severe frosts, which have damaged, in some sections, some orchards of apricots, and evidently done some serious damage to the growing prune crop. No considerable damage, however, was done to the apricot crop, and we repeat that the present indications are that it will be the best we have had for several years.

Peaches.—We can repeat the same information that we gave you in our last two reports, the indications being for the largest crop we have had for several years.

Cherries.—On these indications are for the largest crop in years also.

Pears.—Would also repeat the information of last two reports in reference to pears.

Asparagus.—The pack of white asparagus will be shorter than anticipated at the beginning of the season. Pure white asparagus will be very difficult to obtain. Palmetto white will be in moderate supply. Green will be plentiful. Prices on the canned article will undoubtedly be much lower than last year, possibly 15 per cent. lower. We do not look for any surplus pack.

Resumé.—Although the fruit crops were not suffering very much for want of rain, we are pleased to state that we are having seasonable rains, which can only be beneficial to growing crops.

As to the prices that will rule, we have no reason to change our views as given in our previous reports.

We have suggested that fruit growers must thin their trees where they are overloaded, for unless they do this the fruit will be small, and they will have great difficulty in finding buyers for their crops, because the dried fruit business being in bad shape, and dealers having been seriously hit during the past season, the speculative feature of the business will be largely eliminated, and unless producers use every effort towards producing better fruit, they will certainly suffer very severely.

CALIFORNIA CANNERIES CO.
San Francisco, Cal.

—

Western Canned Goods.

Doubtless you will be interested in knowing the conditions in the West as to the canned corn situation.

We are having the most backward season we have had since 1901. The weather has been exceedingly wet and cold, the ground so soaked with water that it will be impossible to do any planting until after the middle of the month. From present indications the season will be fully three weeks later than usual, with the best of weather conditions from now on.

The acreage planted to sweet corn will probably be the smallest within the past eight years, owing to the difficulty in securing contracts with farmers. Field corn has now passed the 70-cent mark in Chicago, and farmers have been able to sell their spot corn at from 60 to 65 cents per bushel. Other coarse grains are selling at equally high prices. This has given farmers very much better returns than they could possibly expect from a sweet corn acreage, and as a result the canners have not been able to make contracts. In addition to this, the seed corn is very scarce and poor in germinating quality, there being scarcely enough seed to go around even with the acreage already contracted. Canners' contracts are practically exhausted, not enough corn in the hands of canners to meet a normal consumptive demand for thirty days.

Under the circumstances the value of spot goods should be on a very different basis from what it is.

We are informed that jobbers have not placed to exceed 10 per cent. of their usual orders for future corn, although inquiries as to prices are coming in much more freely than ten days or two weeks since. Canners have made no efforts to sell futures, owing to the difficulty in securing acreage contracts from farmers, and from present appearances there will be very few contracts made in the next thirty days.

IROQUOIS CANNING CO.
Onarga, Ill.

—

Spices.

The market is somewhat firmer, buying being more liberal for actual needs. Singapore pepper is exceedingly scarce. In fact, it is reported that there is practically none to be had except what is due to arrive during this month.

Pepper.—Penang is still cheap for import. This pepper, together with Singapore, is lower than other grades. Singapore pepper should do better, as stocks are entirely exhausted. This is the first time this has happened in many years.

Cayennes practically unchanged during the week.

Cloves.—Spot goods very scarce. Prices are unchanged during the week and it is very hard to predict the future of this article.

Pimento (Allspice) at record prices. In fact, prices have not been so low in many years. The future for this spice is safe at present value.

Mace very scarce and somewhat firmer. Demand will be better from now on.

Nutmegs are exceedingly low, especially the larger size nuts. The present is the most advantageous time to buy in large lots.

Cassias.—Saigon and China are both scarce, but are quoted lower for futures.

Gingers somewhat firmer and prices appear to be moving upward.

Seeds.—Demand very steady. Celery, Caraway and Mustard unchanged. Canary remains low; demand very good.

MCCORMICK & CO., INC.
Baltimore, Md.

MARKET NOTES.

Old white potatoes have stiffened up, owing to a large percentage of the stock being held in firm hands. The price at this writing is 80 cents; it was 65. The demand is fair.

—

Florida tomatoes are reaching the turn of the season and have advanced to $3 for the best. Hothouse range from 20 to 25 cents and are in fair demand.

—

Asparagus from near-by points is still abundant. Small white ranges from 12 to 15 cents and large 20 cents, extra fancy 30 cents. The demand is good.

—

String beans are coming from Georgia, Charleston and Florida. From $1.75 to $2 is a fair range for the Georgia and Charleston beans,, and $1 to $1.75 for Floridas.

—

Cucumbers are cheap, ranging from $1.25 to $1.50 for Floridas and $1.25 per dozen for hothouse. The demand is good.

—

The first Florida watermelons are in market, commanding $1 each. There were only a few, and the quality was fair. The demand, however, was light.

—

Most of the salad on the market is from near-by points and ranges from 3½ to 5 cents. Southern salad ranges from $1.25 to $1.50 per half-barrel crate and is selling well.

AMONG THE TRADE.

There is some difference of opinion as to what future Columbia River salmon prices will be. It is expected that they will be named about June 1st. Some of the packers are in favor of an advance of 10 cents on talls and flats, but it is not considered likely that the advance will be made, owing to financial conditions.

—

The California Fruit Canners' Association is expected to name future prices on canned asparagus during the coming week. There is some reason to believe that they will be lower than the prices of the Central Canneries, named last week.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Fort Fairfield, Me., April 10, 1908.
Editor Science of Advertising.

Dear Sir:—We are sending you under separate cover a copy of our local paper containing announcement of our change from credit to cash, also a couple of ads for your advertising man to criticise. The circular we mailed to all our customers immediately after the paper was issued.

We wish to acknowledge our indebtedness to those "Grocery World" subscribers who have recently sent in similar announcements to be published. We gleaned many valuable points from their papers.

We also desire to express our appreciation of the "Grocery World." We would not try to get along without it.

Yours truly,
JOS. PEARCE & SONS.

The circular in which the above firm announced to their customers the change from credit to cash was as follows:—

A PERSONAL WORD.

Dear Sir or Madam:—You will notice in this week's "Review" our announcement of a change in our business policy. Hereafter we shall do a "strictly cash business."

We have gone to a considerable length to explain our reasons in this week's "Review."

To you personally we wish to say that we very much appreciate the business you have always given us, and we trust that you may see your way to favor us with your orders in the future. We will be prepared to give them better attention than ever.

We hope that all our old customers to whom we have extended credit in the past will not criticise us too harshly now that we have to ask them for cash.

We have studied over this for several years, and have only made up our minds, after much hesitation, to take this step. We don't expect to ever regret taking it, and we don't believe that you will if you decide to go in with us.

There is no doubt but that paying cash is the simplest, easiest and most economical way for anybody to do business.

TO OUR TOWN CUSTOMERS WHO USE OUR DELIVERY TEAMS.

We will have for sale coupon books at 2, 5, 10, 15, 20 and 25 dollars each. We will allow 2 per cent. discount on these books. This discount, together with the fact that you will be buying at lowest cash prices, will, we hope, induce you to continue trading at our store. We have adopted these books for the special benefit of our delivery customers, as we know it is hard to make change at home, or always to be there when the boys bring the goods.

Our telephone ring is 17-2, and we have a private line, so that you ought to be able to reach us at almost any minute.

Yours sincerely,
JOSEPH PEARCE & SONS.

The announcement of the change contained in Pearce & Sons' local paper occupied the greater part of two columns and is reproduced below. As a matter of fact, it probably should have appeared here before the letter which referred to it:—

ANNOUNCEMENT

Our business will be put upon a STRICTLY CASH basis on the 20th DAY OF APRIL

WHY?

Because, after making a close study of the question, we believe that it will not only be to our advantage but to yours as well.

The Tendency of the Times

is more and more through shorter credits to a cash basis. Cash stores are by no means a new thing, except in some districts. In the more thickly settled vicinities all the larger and more progressive stores have adopted this system.

Some Advantages to You

You don't have to help pay the bills of the man who won't or can't pay his own. Every credit merchant has to allow, in figuring his margin of profit, on a certain percentage of bad bills

You don't have to help pay for bookkeeping expenses, stamps, statements, envelopes, ledgers, etc., which are a heavy expense to every credit store.

You don't have to stand for any mistakes of clerks or bookkeepers in figuring up your bill, which are bound to happen in the best regulated establishment.

You don't have a bill coming in at the end of the month, so much larger than you expected, that you exclaim, "How on earth did that ever get so big?" When you are not paying cash you don't realize how much you buy.

You will live more economically when you are paying cash. It's easy to buy when you only have to say "Charge it."

You always know just where you stand.

Are not the above real advantages?

Some Advantages to Us

By selling for cash we can pay cash and take our discounts, which in a year would constitute a large saving.

We can improve our service, thus increasing our trade and our efficiency.

No man, unless with large capital, who has several thousand dollars on his books all the time, can give the necessary attention to either his customers or his clerks; a large amount of his time must be given to looking over and collecting accounts. This practically saves expenses of one man, as it leaves the proprietor free for other duties.

We can give lower prices, because we can turn our money over often, and save bookkeeping expenses, bad bills, etc. This is a great advantage, especially to a market-man. Here in Aroostook the markets each year have to depend more and more upon western beef and pork. For this we have to pay every seven days, there are no exceptions to this rule. Now we'll leave it to you, if it wouldn't cut to pay cash for goods and trust them out for from one to three months and sometimes, unavoidably, for longer times.

IT'S UP TO YOU

to decide these things. We just ask you to read what we have written here and then figure it out yourself

Just notice that under advantages to us, we have lower prices and better service. We count it an advantage to us to be able to give these, but they are also real advantages to you.

And wouldn't it pay you, if you happen to be a little short of money, to have a little rather than to run bills? Wouldn't you feel better to owe all in one bunch and know just what it was? In buying for cash it wouldn't take long to save the interest and more.

THANK YOU

We wish to give our heartiest thanks to the many friends and customers who have patronized us in the past.

We appreciate the large business you have given us, but we know that we would not have had it if we hadn't deserved it—if we hadn't come pretty near suiting with prices, quality and service.

Under the cash system we shall do even better, so we hope that your patronage will continue just as long as we deserve it.

Jos. Pearce & Sons.

This is a good advertisement. It might have been cut down a little in verbiage and size, but all in all it is just about what it ought to be. It is a delicate matter to tell a customer who has previously been considered worthy of credit that from now on you will expect her to pay cash. The fact that you are not singling her out alone, but are treating all customers alike, helps some, but nevertheless it is still a matter to be handled with gloves. I think this advertisement goes at it admirably in treating it as a business proposition pure and simple. If the consumer can be made to realize that it will actually pay her in several ways, to pay cash, she will do it and the revolution will be bloodlessly won. So that it seems obvious that the way to get at the thing is not sentimentally, but from the standpoint of the pocket-book, just as Pearce & Sons have done it. I think, however, that instead of sending a letter which referred to the main announcement which may not have been seen, I should have had the advertisement reproduced as a circular, the greater part of it, at least, and sent that. Then everybody would have seen it.

* * *

Pearce & Sons are doing good advertising, in regular directions. They send me a couple of their regular advertisements, the best of which I reproduce below. One of the two is double and the other single column. The former I don't think much of, but the single-column advertisement is good. Here it is photographically reproduced:—

Table Delicacies

This Week

CELERY - 20c. per bunch

Arrives Friday afternoon by express, so it's sure to be nice and crisp for your Sunday dinner.

Kippered Herring 5c. each

These delicious lightly smoked and slightly oiled fish have evidently suited the majority who have tried them, as we are having a steady sale for them. They make a nice supper with baked or creamed potatoes.

Scallops 50c. per quart

We don't have these very often, and there is not much known about them up here, but they are considered a great delicacy in the cities. They are the cleanest, whitest-looking article in the fish line. Make nice eating stewed or fried in crumbs.

Oysters in Shell, $1 per pk

BLUE POINTS, these are. We could get cheaper ones, but thought it best to get the best, as we don't have them very often.

Wouldn't a few on the half-shell taste pretty good to you?

Finnan Haddie 15c. per lb.
Clams (shelled) 30c. per qt.
Clams (in shell) 40c. per pk.

There is not much demand for the goods here, but we like to be in style occasionally. If there is any article in the above list of which you are fond, buy some, and help us clean up, that we may try it again another day.

Pearce's
ESTABLISHED 1870
The Home of Good Coffee

I regard this as an extremely good advertisement. The only criticism I would make of it is that it is worth a better head. "Table Delicacies" is a little tame. "Good Things for Your Table" is a little longer, but better, I think.

AGENTS WANTED

To Solicit Subscriptions to
"The Grocery World"

Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

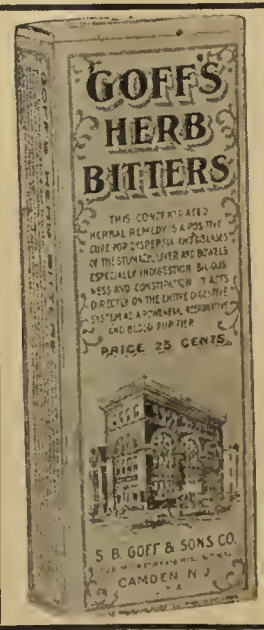
MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.



$45 Profit on Three Gross
GOFF'S HERB BITTERS
The Great Remedy for Dyspepsia
Write for plan how to make profit.
S. B. GOFF & SONS CO.
Camden, N. J.
Established 1872

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.

PERFECT BEEF TEA IN ONE MINUTE
ANKER'S
BOUILLON CAPSULES

Anker's
Bouillon Capsules

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

Southern Grocer Kicks Over Fruit Trade

Says He Can't Get a Barrel of Apples That Runs Uniformly Good. Answers Recent Criticisms by Jobbers That Retailers Get Too Much for Apples. Lemon and Orange Conditions Also Unsatisfactory.

I saw an article in a Northern fruit paper accusing us retailers of trying to get too big a price for apples. We think the jobbers responsible for the slow movement of apples. Down here we pay $5.50 for a very inferior apple. Freight is 50 cents, which makes it cost us $6. By the time we throw away the spoiled ones, which always run from 10 to 15 per cent., it leaves our profit about $1 per barrel. We can't afford to work that cheap. I see apples quoted $2.50 to $3.50. Freight to the jobbers can't be over 50 cents per barrel. This gives the jobber a profit of $2 to $2.50 a barrel. The man who opens them and hands them out by the 5, 10, 15 and 20 cents' worth gets less than half what the jobber who sells them in one to ten-barrel lots at the time. There is where the trouble lies, I think.

Another thing, we get a barrel of apples and open them. The top is fine. The second layer is worse and it continues so until the middle of the barrel is reached and they are so bad that you can't get any kind of a price for them. I have been selling apples for twenty years and I have my first barrel to open yet that was good throughout. It is getting worse with apples, oranges and lemons. We once could order 96s in oranges and get fine oranges. Now you get just the ordinary size. The difference is only in the number. You order all extra fancy apples or lemons. All the difference is in the price. You are charged 50 or 75 cents and possibly $1 more for putting extra fancy on your order. The grocery man gets disgusted and quits ordering, and when he drops out it is left entirely to the Italian fruit dealer, and he gets his 35 cents or $1 per dozen for his fruit, and therefore the people quit eating fruit. The packer and distributer are the men who are killing the business.

I am in a truck-growing town and I find that the grocer will pay 25 cents more for select goods packed throughout than he will for false packing, and the men here who pack good goods get good prices and have no trouble in getting rid of their goods. I suggest to the gentlemen to give us goods that we order and at prices that we can live at, and you will see how the apples will move. We can always sell good stock, and bad stock is a stayer. I bought an extra fancy apple for my Christmas trade and out of the eight barrels I bought I could not get a dozen good apples. Of course I will never buy anything from that firm again, but the question arises in my mind: "Can I do any better?" If you would sound the grocery trade throughout the South you will find nine-tenths of the grocerymen just like me. I would like to hear from some of them through your columns.

H. S. Archer.

Centreville, Miss., May 5, 1908.

BOOK REVIEWS

Receipts for the Preserving of Fruit, Vegetables and Meat. By E. Wagner, Technical Manager of the Preserving and Marmalade Departments of the Trachenberg Sugar Boiling Works, Germany. Published in the United States by D. Van Nostrand Co., 23 Murray street, New York. Price $2.50.

This is a small book of 115 pages, with four illustrations, describing with great fullness the modern method of preserving fruits, vegetables and meats, without the use of chemical preservatives. The book goes into more minute details regarding manufacturing processes than any previous work of its class, and will probably be of great value to manufacturers in the lines represented.

Do you realize what 70 per cent. profit means? If you could make that on all the goods you sell you could soon retire with a competency. By selling Goff's Cough Syrup, a standard remedy that has been on the market for many years, you can make at least 70 per cent. Better write to S. B. Goff & Sons Co., Camden, N. J., and let them tell you how.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Stilton Cheese.

This rich, white and solid cheese has long been esteemed by many of our native gourmets and epicures as the finest and richest cheese made in England.

It is never made at Stilton, although this Huntingdonshire village gave it its name. Years ago, when coaches used to pass through Stilton, many travelers put up at the inn, where remarkably good cheese was served to them. Its renown grew, and hence the fame of Stilton cheese; but it was at that time really made in Leicestershire by the landlord's sister, who held the original recipe. It is now made in several of the adjoining counties, and Melton Mowbray is the market centre.

It is made of new milk and cream, the cream of one day being added to the entire milk of the following day. They are made of all sizes, but in form are generally twice as high as they are abroad, and on analysis, when fresh, show about 32 per cent. of water, 24 of casein, 37 of fat, 2¼ of milk-sugar, and about 4 per cent. of ash. When mature, they are nearly like Gorgonzola and Brie cheese, but are not considered sufficiently ripe and mellow for cutting until two years old at least, and not perfect unless decayed, blue marked and moist.

Sultana or Smyrna Raisins.

These small light-colored raisins derive the name of Sultanas from the specie of grape used. They chiefly come from Turkey, and are nearly all shipped at Smyrna; the inland districts of Nymphio and Magnesia producing half the whole crop, but of late years some very fine Sultanas have been produced in Greece. Considerable quantities are also grown around Tchesmé. Sultanas comprise many varieties, distinguished by the names of the places of their respective growths, such as Carabournou, Vourla, Tchesmé, Phocé, Yerli, etc. The first named are considered to be the best.

Sultanas are usually of a pale golden yellow color, with thin and delicate skins, and are very sweet, but without much flavor. They are usually cured in boiling oil. Their chief characteristic is the absence of stones, seeds or kernels, thus saving time in cooking, but they are also popular as a table fruit and for confectionery.

Tablet Tea.

Tablet tea has become a very popular form of tea in Russia and Siberia. It is of much superior quality to brick tea and tile tea.

Tablet tea is nearly all packed at Kiukiang, in Canton, by Russian firms.

It is made from the finest tea dust procurable, the selection of which is the work of skilled experts. The price paid at the factories for the dust varies from 10d. per pound upwards, while that used for brick tea costs only about 2½d., and for tile tea about 1½d. per pound.

It is manufactured by steam machinery, but the tea is not moistened or softened by steam, as with the other compressed teas. Dry tea dust is poured into a steam mold on a steel cylinder, and the pressure brought to bear is about two tons per tablet, which renders it perfectly hard and solid, and something like a block of chocolate in appearance, particularly as the tablets are also marked or divided into similar small portions. Each tablet of tea weighs about 110 grams, of about 15½ grains to the gram.



Perfect for

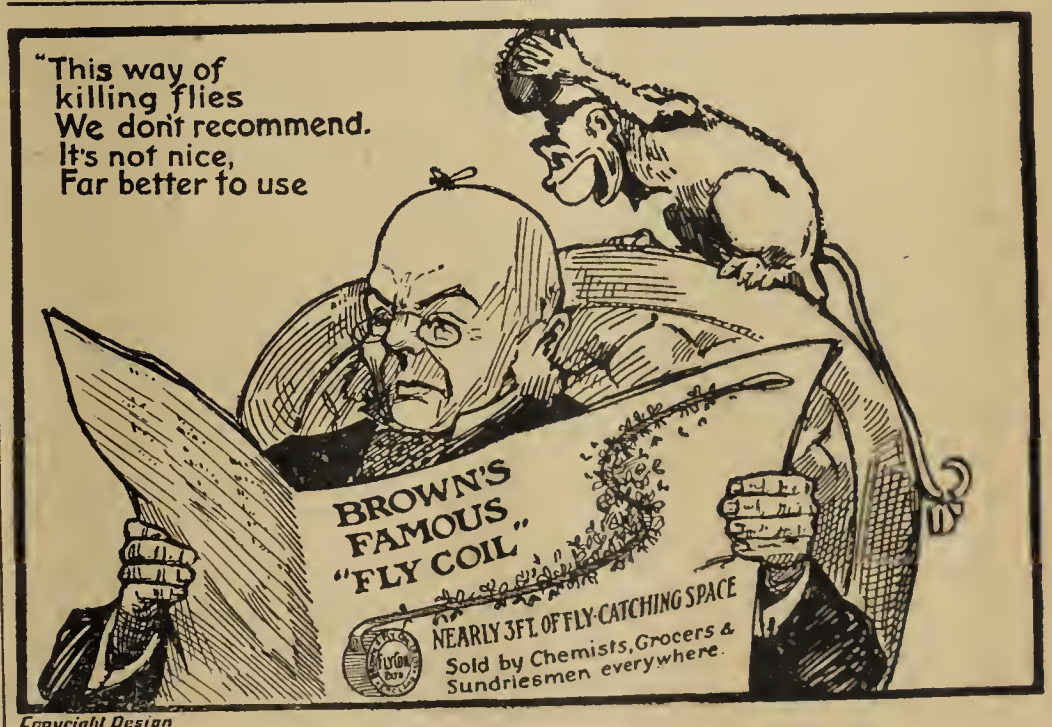
HOT or COLD Starching

Sell Argo Gloss Starch to your customers instead of bulk starch. It is a clean, uniform product of high quality, coming to you in convenient packages all ready to pass over the counter. Saves time and waste, and use of bag and string—and shows as much profit as bulk. Makes a more satisfied customer.

An Instantaneous Success

Popular in Price—Widely Advertised

CORN PRODUCTS MANUFACTURING CO.,
Davenport, Iowa.



Copyright Design

THEY USED TO SAY—

"You can catch more flies with molasses than you can with vinegar."

That was before we made

BROWN'S FLY COIL

"CATCHES THEM ALL"

It's the only fly-catcher worth talking about now. Nearly three feet of fly-catching space and holds more flies to the square inch than anything you ever saw. Hang one up and see how it protects your goods. See the flies jump for it. See it jump for the flies, too. You can catch customers for it as easily as it catches flies and make a good profit.

BUCKNAM & VANDERPOEL, *Wholesale Agents*
198 W. Broadway, NEW YORK
BROWN'S FLY COIL CO., Brook St., Bury, Lancashire, Eng.

Great care is required in the manufacture and packing, and the cost is comparatively high. The tablets are wrapped first in tin-foil, then in expensive and attractive paper wrappers, and finally packed in tin-lined cases for export to Russia.

The tea, it is stated, loses none of its flavor by being pressed into tablets, and as tablet tea is only one-sixth of the bulk of leaf tea, it is most convenient for travelers, backwoodsmen, or armies in the field, or for transporting into the remoter regions of Russia.

Glucose-Baking Powder War Off.

Invitations to Witness the Mutual Carnage Recalled. Differences Adjusted Between Corn Products Co. and Royal Baking Powder Trust. Trade has been Hopefully Expecting Juicy Prices.

Advices were received from an inside source during the week that the threatened competition between the Corn Products Refining Co., makers of glucose, and the Royal Baking Powder Trust, makers of baking powder, was off. It was stated that the differences between the two concerns "had been adjusted" and each would remain in its own field.

The trade of the whole country have been looking for fur to fly between these two companies concerned. The Royal Baking Powder Co. loads its powders with starch, and for years has been a very heavy customer of the Corn Products Co., the largest producer of starch in the country. Several months ago a controversy arose between the two and relations became strained. The Royal Baking Powder Trust announced that it had bought a Western glucose company and would very soon have glucose and syrup on the market in competition with the Corn Products Co. The latter announced that it had long looked with favor upon the baking powder business and expected shortly to engage in it.

Naturally the entrance of each into the field in which the other now has a practical monopoly would have meant war and loss, and the realization of this fact unquestionably led to the making of peace.

Kentucky State Convention Great Success.

Twenty Towns Represented. Street Parade Through Wholesale District had Over Two Hundred in Line. Food Show in Progress.

Special correspondence of "Grocery World."

Paris, Ky., May 6, 1908.

The first convention of the Kentucky retail grocers was held in Paris, Ky., on the 28th and 29th of April and was successful beyond expectations.

The delegations from Newport, Covington and Cynthiana were met at the depot and escorted to headquarters in the Elks' Temple. One hundred men were in line, preceded by band. The meetings were held in the court house, beginning on Tuesday at 2 P. M. Addresses of welcome and responses took part of the afternoon and discussion of the new constitution the balance. At the evening session Mr. J. C. Hunt, wholesale grocer of Louisville, and John I. Logan, representing the millers of Bourbon County, each delivered an address, which was enthusiastically received by an audience that entirely filled the hall.

On Wednesday morning the new constitution was adopted and the National Secretary, John A. Green, addressed the convention at length. At 2 P. M. the delegates and local grocers assembled and formed a procession and visited the wholesale houses and milling plants. There were over 200 men in line and all delivery wagons were decorated and followed up the rear. The procession was again headed by band, and the stores and public buildings were liberally decorated.

A food show was in progress and was visited by the entire delegation. At 8 P. M. a banquet in Elks' Hall was attended by all the delegates and business men of the city of Paris.

The officers of the Kentucky Retail Grocers' Association are H. W. Horner, of Newport; treasurer, Chas. B. Cook, of Paris. Mr. Cook is entirely responsible for the success of the State convention. He was elected delegate to Boston, with expenses paid. The next meeting will be held at Frankfort (capital) on the 2d and 3d Tuesday and Wednesday of May, 1909. There were twenty



The Broom the Housekeeper Swears By

Have you ever noticed how your customers pick over your brooms, ask questions, and then pick out one and tell you they will try it—to come back later and tell you the corn broke, that it didn't last, and that they don't want any more of the same kind?

If you sell these people a CHIPMAN BROOM you will never have a complaint again, you will never be able to sell them any other kind, and you won't want to, because the profit on the CHIPMAN BROOM is so big.

Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.

The FLAVOR that Comes From NORWAY

There is no tastier fish dainty in the world than our Norwegian Sardines. We've personally eaten of every sardine packed; there's nothing like these anywhere.

Tiny, young, tender white fish, daintily smoked and packed in fine olive oil. They have the flavor that comes only from Norway and you can sell them as sure as you are in business.

We're anxious to sell a sample can for your own table. Packed with can opener and wrapped in oiled paper. $1.10 per dozen; $9.00 per case of 100.

Niagara Fish Company, Lake Street, Buffalo

Your satisfaction

is our chief aim, just as your customers' satisfaction should be yours; **Fels-Naptha** soap is the best woman-satisfier any grocer can sell. It does save time, work and worry, and is continually gaining new friends.

Let yours be a satisfaction store.



towns represented. Cleveland delegates to Boston will be in Philadelphia, Saturday, May 9th.

The following resolutions were among those adopted:—

Whereas, The exemption laws of Kentucky work an injustice upon dealers in the necessaries of life and encourage improvidence and dishonesty by making heads of families irresponsible for the support of their families; therefore be it

Resolved, That the Kentucky Retail Grocers' Association, in convention assembled, hereby petitions the Legislature of our State to so amend the exemption laws as to make nothing exempt from execution upon claims for necessaries of life furnished a family; and be it further

Resolved, That our Legislative Committee, to be hereafter appointed, use its best efforts to obtain the passage of a law in conformity herewith.

Whereas, Retail grocers are only an instrument for the distribution of goods between the manufacturer and packer; therefore be it

Resolved, That we petition the Legislature to insert a clause in the present pure food law to the effect that when a retail grocer handles goods in original packages, which have been guaranteed to him as to their compliance with the pure food laws, he be exempt from any penalty for its infraction, should the contents prove otherwise.

J. A. G.

Hothouse radishes range from 2½ to 3 cents per bunch and are selling well.

Look Hard at This Scheme

What is the Game of the "Business Men's Association of Pennsylvania"? Supposed to be Aiming to Repeal the Mercantile Tax Law, and to that End is Raking the State for Money. Collects Hundreds of Dollars from Various Retailers. Dauphin County Court Suspects Motives. The Scheme Examined.

Some attention is being attracted to the scheme of an organization calling itself "The Business Men's Association of Pennsylvania," whose headquarters are in Philadelphia and whose one avowed object is to secure the repeal of the Pennsylvania mercantile tax law at the next legislative session. The association has been collecting large sums of money from retailers of all classes throughout the State, and there is some reason to look upon it askance.

The officers of the organization are as follows: President, Alexis J. Limeburner, 2024 North 22d street; vice-president, Charles W. Dickenskid, 5211 Baltimore avenue; secretary, Thomas C. Thompson, 16th and Federal streets; treasurer, Robert Haight, 1524 Chestnut street. These officers are curiously selected for an organization supposed to represent the retail trade. Limeburner is given no occupation by the Philadelphia directory; Dickenskid is a doctor, Thompson a grocer, and Haight a newspaper man. Only one man on the list, therefore, is a merchant.

One day last week the promoters went into the Dauphin County Common Pleas Court, which is located at Harrisburg, the State Capital, and applied for a charter. The court inquired what the corporate intentions were and when told that it was to work in the State Legislature to repeal the mercantile tax law, remarked that that looked like lobbying and held the matter under advisement. This very probably means a refusal to grant a charter. Some of the officers of the concern are quoted as having stated that if the Dauphin County Court refused a charter, they would go into the Philadelphia County courts, but in all probability that would do them no good if the charter had been refused by the court of another county.

This is exceedingly important to the retailers who might become members of the association. If it becomes incorporated no member is responsible for its debts. If it remains unincorporated, every member is in a sense like the member of a partnership: he can be joined in a suit against the association.

The mercantile tax law is exceedingly unpopular among the retail trade of the State for various reasons, and the object of the "Business Men's Association of Pennsylvania" will probably find ready response in the breast of every retail merchant. It is of course important to know whether this particular organiza-

Does Your Trade Want Quality or Quantity?

Give them **Both** by selling **Malta Vita Corn Flakes**—the best flakes and the biggest box for 10c.

Moneysworth and satisfaction build up a big trade. That is why **Malta Vita Corn Flakes** are the best selling on the market. They win out on any test you can make.

Sample them yourself and then let your trade know how good they are. That is all you need do to get a nice, steady business that means

PROFIT FOR YOU EVERY TIME ONE OF YOUR CUSTOMERS SITS DOWN TO BREAKFAST

Did you ever stop to think what that will amount to. If you sit down and figure it out the "answer" will be an order to your jobber.

Malta Vita Pure Food Company, Battle Creek, Michigan

E. C. HARDING & CO., Philadelphia Representatives



This is a picture of Duffey's Cider place at Atlantic City. It is particularly fine work and it is out of the ordinary. If you have out of the ordinary ideas for your store there is one firm who can carry them out.

MILLER & ENGLAND

No order too big, none too small, to be given our prompt and best attention.

7012-14-16-18 Woodland Ave.

PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.

Everyone Knows Wilde's Coffees!

Wilde's Coffees are Coffees with a reputation of ninety years. No matter how strong the competition, the sales constantly increase because once a drinker of **Wilde's** Coffees always a drinker—on this account your labor of selling is made easy, and there is no trouble in holding trade where once introduced.

By allowing us to quote prices you will save money.

Samuel Wilde's Sons Co.

Importers

Coffee, Tea and Spices

11 Dutch Street

NEW YORK

tion is fit to be trusted with the management of the campaign. The Retail Merchants' Association of Pennsylvania, a bona fide organization of several years' standing with local affiliations all over the State, would seem to be sufficient in this field. This association made a hard fight to have the tax law repealed at the last legislative session, but failed. If an organization like that, actually representing to the fullest extent the retail trade of Pennsylvania, could not succeed, it seems quite unlikely that a professional promoting organization such as this could get anywhere at all.

The avidity with which the "Business Men's Association of Pennsylvania" is scouring the retail trade of the State for money has made a good many people think that that may be its real object. This is the way the scheme is looked upon by the local papers of the towns where the association's agents have been.

The following is from the Bellefonte (Pa.) "Watchman." The solicitors there, according to this paper, were Limeburner, the president, and Dickenskid, vice-president:—

Wednesday morning the two men were up bright and early and started in to work the town. They are wise in their business, for the first firm visited was one of the most prominent in Bellefonte.

After the merchant had signed the petition and been politely thanked for his willingness to help along the good cause, he was very politely told that, of course, there was considerable expense entailed in making the canvass and in getting the matter in shape to present to the Legislature, and for this purpose a fund was being raised by the voluntary contributions of the merchants who had signed the petition. Of course, they stated, it was not obligatory on any one contributing anything if they did not see fit to do so, and this plausible argument had the desired effect and the merchant most always paid.

The two men worked Bellefonte Wednesday morning, managing to see most every merchant in town, and not only got their signatures, but contributions from each in sums ranging from $2 to $5. They left that same day on one of the noon trains, and then the merchants began to get awake. The more they thought about it the more they were convinced that they had been stung good and proper, and that there was nothing bona fide in the proposition. They made inquiries for the two gentlemen, but found they had left the town quite suddenly, and then they sought their attorneys and the sheriff. But neither of the latter could understand where the merchants had any chance to recover, and consequently they are wondering just what they were up against.

It is variously stated that the men collected anywhere from $200 to $300 for their morning's work in Bellefonte, though the amount is hardly that large. Whether genuine or a swindle, their scheme is a slick one for parting the merchant from his dollars. One fact that makes it look a little suspicious is that the same night the two men were in Bellefonte another gentlemen from Philadelphia was here, and he at the time told some things that were not exactly bubbling with overconfidence in the scheme. But whether a genuine or a swindle, the Bellefonte merchants feel that they were taken in good and proper.

The Lock Haven (Pa.) "Democrat" says the men cleaned up $300 there in sums ranging from $2 to $5.

Under all the facts the retail merchants of Pennsylvania are warned to look very closely at this enterprise before giving up any money to it.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: Charles T. Mayer, Philadelphia, Pa.—We have had plans drawn for a house by contractor, and the house was not to cost over $7,000, and when he made the plans and specifications we were to pay him $50. But when the plans came the price of the house was $11,000 instead of $7,000. We would like to know if we have to pay this $50, as the plans were to call for a $7,000 house. The house was too high a price and we did not use the plans.

Answer.—If your arrangement with the contractor was to pay him $50 for a set of plans for a $7,000 house, the contractor has not fulfilled his agreement by supplying plans for an $11,000 house, and he cannot collect his fee if you did not accept or use the plans.

It now looks like a short potato crop in Florida. The price has been $3.75 per barrel, but it is expected to advance to $4.25 by the time this paper is published. Last year the market dropped to $3.50, and suddenly advanced to $6. If it reaches $4.25 this year it may go higher. The demand is about equal to the supply.



Ought a Manufacturer to Fix Your Prices?

I see by the programme of the National Convention of Retail Grocers that they're going to discuss whether a manufacturer ought to fix the price that a retail grocer should sell his goods for.

They've sure hit on a live subject, all right.

The rolled oats people have made it live, particularly lately. The Mother's Oats people are sweating hard to get the retailer to charge 12 cents for Mother's oats. A whole lot of grocers haven't been in the habit of getting anywhere near that.

The Quaker oats people say they want the retailer to get a good profit on Quaker oats, too but 12 cents is an odd sort of price—10 cents is a heap better. So they put down the wholesale price of their oats so that the grocer, they say, can sell at 10 cents and make something for himself.

The point is—ought a manufacturer to butt in at all?

I think it depends on the price the manufacturer wants to make. There have been manufacturers who wanted as big a sale of their goods as they could get, and who in order to get it tried to fix the retail price too low.

That's a low trick and when a grocer has it played on him he should hit back hard.

But when the retail price that the manufacturer tries to make is a better price than the retailer has been able to get by himself, it seems to me like rank foolishness to kick. Let him go ahead and do it—what do *you* lose?

I have a friend who sells cameras. Up to five or six years ago these Kodak cameras were hawked about for any old price. The cheap department stores put 'em in and pushed 'em out at $3.98 and so on, and the first thing the dealers knew the camera business was flat on the bum.

No money in it for anybody.

They were beginning to get sore, when the manufacturer butted in and fixed a scale of retail prices. He cut a lot of the price-cutters off and only took 'em back when they signed a contract to sell at the prices he'd fixed. In fact my friend tells me that nobody can handle Kodak cameras to-day unless he signs an iron-clad agreement to do as the manufacturer says.

Particularly as to prices.

The result of that was that the consumer got stung, but the dealer found himself back in juicier clover fields than he'd ever been in before. The price of Kodak cameras went up right away, that is, the retail price did, and it's still up. I'll bet there are five hundred stores in Philadelphia selling Kodak cameras to-day, every mother's son of 'em at the same price.

You can go anywhere you like—to the department stores, to the biggest photographic house in the city, or to the little drug store way out in the suburbs, you'll pay one price for Kodak cameras.

And it's the same all over the United States.

What's the result? Why, the camera dealers think there's nobody on earth like the manufacturer of Kodak cameras. You can blow at 'em all you like about monopoly, and trust laws and competition, and they'll smile like a chessy cat and tell you to talk about something interesting.

Do any of those fellows argue that the manufacturer ought to mind his own business and let retail prices alone? Not on your life! They realize what is the truth—that by fixing the retail price the manufacturer of Kodaks has made them sure of a profit that they never in the world could have got themselves. At least they never did get it.

There have been a few smart alecks who kicked over the traces and cut the price after they'd agreed not to, but they only did it once. My friend tells me that some of these have never been taken back to this day. The others got back, but it cost 'em a pretty penny to do it.

So that no matter whether it's strictly right for the manufacturer to mix in with the retail price or not, the retail grocer ought to be tickled to death to have him mix in, if——

The price he fixes is a good price.

Why, a whole lot of manufacturers in other lines than foods



Ham without a name is "just ham," and has no uniform quality. It may be good once, but you don't know how it will be the next time.

Your customers can't depend on you if you sell that kind of ham.

SWIFT'S PREMIUM HAMS are uniform—always properly cured, tasty, appetizing. When a woman gets a **PREMIUM HAM** she wants another like it next time. The only way you can be sure to have all your hams uniformly good is to see that all you sell are **SWIFT'S PREMIUM HAMS.**

Swift & Company, U. S. A.



Delivering at a Moment's Notice

Every grocer loses some business because he can't deliver everything at a moment's notice. But if he will use a **Lindsley Car** he can. It simply stands before your door all day long. Turn a crank and the power is on. You can whisk goods to the buyer and run back again in a jiffy.

Remember a **Lindsley Car** never eats, except while it is working.

You don't need a mechanic to enable you to accomplish these wonders. A boy can run the **Lindsley Car** and keep it in order. It is the simplest automobile made, and wonderfully capable—carries 1500 pounds thirty miles on a gallon of gasoline, and over rough roads.

J.V. LINDSLEY & CO.
Suite 1112 Monadnock Bldg.
CHICAGO



Use a Box Yourself

Before you decide positively to stock **Ohio Blue Tip Safety Matches** get a box and use it yourself. We're perfectly willing to rest our case on that box. Write us for it if you can't get it anywhere else.

You'll find every match perfect, every one instantly ready for business. Just as safe as any safety match and better because you can strike the tip anywhere.

Much safer than any parlor match.

OHIO MATCH SALES CO.
NEW YORK, N. Y.
Philadelphia Office and Warehouse
411 Marshall Street.

How to Have An Unusual Sensation

We agree that it would be better to buy good canned goods without a full delivery contract than poor goods on a 100 per cent. delivery contract.

But you can't possibly get any finer Maryland canned goods than **Blue Bell** and **Clover Farm,** and when you can get goods of that class with full delivery assured, it makes about the ideal canned goods proposition, does'nt it?

If you would like the unusual sensation of getting all the future canned goods you buy, specify either of these two brands.

Strasbaugh, Silver & Co.
ABERDEEN, MD.

fix the retail price, and I never heard of retailers kicking.

That is, not good retailers. You know there is a class of dealers who can only sell goods by cutting prices below competitors. Cutting's all they know. Those men are not merchants—anybody can sell a staple article if he's below everybody else.

The fellow who only knows cut prices don't like manufacturers who force him not to cut prices, because that robs him of the only business method he knows.

I have a cousin in the jewelry business. He told me the other day that the makers of the Howard watch make jewelers do the same thing. Every watch that goes out of the factory has a tag around its neck with the retail price printed on. The retailer is expected to sell at that price, and if he don't, they have a way of finding it out pretty quick.

Then no more Howard watches for him.

There's a funny thing about this profit business—I think the average retail merchant is the least greedy man on earth.

I know a lot of members of the Philadelphia Retail Grocers' Association. When they started in to buy from the association they found they could get goods they'd been paying the jobber $1 a dozen for, say, at 85 cents. That meant a saving of 15 cents a dozen, didn't it?

Wouldn't you have thought they would have simply put that in their pockets as an extra profit, and kept their selling price the same?

Would you believe that a whole lot of 'em, philanthropists as they were, straight-away gave it to their customers by cutting their own price?

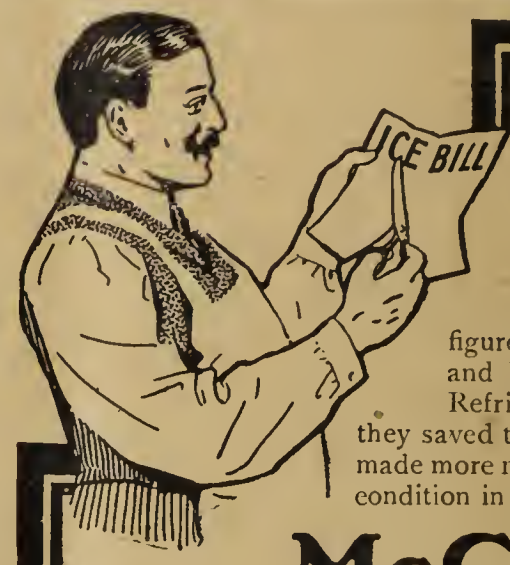
That's exactly what happened—they've told me so.

Maybe that feeling that a retailer is cheeky when he takes a good profit has something to do with the feeling some retailers have that the manufacturer oughtn't to fix the retail price.

THE STROLLER.

Plunger Sully Fails Again.

The Buchan's Soaps Corporation has gone to pot. Two petitions in bankruptcy were filed against it on Monday last in New York and the concern will undoubtedly be adjudicated a bankrupt. The concern sold soap generally throughout the country. The president of the corporation is Daniel J. Sully, formerly a cotton broker, whose failure in March, 1904, with liabilities of $4,600,000, caused a sensation at that time, and who subsequently received a discharge from bankruptcy. Before he became a cotton broker Mr. Sully was secretary of the old Carbolic Soap Co. He is a son-in-law of the late David M. Thompson, who was president of that company. The Carbolic Soap Co. was incorporated in 1880, succeeding the Buchan Carbolic Soap Co., and the former company carried on the business until August, 1906, when it was succeeded by the Buchan Toilet Soap Co., with capital stock $100,000, and on October 1, 1906, the Buchan's Soaps Corporation succeeded to the business. It was capitalized at $1,200,000, of which $1,000,000 is common stock and $200,000 preferred. On the death of David M. Thompson a few years ago Mr. Sully became president. The assets are $25,000 and the liabilities $85,000. A receiver was appointed with authority to continue the business.



Cut Down Your Ice Bill

When you buy a McCray Refrigerator you use less ice—and it actually pays for itself. Many grocers have figured it up in dollars and cents, and have found that their McCray Refrigerators cost them nothing—they saved the money on the ice bill and made more money on account of the perfect condition in which their goods were kept.

McCray
Grocer's Refrigerators

have the best system of circulation. They keep everything sweet, free from taint, and absolutely dry. A McCray Refrigerator in your store will attract attention because of its elegant finish, and it will actually sell more goods for you because they will be kept in better condition, and be more tempting to your customers. McCray Refrigerators are made in all sizes for immediate shipment, or built to order, and every refrigerator is absolutely guaranteed.



Write your name and address on a postal—ask for catalog No. 65 for grocers, or No. 58 for meat markets. Don't delay a minute. Do this now before you forget. Every moment's delay means the loss of real money and trade to you.

McCray Refrigerator Co.
714 Mill Street,
Kendallville, Indiana.



Slices Everything from 6-pound Knuckles to half-ounce Ends.

COOK HOWLAND, Jr.

THE CASH GROCER

Choice Butter and Eggs a Specialty

No. 97 South Main Street

Asbury Park, N. J., April 24, 1908

MR. A. W. JOHNSON,

DEAR SIR.—Enclosed you will find my check to pay balance due on the beef cutter I purchased of you through your agent, Mr. T. M. Hoffman. He told me if I desired to pay for the machine by the time the first payment was due I might have it at the cash price.

I have so decided—so if you will be kind enough to send me the release you will oblige me.

Yours truly,

COOK HOWLAND, JR.

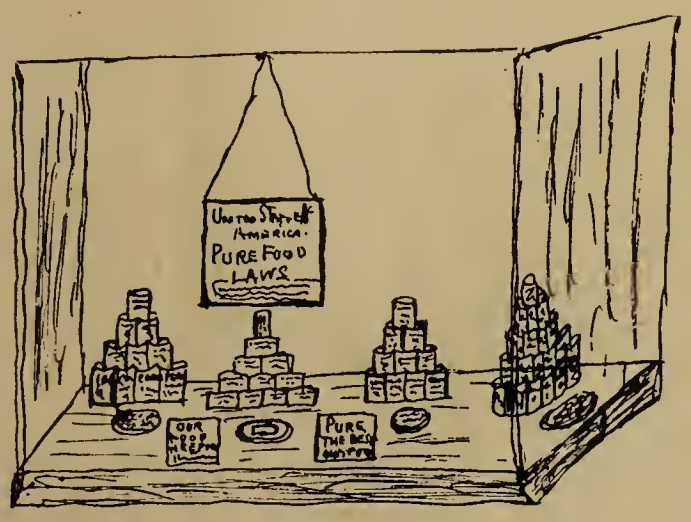
N. B.—I wish to say that the machine is a grand success, and I believe will pay for itself in two months as we have increased our trade to six times the amount of beef.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Pure Food Display.

A unique and very attractive food display can be made by following these suggestions: Cover the bottom of the window with clean, white-glazed paper and in the centre of the window pile some butter (pound butter done up in the oiled tissue paper) in the form of a pyramid. In front of the butter, or whatever is preferred to be displayed, have one pound of the butter displayed openly on a plate or platter. On each side of the pyramid of butter build another pyramid of canned goods and in front of these have plates containing the corn, peas, etc., displayed openly similar to the butter. The amount of the variety of foods depend upon the size of the window, but five displays of different foods are sufficient. Have a sign hanging above the butter with a copy of the pure food laws (a circular with the pure food laws in large type can be obtained from the Pure Food Department upon request). Also place two small signs in front of the other goods, as in the illustration. Any wording on the order of "Our foods are *pure* and guaranteed by the United States Government," or "Our foods are *pure* and positively free from all adulterations," etc., can be written on the cards according to the displayer's preference. The food displayed openly in the plates can be covered with bell jars if there are many flies in the window, but one great rule of such display is: Have the window clean and free from all dust and flies. This window display is unique and very enticing, and there is no expense whatever connected with it.





—

A Health Food Display.

For a window display showing a line of health foods and quickly prepared cereals, arrange a line of cartons in the form of a semi-circle and build up a pyramid of cartons in the centre. Hang a large sign over the display calling attention to the nutritive value of health cereals and refer to their value as to the building up of the health. If preferred, samples of the various foods can be displayed openly upon platters or plates, calling attention to the absolute purity of the articles with small signs. The front line of the cartons containing the foods can be opened, showing the contents.

JURGEN N. A. KNOOP.
1512 Poplar street, Phila., Pa.

Pennsylvania News Items.

Items Gathered from Correspondents, Etc., As to What is Going on Around Us.

J. J. Lauderman, proprietor of the Dundee Creamery Co., of Allegheny, and N. E. Burns, alias J. W. Foster, on Thursday last pleaded guilty at Pottsville to 13 indictments charging them with selling oleomargarine. Fines of $100 in each case, or $1,300 in all, were imposed on them, with a warning by Judge Marr that if caught again in this business in Schuylkill County they would be sent to jail. As soon as the costs were paid in this case United States Deputy Marshall Peter D. Helms arrested Lauderman and Burns for violating the Internal Revenue law by selling oleo without the required revenue tax. They were held under $1,000 bail each.

—

The annual banquet and election of officers of the Jermyn and Mayfield Business Men's Association was held on Monday evening, April 6th. Election resulted as follows: President, Richard Hocking; vice-president, W. B. Park; treasurer, William Young; secretary, C. A. Stuart; directors, A. B. Winter, Richard Tevis, T. M. Hart. This association is in a very flourishing condition.

—

The Berwick Association successfully eliminated trading stamps three years ago, and although visited in December by the Green Trading Stamp people the merchants stood firm, and not a single contract was secured.

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

Figure the Profits Yourself!

Most of you who will read this are in business and should know something of the profits you make with one store. Multiply those profits by ten or twenty and you will be able to realize just what the **Pure Food Beef Company** of Philadelphia will make when they have their full quota of meat stores in operation. They now have **Eight** stores on a paying basis, located at:

2112 Ridge Avenue,
4205 Haverford Avenue,
2416 Brown Street,
2431 Ridge Avenue,
3508 Haverford Avenue,
12 North 52nd Street,
2022 Montgomery Avenue,
726 North 44th Street,

and more will be opened as soon as suitable locations are secured; the company is offering a small amount of their Capital Stock at

One Dollar per Share

in order to obtain capital more quickly.

The Company is officered by practical meat men, and it is expected that they will be able to pay at least **35 per cent.** profit when in full operation.

They will furnish full particulars on application.

PURE FOOD BEEF COMPANY
2112 Ridge Ave.,
PHILADELPHIA
A. L. HANWAY, PRESIDENT.



Appetizing Mustard Sardines

A tender, toothsome sardine, discriminatingly selected, carefully dried and fried, and then packed in a delicious high grade mustard dressing. Both the fish and the can are somewhat larger than in our oil sardines.

Our **Mustard Sardines** are far above the average domestic sardines and will instantly please even the most fastidious.

Swift & Company



Chicago, Ill.

At the last meeting of the Chicago (Ill.) Retail Grocers' Association the following resolutions were adopted in regard to the cereal price controversy:—

Whereas, It has been brought to the attention of the Chicago Grocers' and Butchers' Association that a certain cereal company is contemplating the renewal of the practice of printing the retail selling price on their packages, and

Whereas, In so doing they are leaving but a very small margin of profit for the retail grocer on the sale of such product, therefore be it

Resolved, That the Chicago Grocers' and Butchers' Association hereby places its members on record as condemning the action of any manufacturer who attempts to place the retail prices of their product or advertise the retail prices in any of same to be distributed to the consumer, and be it further

Resolved, That we demand that the retail selling prices of all manufacturers' products be left to the discretion of the retailer in distributing same to the consumer.

CHICAGO GROCERS' AND BUTCHERS' ASSOCIATION.
H. F. Petersen, Secretary.
F. J. Frank, President.

New York Wholesale Grocers' Association.

The secretary of the New York Wholesale Grocers' Association has issued the following letter to the members regarding the cereal price controversy:—

New York, May 1, 1908.

To Members:—

One of the most deliberate attempts to force the wholesale as well as retail grocer to distribute a proprietary article without proper or even a reasonable compensation is that of a well known cereal company.

Reducing the jobbers' profit below the cost of distribution and practically making it prohibitive for the retailer to dispose of the article, except to his disadvantage, would seem a most arbitrary position for any manufacturer to assume, especially in face of the fact that the company in question is distributing its product through other than legitimate channels, to the detriment of the wholesale and retail grocer.

It is stated by the cereal company that there is no occasion for the above condition, from a market standpoint or other causes, but that it is inaugurated solely to increase the consumption of the proprietary article.

If such increased consumption is to be obtained entirely in the interest of the cereal company, at the expense of the wholesale and retail grocer, it would seem that the best interests of the wholesale and retail trade would be subserved by conservative merchandising, rather than increased volume of business, without proper compensation or a recognition of legitimate distribution.

Yours very truly,
ALFRED H. BECKMANN,
Secretary.

Indianapolis, Ind.

The Indianapolis (Ind.) Retail Grocers' Association has decided to stand in with the 12-cent retail price advocated by the Great Western Cereal Co. and have sent the company the following letter:—

Indianapolis, Ind., April 30, 1908.

The Great Western Cereal Co.,
Chicago, Ill.

Gentlemen:—At a meeting of the Board of Directors of the Retail Grocers' Association of Indianapolis, held Tuesday evening, April 28, 1908, the price of standard size package oats, both wholesale and retail, was discussed at length. The consensus of opinion was that a minimum selling of 12 cents should be maintained regardless of the recent decline in prices at wholesale, as there is no certainty that present prices will continue.

There can be no doubt that the efforts of the Association throughout the country, with your co-operation, to establish a selling price of 12 cents per package have resulted in a decrease in the consumption of your opponent's goods. Nor can there be any doubt that this decreased consumption, thus caused, has been the determining factor in forcing that company to reduce prices in an effort to bring their sales back to normal.

The Board extends to your company its appreciation of your efforts to afford the retailer a legitimate profit from his business.

Yours truly,
RETAIL GROCERS' ASSOCIATION.
(Signed) Per J. W. Galloway, Sec'y.

Pessimistic View of the Tomato Market.

Well-known Canned Goods House Sends "Grocery World" Gloomy Statement Regarding both Spot and Future Goods. Both Below Cost, They Say.

Messrs. Strasbaugh, Silver & Co., the well-known canned goods packers and brokers, have sent the "Grocery World" an exceedingly pessimistic statement concerning the present and future prospects of the tomato market. They claim that both spot and future goods are selling below actual cost.

A portion of their statement follows:—

72½, 75 and 77½ cents (all standard) and are showing a loss to the seller, with seconds as low as 65 cents and yet the buyer is not happy for he wants and expects at the lowest price the best quality in bright tins, properly wintered, free from rust and leaks, even though it costs the seller more to keep them thus and his loss is greater for attempting to act in a business-like manner and give the best article in the best condition, at the best price. Of course, with such sentiment existing, there are many disappointments, more especially when goods come forward, are examined and it is learned that the seller had a method in his madness when he accepted a concession for he did not mean, at any time, to give his best at the lowest price, knowing well that value and worth are sure to have their reward, for things are not intended to be topsy turvy all the time, if perchance, semi-ocasionally.

"Futures! futures! what crimes are committed in thy name!" Most packers figure that it will cost 75 cents to pack 3s full standard tomatoes during the season of 1908, and yet some packers are offering 1908 packing standard 3s tomatoes at 75 cents, f. o. b. factory. What will the harvest be, what the delivery? If one has an article and must dispose of it, a loss sometimes is the best under the circumstances, but to sell something he has not, may not have and it is questionable how many, at a cost or without a profit is indeed passing strange and yet with all this, many buyers do not realize the opportunity thus being offered them, for it is even thought that cans, cases and material cost nothing, labor does not have to be paid and moreover it is a fact that ofttimes these bills are left unpaid and frequently the buyer does not get his delivery according to contract.

The demand for future tomatoes is somewhat improved and buyers who have awaited further conditions so long are beginning to realize that it is well to get in out of the wet, at least as far as a proportion of their likely orders is concerned. The American consumer must eat the coming year and those who expect to continue in business make it their business to supply the necessities and luxuries of life must make some early arrangements and cannot afford to await the packing season when physical impossibility would confront them and deter them from obtaining their requirements in the usual business-like manner, and as a result many buyers appreciate the uncertainty of such tactics and are inclined to continue to place their orders another season and to best advantage before the most careful and relibale packers are booked up and in a position wherein they would have to refuse further business.

Florida eggplants, for anything good, bring $2 to $2.75 per crate. The demand is good.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

High-grade goods raise the standard of your store, bring you a better class of trade, increase your profits. Why not put in a line of our high-grade canned goods?

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Cruiser Brand

Tomatoes
Corn
Succotash
Small Lima Beans
Small Sifted Peas
Early June Peas
Telephone Peas
White Wax Beans

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Manufacturer of Oil Tanks.

Baltimore, Md., April 25, 1908.
Editor "Grocery World."

Dear Sir:—Will you kindly advise as to who is the manufacturer of the Acme Oil Tank and the address

Of the grocers' oil tanks, which is conceded to be the best?

Will you please give me a list of the most popular oil tanks?

Thanking you in advance, I remain,

Yours truly,
I. N. Van Voorhis.

Nobody seems to know anything about Acme Oil Tanks. C. B. Porter & Co., 128 North Second street, Philadelphia, Pa., make grocers' oil tanks, so do the Eastern Oil Tank Co., Lowell, Mass., the latter being a self-measuring tank. All kinds of oil tanks are also made by the R. E. Chapin Co., Batavia, N. Y.

* * *

Book on Window Dressing.

Stillwater, Okla., April 29, 1908.
Editor "Grocery World."

Dear Sir:—Kindly advise me where I can get a book or magazine devoted to decoration and display of grocery stores, both for inside and windows.

Thanking you in advance for the favor, I am,

Yours truly,
A. P. Harvey.

Write Forbes & Co., publishers, Chicago, Ill., for book on window dressing. The "Grocery World" knows of no book on interior decoration.

* * *

Callanan Will Talk Quantity Buying.

Cleveland, Ohio, May 1, 1908.
Editor "Grocery World."

Dear Sir:—There has been some question as to who would respond to the topic, "Shall Quantity Make the Price," at the National Retail Grocers' convention to be held in Boston, Mass., next week. The topic was assigned to Mr. L. J. Callanan, of New York, who could not give an answer at once, but who has now signified his willingness to speak on the subject and bring the matter before the convention for discussion.

Yours truly,
John A. Green,
National Secretary

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued December 24, 1907:—

874,392. Pie crust trimming machine. Oliver Colborne, Chicago, Ill.

874,425. Tea mixture. H. S. W. Palmer, London, England.

874,479. Tea and coffee pot. R. J. Anson, New York, N. Y.

874,480. Dough kneading machine. G. P. Bailey, Philadelphia, Pa.

874,524. Food mixer. Reinhold Moos, Placerville, Cal.

874,560. Machine for depositing liquid confectionery material. L. A. Berg, Hamburg, Germany.

874,624. Process of making a food product from lupine beans. A. de S. Reis, Oporto, Portugal.

874,717. Computing cheese cutter. John Winkelmeyer, Anderson, Ind., assignor to T. S. Gettle and A. L. Reed, same place.

874,889. Sausage stuffing machine. Edmund Hahn, Everett, Mass.

Patents issued December 31, 1907:—

874,924. Receptacle for coffee mills. Frank Bartz and F. A. Wygant, Hornell, N. Y., assignors to Bartz, Wygant & Brown, same place.

874,925. Coffee mill. Frank Bartz and F. A. Wygant, Hornell, N. Y., assignors to Bartz, Wygant & Brown, same place.

875,086. Honey extractor. C. G. Luft, Forest, Ohio.

875,189. Candy dipping machine. Adolph Kunitz, Norfolk, Neb.

875,325. Method of obtaining butter fat. H. D. Cooke, Monmouth Beach, N. J., assignor to American Farm Products Co., Jersey City, N. J.

875,419. Egg opener. Ferdinand Fleischmann, Molding, Austria-Hungary.

875,451. Baker's peel. Fritz Nelson and D. A. Bye, Louisville, Ky.

875,483. Corn popper. G. B. and J. H. Young, El Paso, Tex.

875,509. Coffee pot. L. J. Ellis, Fanwood, N. J.

Patents issued January 7, 1908:—

875,683. Combined bottle and rolling pin. E. L. Bell, Norfolk, Va.

875,737, 875,738 and 875,739. Machines for cutting butter. C. E. and O. W. Roberts, Chicago, Ill.

875,793. Coffee pot. J. B. Ewer, Chicago, Ill.

875,868. Flour sifter. J. E. Trice, Clay Center, Kan.

875,930. Dough shaping machine. Herman Hueg, New York, N. Y.

875,960. Cake cutter. B. B. Smith and G. L. Gay, Jr., Kansas City, Mo., assignors to said Smith.

875,985. Soap cake. A. F. Conery, Jr., Newark, N. J.

876,045. Computing cheese cutter. H. F. Dunn, Elwood, Ind., assignor to Dunn Mfg. Co., Anderson, Ind.

876,110. Percolater. C. E. Trewhella, New Britain, Conn., assignor to American Silver Co., Bristol, Conn.

876,130. Butter cutter. Frank Barber, Grand Rapids, Mich.

876,146. Display box. A. H. Burt, Buffalo, N. Y., asisgnor to National Candy Co., Jersey City, N. J.

876,181. Egg washing machine. H. W. Henry, Cortland, N. Y., assignor of one-half to W. H. Woolland, same place.

TRADEMARKS

which will be registered unless opposition is entered within thirty days.

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

Fine Catalogue and Color Work

No. 927 Arch Street, Philadelphia

Probable Results of Mocha Coffee Ruling

Much Long Berry Abyssinian Coffee has been Sold in this Country as Mocha. Usually Sells Slightly Under Short Berry Arabian Coffee. Used Only in Blends.

The new Federal ruling on Mocha coffee, published last week, will have some effect, but not much, upon the domestic trade in Mocha coffee. The ruling, in a nutshell, is that only coffee that actually comes from Yemen (usually a short berry coffee) can be sold as Mocha. Coffee coming from Abyssinia (usually a long berry) must not be sold as Mocha, though it is undeniable that it has been sold as Mocha in this country for years.

It can be said that the coffee now denominated Abyssinia, and the real Arabian coffee derived from Yemen, has always been indiscriminately sold as Mocha in the American trade. The long berry Abyssinian coffee has usually sold at about ½ cent below the short berry real Arabian coffee, though at times it has brought the same price and once in a great while ½ cent more. Opinions differ as to whether it drinks as well or not. It is more astringent in its nature than genuine Mocha coffee, and for that reason will give the same result in a blend with ¼ less.

Already some of the largest coffee importers in the United States have announced that their long berry coffee would henceforth be billed as Abyssinian coffee. They admit selling it as Mocha up to the date of the ruling.

It is believed that the principal effect of the decision will be to increase the demand for short berry Mocha coffee. In most cases Mocha is used only in blends; only very seldom is it drunk straight. In "Mocha and Java" blends, where the Mocha is really Abyssinian, the packer will either have to buy short berry Mocha to put in his blend, or he will have to use some other description than "Mocha and Java." That is, he will if he believes the ruling is capable of enforcement. So far as the "Grocery World" can learn, practically no attempt has ever been made on the part of the trade to obey the recent Java coffee ruling, which ordered that only coffee coming from Java island be sold as Java. Neither has any effort been made to enforce it.

If enough people transfer their demand to short berry coffee, it is not at all unlikely that the market may be affected.

For flavoring essences and extracts. Stevenson & Howell, London, England. A red disk, with the letters "S. & H." thereon.

For milk. The Lacto-Bacilline Co. of New York, N. Y. The word "Lactobacilline" on a panel imposed upon a dark flowery background, showing a scroll bearing the words "Tenvi Bacillo Loncum Aevi Spatium." Also a semi-circular panel showing the signature "Justin de Lisle, lu D.," and the words "The Metchnikoff Scientifically Soured Milk."

For spices. The W. W. Harper Co., Zanesville, Ohio. The word "Amazon," and a representation of a mounted female warrior.

For coffee. The W. W. Harper Co., Zanesville, Ohio. The word "Amazon," and a representation of a mounted female warrior.

For pickles, chow-chow, sauer kraut, pickled onions, vinegar, baked beans, soup, catsup, chutney, sauces, relishes, mustard, olives,, olive oil, horseradish, fruit preserves, fruit butters, fruit jellies, euchered figs, cranberry sauce and mince meat. H. J. Heinz Co., Allcghany Pa. A red circle inclosing a representation of a pickle with the word "Heinz" thereon.

For cocoa and choclate. Cadbury Bros., Birmingham, England. The word "Bournville."

For apple butter, jam, vinegar, crushed fruits, fruit preserves, jelly, mustard and mince meat. Hulman & Co. Terre Haute, Ind. The words "Farmers' Pride," and a representation of a young girl standing beside a man, who is seated.

For tea. The C. S. Morey Mercantile Co., Denver, Col. The word "Cabinet."

For canned fish. Warfield Pratt Howell Co., Des Moines, Iowa. The word "Dandelion."

For soap. Chemische Werke Hansa Gesellschaft mit beschrankter Haftung, Hemelingen, Germany. The word "Duron."

For canned fish. Jed Frye & Co., New York, N. Y. The word "Senate."

For washing powder. L. F. Mangis, Portland, Ore. The words "Mangis Easy-Day."

For icc cream, ices, sherbets and frozen custards. Alta Vista Creamery Co., Fort Worth, Tex. The words "Alta Vista."

For salad oil, olivc oil, cotton oil, peanut oil, nut oil and sesame oil. Strohmeyer & Arpe Co., New York, N. Y. The word "Cataluna" in the upper corner of a square panel having a small square at its centre.

For chewing gum. Common Sense Gum Co., Boston, Mass. The number "10" within a red triangle.

For dehydrated vegetables and fruit. American Dehydrating Co., Waukesha, Wis. The word "Dehydro."

For sorghum and syrup. Hulman & Co., Terre Haute, Ind. A representation of a child standing beside a seated man who is holding a spoon.

For coffee and tea. Shapleigh Coffee Co., Boston, Mass. The words "Club," "Victor" and "Sterling." A representation of a chariot with a driver and racing horses, and a representation of the pound sterling symbol.

For soaps. Royal Solvent Co., New York, N. Y. The letters "R. S. S."

For coffee. W. A. Jenkinson & Co., Jacksonville, Ill. The word "Brazola."

For flour. The Hunter Bros. Milling Co., St. Louis, Mo., and Edwardsville, Ill. The words "Alma Flour" and a representation of a small girl in Dutch costume holding a loaf of bread.

For an abrasive scouring soap. The Cudahy Packing Co., Chicago, Ill., and Omaha, Neb. An outline representation of a woman in the act of walking and holding a stick.

For macaroni and vermicelli. Emilio Bisi, Carnegie, Pa. The word "Yando."

For flour. J. F. Johnson Milling Co., Bridgeton, N. J. The words "Wolf Fancy Patent Flour" and a representation of a fanning mill flanked by wolves.

For coffee and tea. McCord Brady Co., Omaha, Neb. The word "Advo."

For sauces. Sears & Dickerson, Washington, D. C. A representation of a gladiator.

For coffee. P. C. Larkin, Toronto, Canada. The word "Salada."

For bread, crackers and cake. Austin Biscuit Co., Chelsea, Mass. A monogram "A. B. Co." upon a fanciful geometrical figure.

For starch and blue. Hugo Becker, London, England. The word "Flameoff," and a representation of a female figure holding a scroll over two fires.

For coffee. J. A. Folgar & Co., San Francisco, Cal. A red background, upon which is a representation of a marine scene and yellow poppies.

For lard substitutes. Sherman Cotton Oil Provision Co., Sherman Texas. The words "Dixie," "Jack Frost" and "Blue Jay."

For butter. H. H. Brown, Philadelphia, Pa. The words "Milhen Farm Dairy Butter" upon scrolls which inclose a representation of a shield.

For a sauce. Lea & Perrins, Worcester, England. An ornamental panel having the signature "Lea & Perrins" across its upper portion and in its lower portion three smaller panels, the middle one of which contains the same signature, and the others representations of a bird and a rabbit.

For mince meat, canned fruits and canned vegetables. De Witt Grocery Co., Brattleboro, Vt. The words "Fort Drummer," and a representation of a fort.

For smoked sardines packed in oil. Dodge & Starkel, Chicago, Ill. The word "Thor."

For baking powder. Independent Baking Powder Co., Jersey City, N. J. The word "Magic."

For preserved fish. Aktiebolaget Sveriges Forenade Konservfabriker, Gothenburg, Sweden. The words "Swedish Maid," and a representation of a young woman in Swedish costume.

For anchovies. Aktiebolaget Sveriges Forenade Konservfabriker, Gothenburg, Sweden. A representation of the god "Hercules."

For biscuits, crackers, cakes and bread. Iowa Biscuit Co., Burlington, Iowa. The words "Wild Rose," and a representation of a wild rose.

For rye bread. C. J. Biehle, St. Louis, Mo. A rectangular panel, within which is a representation of a wreath inclosing the words "Biehle's Premium Rye Bread Nach deutscher Art gebacken.",

For soaps. Max Feigl, Prague, Austria-Hungary. The word "Manol."

For canned salmon. Kelley-Clarke Co., Seattle, Wash. The word "Mandarin." The words "Black Top," and a representation of a top. The words "Special Delivery," and a representation of a mail bag and letters. The word "Bugle," and a representatioon of a bugle. The word "Antler." and a representation of antlers. The words "Dining Car," and a representation of a railroad car. The word "Discovery," and a representation of a full-rigged sailing vessel. The word "Signet," and a representation of a signet ring. The word "Maltese,' and a representation of a head of a cat. The word "Nimrod." and a representation of a hunter.

For canned salmon. Columbia Canning Co., Settle, Wash. The word "Magnet,' and a representation of a horseshoe magnet.

For soap. Ericka Manufacturing Co., Springfield, Mass. A representation of a black hand with a white spot in the palm.

Two-Minute Sermons for the Retail Grocer

XXXVII.—Advertising Is Not Charity But Investment.

Your advertising appropriation is not a charity fund.

If you will just get over the idea that your advertising appropriation is a fund set aside to give away, and awake to the fact that it is the fund with which you must build up "good will," which is considered by many people, when buying a business, to be of even greater value than the stock on hand, you will begin to give the spending of that appropriation the proper amount of attention.

It is the desire of every retailer and every wholesaler to build up a regular patronage, get a regular following, which can be depended upon year in and year out, and every name added to this list is one more addition to the value of the "good will" of the business.

Good advertising is not the scattering of the advertising appropriation upon the waters. It is the spending of that appropriation, be it great or small, to the best possible advantage, always bearing in mind the two main objects, to get new customers and to hold them. Do not neglect advertising to reach regular customers, for they are what gives value to "good will" of the business, and no man in business can afford to neglect building up this "good will" value, for the business which has no valuable "good will" is not worth buying, and is generally sold through the bankruptcy court.

F. A. P.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE OR RENT.—Modern store building, three floors, 20 x 120 feet, on the best corner in booming town, with stabling, warehouse and railroad on the premises. Desirably located for doing large business, or as department store. Address, John A. Bowman, Minersville Pa. 20

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 324.—In North Philadelphia, store 16x42 feet. Does $300 weekly, half cash, balance weekly and monthly. Stock $750. Uses one team. Clear net profits 12 per cent. Good house connected, for sale or rent. Owner retiring from business. Price inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 341.—In West Philadelphia. Groceries and delicatessen. Size 20x30 feet. Does $300 weekly. All cash. Stock $2,000, but can be reduced to $1,300. Push cart delivery. Net profits, 15 per cent., as family run store. Established 12 years. Owner must sell as death compels him to assume another business. Price inventory. Fixtures will run about $1,500, but can be reduced to $1,100. Amount required, around $3,000. Cash or good security. Dwelling.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250 No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwellllng.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelph a. Meats, provisions, canned goods, etc. Size, 22 x 60. Does $500 weekly, all cash. Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

No. 360.—In West Philadelphia. Groceries, meats and provisions. Size, 17 x 30 feet. Does $400 to $500 weekly, half cash, balance weekly and monthly. Stock, $6co. Owner takes out $40 weekly, beside living expenses. Uses one team. Good dwelling attached. Owner is going into the saloon business and will sell at inventory. Will take around $1,000. This is a splendid money-making proposition.

No 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does $125 weekly, half cash. Stock, $1,000 Clean net profits, 15 per cent. Dwelling connected for sale. Owner has Government position and cannot give attention. Will sell at inventory. Will take around $1,500 for stock and fixtures and around $2,500 for the property. Full investigation.

No. 363—In West Philadelphia. Groceries, meats and provisions. Store 17 x 38 feet. Does $17,000 to $18,000, two-thirds cash. Stock $500. Net profits 10 per cent Good 10-room dwelling connected for sale. Uses one team. Owner has seashore hotel and wants to give it his whole time. Take $2,500 on the property and inventory for stock and fixtures. Established 10 years ago and a very successful business.

No. 365—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 30 feet. Does $350 to $400 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything. Stock about $900. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it our months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell at inventory. Will take all told about $1,600. Fullest investigation.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24 x 60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

PATENTS

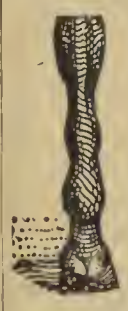
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R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS
Quaker City Preserve Co.
Philadelphia, Pa.



An Inflamed Tendon
Needs Cooling
ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured liganents more successfully than Firing. No blister; no hair gone; and you can use the horse. $2.00 per bottle delivered. Book 2-B free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Strained Torn Liganents. Allays pain quickly. Genuine mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass



A Revolving Display Stand

Filled with green vegetables at this time of the year would be simply irresistible, and your sales would be increased, goods saved from waste and profits doubled

Let Us Tell You About It

Galesburg Cornice Works
142 E. Ferris Street Galesburg, Illinois

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. May 11, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel	$2.00 per bunch
Selected, 9 hands, packed 1 in barrel	1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.25 per bunch
Selected, 8 hands, packed 2 in crate	1.20 per bunch
Selected, 8 hands, packed 3 in crate	1.15 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	
Fancy Brights, 150-176 size, per box	
Fancy Brights, 200-216 size, per box	
Fancy Brights, 250 size, per box	

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$3.00
Fancy quality, 126 to box	3.50
Fancy quality, 150-176 to box	3.75
Fancy quality, 200-216 to box	3.85
Fancy quality, 250-288 to box	3.50
Extra choice, 96-112 to box	2.85
Extra choice, 126 to box	3.25
Extra choice, 150-176 to box	3.65
Extra choice, 200-216 to box	3.65
Extra choice, 250 to box	3.50

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box	$2.25
Fancy Quality, 126 to box	2.75
Fancy Quality, 150-176-200 to box	3.50
Fancy Quality, 216-250 to box	3.50
Fancy Quality, 288-360 to box	3.00

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	2.75
Fancy quality, extra large, 270 to box	2.75
Choice quality, 240 to box	2.50
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$2.75
Choice Messina, 300 size, per box	2.60
Choice Messina, 360 size, per box	2.65

GIVE SOME ATTENTION TO THE MONEY MAKER

Fine fruit not only brings people into your store but if you buy the right goods at the right prices you make splendid profits.

We will show you how to make money on fruit if you will get in to see us.

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN ::: ECONOMICAL ::: SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, $4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributers for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.10½
No. 2 Rio	.09
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00
Seven Day, 100 lbs. to case....per case	11.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Ooleng	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	1.03
Wagner's, 3 lb., sauce, 2 doz	1.08
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.	1.35
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.65
Pin Money, standard early June, 2 doz.	1.10
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz.	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.9[illegible]
Standard, 3s, 2 doz	.85
Gallon, ½ doz.	2.75
Fair Quality, 3s	.80
2s, 2 doz	.65

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	2.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.	1.25
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4 50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	8.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.50
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1.40
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.15
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.40
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.25
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	09
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.10½
Best, 25 lbs	.12½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 86	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	
40- 50, 25 lbs	.08
50- 60, 25 lbs	.07½
60- 70, 25 lbs	.07
70- 80, 25 lbs	.06½
80- 90, 25 lbs	.06¼
90-100, 25 lbs	.05
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb packages	
Sultana, bulk .25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.78
Fine Dairy, 3s, 100 to bbl	2.64
Fine Dairy, 4s, 70 to bbl	2.63
Fine Dairy, 5s, 60 to bbl	2.52
Fine Dairy, 8s, 35 to bbl	2 38
Fine Dairy, 10s, 28 to bbl	2.33
Worcester, 2½s, 115 to bbl	4.00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt....per cwt.	.95
Shaker, 2 doz. in case....per case	1.60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.50
Lady Washington Beans, about 200 lbs. to bag	2.60
Green Peas, dried, about 165 lbs. to sack	2.55
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O.	.30
Julian F. Bradshaw's Molasses, No. 44	.30
Cheapside Molasses	.28
Black Strap Molasses	.18
Gilt Edge Syrup	.31
Gold Medal	.31
King Syrup	.31
Orange Brand Syrup	.33
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz.	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

At very lowest prices day order is received.

Dominoes, 5 lb. packages	
Cut loaf	
Powdered	
XXXX, powdered	
Cubes	
Fine Granulated, American	
Fine Granulated, 100 lb. sacks	
Confectioners' A	
No. 1, A	
Light Yellow	
Fine Granulated, 2 lb. bags	
Fine Granulated, 5 lb. bags	

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.00
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.35
Red Cross, 4 doz	4.60
Star, 4 doz	4.35
Dime Brand, 4 doz	3.75
Lion, 4 doz	4.50
Premium, 4 doz	3.95
Hires' Silver, 4 doz	4.35
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.25
Our Pet, baby size, 6 doz	2.80
Peerless, small size, 4 doz	1.90
Peerless large size, 4 doz	3.50
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 200 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3.90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	100	3.75
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.45
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb....per lb.		.08
White Castile, 36 lb....per lb.		.10
Conti, imported Castile, 36 lb....per lb.		.13
Oat Meal....per doz.		.40
Glycerine....per doz.		40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3 75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand....per bbl.		2.50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

Who will be pleased to send their price-list free of charge to grocers mentioning this paper.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 3 dozen per case,	2.90
Quarts, 2 dozen per case,	2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen per case,	1.95
Tins, 2½-lb., 2 dozen per case,	2.30
Tins, 3-lb., 2 dozen per case,	2.50
Tins, 5-lb., 1 dozen per case,	2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, connt 85@ 95	32.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 300@400	23.00
Norway, connt 400@450	22.50
Norway, count 300@350	27.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	**Per lb.**
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, qnintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	

TEAS.

	Per lb.
Gnnpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
xtra fine to finest	.35@.40
hoicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fouchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17¼
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16¼
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14¼
Good	.13¼
Fair	.12¼
Rio—	
No. 1—Golden	.15¼
No. 2	.15
No. 3	.14¼
No. 4	.14
No. 5	.13¼
No. 6	.13
No 7	.12¼

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleacned	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.78½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½

Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sance, 2s	.75@.80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5¼-in. cans, fancy New Jersey	1.60
5¼-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb
Fancy, 1-lb. cartons	.09¼
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08
California, 3 cr., 50 lbs	.07
California, 2 cr., 50 lbs	.06½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2¾-in., 10 lbs	10
2¾-in., 12 lbs	
2¼-in., 12 lbs	.09
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.06¾
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.12
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05¼
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.07½
40x50, choice	.06½
50x60, choice	.06
60x70, choice	.05½
70x80, choice	.05
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in 25-lb boxes.	
Fancy 40x 50	.11¼
50x 60	.10¾
60x 70	.10
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.07½
40x50	.07
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.12
Extra Choice Muir	.11½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15¼
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnnts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.13½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ½s, accord'g to qual.	19.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES. Column.

Eggs 27
Flour 29

DECLINES. Column.

ADDITIONS. Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	16
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	16
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	32
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Pudding	31
Putty	48
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	59
Rosin	48
Sago	30
Salad Dressing	52
Sal Soda	52
Salt	51
Sapolio	55
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	48
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	49
Teas	51
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	61
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	41
Wringers, Clothes	
Woodenware	61
Witch Hazel	48
Yeast Cakes	63

—1—

SUGAR.

Confectioners' Lozenge, XXXX	5.75
" Powdered	5.75
" Crown A	5.95
" Crystal A	5.60
" Coarse Granulated	5.85
Eagle Tablets	6.90
Crystal Dominoes	7.95
Cut Loaf	6.40
Patent Cubes	5.85
Powdered	5.70
Extra Fine Granulated	5.70
Coarse Granulated	5.70
Granulated	5.60
Fine Granulated	5.60
" in 50-lb. bags packed 2 in 100-lb. bag	5.65
" in 25-lb. bags packed 4 in 100-lb. bag	5.65
" In 10-lb. bags packed 10 in 100-lb. bag	5.75
" in 5-lb. bags packed in bbls	5.80
" in 5-lb. bags packed in 100-lb. bags	5.80
" in 2-lb. bags packed in bbls	5.90
" in 2-lb. bags packed in 100-lb. bags	5.90
" in 2-lb. cartons in cases	5.80
" in 2-lb. paper packages in cases	5.80
Confectioners' A	5.40
1—Keystone A	5.35
2—American A	5.30
3—Centennial A	5.25
4—California A	5.20
5—Franklin B	5.15
6—Keystone B	5.10
7—American B	5.05
8—Centennial B	5.00
9—California B	4.95
10—Franklin Extra C	4.90
11—Keystone Extra C	4.85
12—American Extra C	4.80
13—Centennial Extra C	4.75
14—California Extra C	4.75
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Choicest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
Englisb Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, Englisb Breakfast, Gunpowder, Mixed Tea ..... .50

Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas 40

Tetley's Tea—	Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ..... per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25
Spring Garden Tea—	
100 lb. barrels ..... per lb. net	.18
5 lb. silver bags ..... " "	.19
1 lb. silver bags ..... " "	.19½
½ lb. silver bags ..... " "	.20
¼ lb. silver bags ..... " "	.21

Packed In cases containing 100 pounds.

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McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz ..... per doz.	.75
Colburn's, quarts, 1 doz ..... per doz.	.90
Colburn's, quarts, 3 doz ..... per doz.	.90
Colburn's, ½ gals., 1 doz ..... per bbl.	1.80
Violet, pints, 3 doz ..... per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ..... per gross	9.25
Mica, ¼ gross ..... per gross	8.40
Peerless, ¼ gross ..... per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. In case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz ..... per doz.	.45
Davis' O. K., ½-lb., 3 doz ..... per doz.	.90
Davis' O. K., 1-lb., 2 doz ..... per doz.	1.65
Davis' O. K., 5-lb., ½ doz ..... per doz.	7.20
Cleveland's, 10-c. size, 4 doz ..... per doz.	.84
Cleveland's ¼-lb., 4 doz ..... per doz.	1.23
Cleveland's, ½-lb., 2 doz ..... per doz.	2.28
Cleveland's, 1-lb., 1 doz ..... per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5 lb. cans, 6 cans in case ..... per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl ..... per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz ..... per doz.	.45
10c.-can, 4 doz. in box ..... per doz.	.90
½-lb. cans, 2 doz in case ..... per doz.	1.25
1-lb. cans, 1 doz. In case ..... per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4 65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case ..... per doz.	12.00
" 1 " 1 " .... "	2.50
" ½ " 2 " .... "	.55
" ¼ " 3 " .... "	.75
Purity Brand 5 " ½ " .... "	6.00
" 1 " 1 " .... "	1.50
" ½ " 3 " .... "	.80
" ¼ " 3 " .... "	.45

BLACKING—Shoe. Per Gross.

Shinola ..... per doz.	.75
Shinola, ½ gross In box, witb 8 brushes and daubers or rug, free ..... per gross	8.75
Bixola, 3 doz. in box, witb knife cleaner, free, per doz.	.78
Blackola, 3 doz ..... per gross	6.90
Bixby's Best, No. 1	2.75
" " B. B. B. M ..... per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 55, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	3.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French ..... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	75
Admiral Russet Combination	70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	3.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.65
French Gloss, black, self-polishing	75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	3.00
Star Combination, russet	.75
Dandy Russet Paste, large	75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	3.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

		Per lb.
Rio Golden Fancy	.09	@.09⅓
" Prime		@.08
" Choice		@.07½
Santos Peaberry, extra fancy		@.12½
" Fancy	.10	@.10½
" Choice		@.09½
Maracaibo, Strictly Fancy, Mild	.12	@.12½
" Choice		@.11½
Washed Caracas, Fancy	.14	@.14½
Laguayra, Fancy		.10¾
Java, Extra Fancy Old Government	.20½	@.21
" Extra Fancy		@.20
" Fancy		@.19½
Mocha, ¼ and ⅛ bales, genuine, finest		@.19
Mocha Seed, Santos, Fancy		@.10¾
Mocha Seed, Santos, Choice		@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 22/100
Lion	13⅜	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins	.26
Salndo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per dos.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs.	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz.	3.35
Colburn's, No. 1, 4 doz.	1.60
" No. 2, 3 dos.	2.50
" Mammoth, 3 doz.	3.60
" Ball Blue, 1 oz., 3 doz.	2 60
Ball Blue, 2 oz., 3 doz.	4.80

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7 40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.29
" First, "	.28
" Second, "	.27
" Third, "	25-.26
" Imitation, 30-60 lbs.	.23-.24
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	30
Ladles, 30-60 lbs., bakers' use	.22-.23
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.33
B. B., E. D. brands, 20-50-lb. boxes	32
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.31
Sheaf ("400") Elgin, 20-50-lb. boxes	.30
Sheaf	.29
Milhen Farm, lbs. and ½ lbs.	.34
Gurnse, pounds or half pounds	.32
Belle Spring	.30

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10¾
" 16's, "	.11¾
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " per box	2 20
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1½	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—		
Mason's, pints	per gross	4.50
Mason's, quarts	per gross	4.75
Mason's, half-gallons	per gross	6.75

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Jelly Tumblers—	
Barrels, 22 dos. per dos.	
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.85
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 dos. cartons, per lb.	.45
" medium, 1 dos. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per dos.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 dos. Sweet Marjoram, 1 dos. Sage, ½ dos. Thyme, ½ dos. Savory, per case	1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz. per dos.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 dos. per doz.	.90
¼-lb. square cans, 2 doz. "	.85

CANNED GOODS.

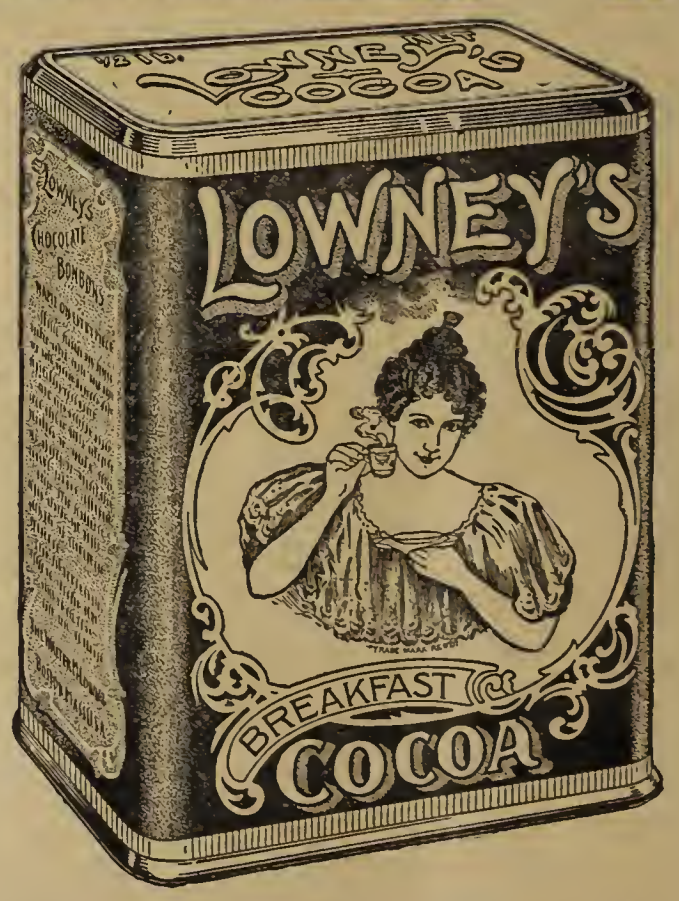
Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.20
DuBois' Frying	1.10
Jersey King, No. 3, Standard Jersey	.90
Blue Hen Chickens, No. 3	.92½
Silver Lake, fancy, Jersey	1.05
Hoffecker's, standard, No. 3	.85
Plantation, No. 10, 1 dos.	2.40
Silver Lake, No. 10, 1 doz	2 25
Golden Rule, No. 3, off standard	77½
Alta, No. 2	.62½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.60
Mikado, Penna., fancy	.90

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg=O=See Cereal Company

QUINCY CHICAGO BUFFALO



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become A STAPLE ARTICLE with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment, and PAYS A FAIR PROFIT.

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The Walter M. Lowney Company

447 Commercial Street, Boston, Mass.

—8—

Boyer's, 2s	.72½
Acorn, 3s	95
Acorn, No. 2	.67½
Safe, No. 2	.55
hite Wax Beans—	
Champion	.70
Winsom, N. Y., No. 10, 1 doz	3 60
eans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1 05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sance	.80
Snider's Pork and Boans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz "	5.00
Sunnyside Pork and Beans, plain or in sance—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz "	3.00
ed Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.77½
orn—	
Kornlet	1.75
Paris, fancy Maine	1.17½
American Beauty, oxtra fancy, Shoe Peg	.85
Cream of Susquohanna	.95
Baker's, G. W., whole grain	.82½
Shoe Pog, Susquohanna	.80
Shoe Peg, Osborn's	.70
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.67½
Vanity, No. 2, Whole Grain	.62½
Royal Exchange, Whole Grain	.60

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10 75
Boyer's, Midgets	1.75
Boyer's, Extra Sifted	1.45
Boyer's, Sifted	1.30
Boyer's, Early Juno	1.05
Jumbo June	1.00
Little Nell's, Baltimore	.62½
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.05
Chatauqua, No. 3	.95
Succotash—	
Quaker, oxtra fancy	1.05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.10
Shawnee, No. 3	1.10
Farren's, No. 3	1 05
Farren's, No. 10	3.50
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.15
Pumpkin—	
Silver Lake, No. 3	.90
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz	2.35
Asparagus—	
Superior, large, No. 2½	3.50
Staple, medium, No. 2½	3.00
Swan, medium, No. 2½	3.25
Del Monte Tips, No. 1½	3.00
Extra Tips, No. 1½	2.90
El Dorado Tips, No. 1½	2.80
El Rio, medium, No. 2½, 2 doz	2.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.75
Extra standard	2.65
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2 65
Bartlett, extra standard, 2½s	2.50
Bartlett, standard, 2½s	2.30
Cherries—	
Extra quality, 2½s	3.00
Extra standard, 2½s	2.85
Standard, 2½	2.75
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.45
Valley, No. 2½, standard lemon cling	2 30

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Thistle, No. 2½, standard lemon cling	2.25
Agate, No. 2½, standard lemon cling	2.00
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.45
Columbus, No. 2½, pie peeled yellow free	1.87½
Columbus, No. 2½, pie peeled lemon cling	1.90
Pinms—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.10
Keystone, No. 3, 2 doz	.85
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueborries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Chorries—	
Silver Lake, pittod, No. 2	
Flour City, white, No. 2	
Peaches—	
Maryland Leader, yellow, No. 3	1.75
Maryland Leader, white	1.70
P. & B. yellow, No. 3	1.75
Gypsum, No. 3, pie	1.40
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Ayres Good, No. 3	1.05
Raspberries—	
Red Farmside, oxtra, proservod, No. 2	2.50
Pride of Rochester, fancy, preservod, No. 2	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz	
Strawberries—	
Anchor, No. 2	.90
Jumbo, No. 1, 4 doz	1.00
Silver Lake, No. 2	1.40
Defence, No. 2	1.75
Pineapple—	
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.05
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	.97½
P. & B., grated, No. 3	.85
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.80

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Tho Paul Taylor Brown Co's
Singapore Pineapple, extra preserved.

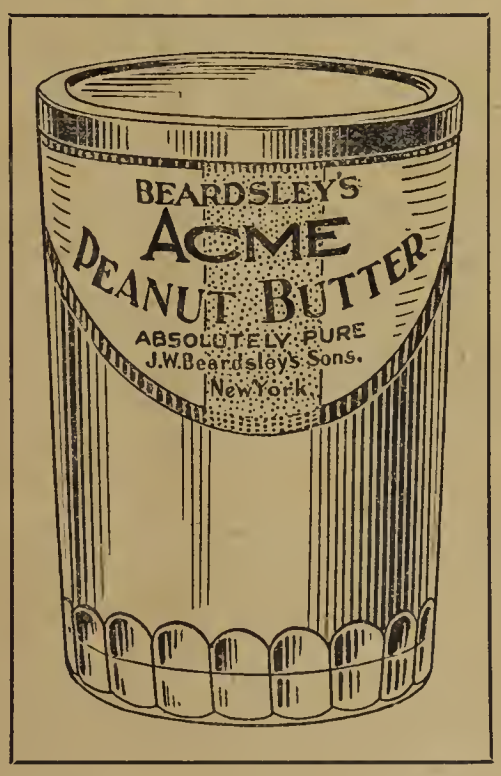
Chop Tan Hin, ⅞ lb., cubes	75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.17½
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 05
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.30
B. & M., No. ½, flat, 4 doz	2.37½
B. & M., No. 1, tall, 2 doz	4.15
B. & M., No. ¾, flat, 4 doz	3.00
Star brand, No. ¼, flat, 4 doz	1.25
Star brand, No. 1, tall, 4 doz	3 90
Star brand, No. 1, flat, 4 doz	4 00
Shrimps—	
Peerless Brand (Barataria), dry, No 1, 2 doz	1.17½
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.12½
Cotton Baie, pickled, No. 1, 2 doz	1.10
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.95
Boyer's, No. 2, 2 doz	1.80
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.85
Victory, No. 1, 2 doz	87½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	85
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.35

THE BETTER KIND

Packed With the Beardsley Care



Every Package Has Red Band

Guaranteed to comply with National Pure Food Law

Packed in sealed glass tumblers which can be utilized by the consumer when empty

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.47¼
White Bear, red, No. 1, tall	1.30
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17 00
Billet, small ¼s	14.00
Tricolore, ¼1	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.50
½s, Martels	13.25
Morel, ½s, boneless	17.50
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Raven, key, 100 cans	3.·7½
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	
½s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Owl, key, 100 cans	3.52½
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6·40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1 40
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.00
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.15
Glass, No. ½, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.35
Fairbank's, No. 2, 1 doz	2.35
Armour's, No. 1, 2 doz	1.40
Armour's, No. 2, 1 doz	2 35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.25
Kingan's, No. 2, 1 doz	2 27½

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¼, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.85	2.25
Tongue	1.85	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ⅛ doz	5.00
Schimmel's, assorted. 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—	Per lb.
Extra Mixtures, 30-lb. pails	.08
Cream Jelly Mixtures, "	.09½
Elcroften Mixtures, "	.08½
Nobby Mixtures, "	.09½
Cadella Mixtures, "	.12
Fine French Mixtures, "	.13½
French Creams, "	.09½
American Mixtures, "	.08½
Variety Cut Drops, "	.08½
Darling Mints, "	.08½
Golden Drip Bar, 15-lb. boxes	.12
Sour Balls, 30-lb. pails	.08½
Pancella Cream Chocolate, "	.11½
I X L Assorted Chocolate, "	.12
King B Assorted Chocolate, "	.13½
No. 1 Fine Assorted Chocolate, "	.16½
Nonpariel Drops, "	.13
Chocolate Covered Caramels, "	.18
Dairy Chocolate Chips, 25-lb. pails	.16½
Chocolate Mints, 30-lb. pails	.11½
Honey B Comb, 21-lb. pails	.17½
Cream Cocoanut Balls, 28-lb. pails	.10½
Cream Peppermint, 30-lb. pails	.09½
" Wintergreen, "	.09½
Wellington Caramels, 25-lb. pails	.08
Frozen Milk " 30-lb. pails	.10
Soft Jelly Gum Drops, "	.07½
Superfine " "	.10
Jelly Beans, "	.08
Wintergreen Lozenges, "	.09½
Mint " "	.09½
Assorted " "	.09½
Conversation " 28-lb. pails	.09½
C. & A. Crown Stick, 30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases	.18½
Rock Candy, assorted, 10-lb. boxes	.09½
Penny goods, 10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.92½
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

You Are the One That Gets Hurt

When you sell your customers a low-priced coffee. You are taking chances unless it's ARIOSA, because it is very difficult to get a good quality of coffee at a low price and yet have the flavor always the same.

You can't afford to take chances. We buy in larger quantities than any five concerns in the country, and we can afford to give quality and make a price that nobody can duplicate.

ARBUCKLE BROTHERS
New York

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia* PENNSYLVANIA

—17—

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.33
" ¼-lb. " "	.34
Premium Chocolate, ½s, 12 lbs	.34
" ¼s, 12 lbs	.34
Best Sweet Chocolate, 1 5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hershey's—	
Milk, ½s, 6 lb, per box	1.55
Cocoa, Epp's, ½-lb. tins, 7 lbs	.48
" Van Honten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—

Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36

Blooker's Cocoa Powder—

¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—

Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35
" ½-lb. tins, 6-lb. boxes, per lb.	.34

Wilbur's Chocolate—

Premium, ½s, 12-lb, per lb.	.33
Sweet Clover, ½s, 6-lb, per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.36
Cocoa, labeled, ¼s	.38
Premium Chocolate, ½s	.28
Premium Chocolate, ¼s	.30

Lowney's:—

Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ½ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75

Croft's Cocoa and Chocolate—

Swiss Milk Cocoa, ⅛-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ⅛s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ½s, 12 lb. "	.31
" " ⅛s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ¼s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—

40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.90
Defiance, 4 doz	3.90
Magnolia, 4 doz	4.45
Rose, 4 doz	4.20
Dime, 4 doz	3.50
Winner, 4 doz	4.20
Baby, 1 doz., glass	1.90
Red Cross	4.40
Peninsular	4.35
Leader	3.90
Banner, 4 doz	4.30
Star, 4 doz	4 40

EVAPORATED MILK.

Peerless, family size, 4 doz	3 40
Peerless, 5c. size, 4 doz	1.90
Yacht, family	
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.85
Pet, 10-c. size, 4 doz, per case	
Pet, 5-c. size, 6 doz, per case	2.80
Van Camps, 6 doz., small	2 90
Van Camps, 4 doz., family	3.35
Van Camps, 4 doz., large	3 90

HIRES CONDENSED MILK



	Per case.
Hires Condensed Milk	5.60
Queen	4.25
Blue Ribbon	3.95
Premium	3 95
Silver	4.50

(Each of above brands 4 doz. in case.)

Gold Milk

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	3.85
Five cases or more	3.80
Twenty-five cases or more	3.75
Fifty cases or more	3.70

The "Whole Dam Family"

JUDGES THE GRUB

So please them all by sending Mrs. Dam home with a can of Pork and Beans that "tastes like more." There will be no doubt about pleasing them if you sell

VAN CAMP'S PORK AND BEANS

Test them with your own taster—open up a can and try them. When it convinces you you can convince others. That's business.

VAN CAMP PACKING CO., Indianapolis, Indiana



"GET SOME"

The Rapid Means To Your Delivery Service—

Prompt Deliveries on slippery streets and in the coldest weather.

Earlier Deliveries to distant points during rush seasons.

Fewer Employees and more merchandise handled.

One-fourth as much barn space.

An Advertisement that can't be equalled.

Delivery Expense Cut in Two.

Write me your requirements, and I will send you our new catalog and write you just what we can accomplish in your particular case. We can save you money.

F. A. HENRY, Sales Manager

RAPID MOTOR VEHICLE CO., 147 Rapid Street, PONTIAC, MICH.

We have some unassigned territory for responsible agents of ambition.



—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅓s	.26
" ¼s	.28
" ⅓s and ¼s	.26½
Franklin Baker Co's—	
Brasil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Sultines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1.00
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. ds.	1.15
Stone Pots, large size, 1 dos. in case...per dos.	1.75
" " with Horse-radish, p. dz.	1.75

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Wein Senf, in bbls. per gal.	
" 1 gallon stone jars per jar	.75
" 5 gallon kegs per keg.	2.50
Prepared Mustard, in bbls. per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 dos. in case, per dos	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.24
loaf,	.25
Sap Sago, 3 to a lb. cask, per lb.	.18, less .22
Roquefort Cheese, 12 in case..per lb.,	.32½ " .34
Parmesan, loaves about 30 lbs. loaf,	.27, cut .32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin per lb.	.26
" 1-lb. tins per case	3.25
Camembert, in wood boxes per doz.	2.75–2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	8.25
Edelweiss, Romatour and Bier-Kase...per dos.	4.00
American Swiss, No. 1 loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each per lb.	.16
Limburger Cheese, No. 1 box, 18; ½ box, 18; less	.19
Muenster Cheese per lb.	.18
Brick Cheese, No. 1 "	.16
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case per doz.	4.50
Lunch size, 2 dos. in case "	2.40
Picnic size, 2 dos. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Clnb size, per dos.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.40
Neufchatel (Cow brand), 25 in box...per box	1.05
Star Cream, or Phila., 12 " "	2.20
Miniature Cream, or Phila., 12 " "	1.10
Hand Cheese, 8 dos. "	1.35
" 4 " "	.70
" 4 " Thuringer "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight) per lb.	.48
Wiener Wurstel, 16 in tin per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's)...per lb.	.48
Imported Frankfurters per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size per dos.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short per lb.	.24
" " long "	
" Mortadella, Dry per lb.	.25
" Knackwurst, 25 in box, per box, $4.75 per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .19½; less	.21
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .18; less	.20
" Cervelat, Crescent, 50 and 100-lb. boxes, .15; less	.17
" Cervelat, Tip Top, 50 and 100-lb. boxes, .12; less	.14
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22; less	.24
" Salami (E), 50 and 100-lb. boxes, .19; less	.20
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .17½; less	.19
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less	.17
" Tongue Sausage per lb.	.28
" Smoked Braunschweiger Liver Sausage per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per dos	1.00
" Petit Delicatess Frankfurters, with Sauer Kraut per doz.	1 00
" Lebanon Beef Bologna...per lb.	.15
" Paprika Speck "	.28
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen per lb.	.24
Smoked Thuringer Blutwurst "	.28
" Pfefferwurst "	.28

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per dos.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins per doz.	1.65
Pickled Meats, in glass "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

Light Up, Man!

Light for your store is the cheapest investment you can make.

It gives your store attractiveness.

It makes it a pleasant place to come.

It makes it conspicuous, and thereby advertises it.

People feel more comfortable trading in a light store.

You feel more comfortable working in a light store.

Let us look over the ground for you.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Philadelphia ═══ Pennsylvania

Do You Buy Pasteboard or Apples

when you buy cartons?

Our new package, hermetically sealed, sanitary packed gives full weight, stops shrinkage, prevents accumulation of dirt, retains flavor and richness of apple. No depreciation in

QUALITY OR QUANTITY

Let us send you trial order, regular market prices.

We also pack 25 and 50 lb. boxes.

PRIME, CHOICE, FANCY

A card brings delivered quotations.

E. V. Peirson & Co., Newark, Wayne Co., N.Y.



You Can Use Kerosene Gas or Gasoline

The **Acme Peanut Roaster** is equipped to use either of the three and give the same results—*i. e.*, perfectly roasted peanuts in the smallest amount of time, with the least expense and no labor.

The **Acme Peanut Roaster** is the cheapest and yet the most effective automatic roaster on the market. By its use you can earn at least from one to three dollars per day more than you now are making, and have an added attraction in your store. Full particulars and price on application.

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.



—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in qnart jars, glass	"	1.60
Lamb tongues, in glass		

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.	
Holland Herring, mixed, "Y. M."	⅛bbl.	5.50 60–75
" milkers, "	⅛ bbl.	6.50 75–85
" mixed, Standard, bbl.		
⅛ bbl.		5.50–6.50
Holland Herring, milkers, Standard, bbl.		
⅛ bbl.		
Scotland Herring, mixed, large fulls, bbl.		
⅛ bbl. 8.00		
" milkers, large fulls, bbl		
⅛ bbl. 8.00		
Marinirte Herring, Imported, abont 40 in pail.		1.25
Roll Herring, Imported, about 25 in pail		1.00
Spiced Herring, Imported, about 40 in pail.		1.00
Norway Stockfish, dry	per lb.	15
Matjes Herring	per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ¼-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1/1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.			19.50
½ " "	10.50	¼ " "			10.50
¼ " "	5.50	⅛ " "			5.50
⅛ " "	2.75	1/16 " "			2.75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

—27—

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.19
Western	.18

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.15
New York, Full Cream, new, 1st's, 40-lb. bxs.	.13–.14
Picnic, Full Cream, new, fancy, 20-lb. bxs	.15½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb	.28
Anchovies, in oil, ½ bottles	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz	4.75
" plain, per doz	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.00
Capers, Nonpariel, ½ gallon kegs	1.50
" " Quart, glass, per doz.	7.00
" " bottled, ½ size, per doz.	2.35
" " " ½ " "	1.90
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.00
" small " " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case	2.20
Currie Powder, pints, per doz	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s	2.65
" ¼'s	5.00
" ½'s	9 85
" 1's	18.50

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French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.50
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz	1.25
" " ½ pints, per doz	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	27.00
Choice, 100 tins per case	25.00
Extra, " "	
Hotel, " "	23.00
Truffles, ⅛ per tin,	.30
" ⅛ "	.55
" ¼ "	1.15
" ½ "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz	2.25
" Figs in Cordial, 1 doz., per doz	5.00
Blshop's Figs in Cordial, 1 doz., per doz	6.50
Crystallized Ginger, 1-lb. tins, per doz	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz	3.60
Victor Rose Water, per doz	2.25
" Peach Water, per doz	2.25
Pitted Olives, per doz	1.20

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50

No Rival for Winorr

THE CORN WITHOUT HULLS



"I wouldn't handle it; I'm selling enough brands of canned corn now?"

Do you say that to our *Winorr* proposition? If you do, you can hardly know about *Winorr*, because in the ordinary sense it is not canned corn at all. It is a corn specialty—corn packed without the hulls. You have nothing like it now, and for that reason it competes with nothing and has no competition.

True, it may cut in somewhat to your sales of other brands, but what of it, if it makes you as much profit and gives the customer better satisfaction?

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

THE PRESSING & ORR CO.
Norwalk, Ohio

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.60
Gold Medal	6.35
Millbourne	6.10
On Top	6.50
Ceresota	6 15
Pillsbury's Best	6 15
Taylor's Faocy	5.50
Semper Idem	4.75
Pride of the West	5.25
Sunbeam	5.05
Quaker City	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.35
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	

FARINACEOUS GOODS.

	Per Bal.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.00
" yellow, granulated, 100 lbs	2.00
" " table, 100 lbs	1.95
Western yellow, granulated, 100 lbs	1.75
Western white, granulated, 100 lbs	1.70
Quaker, 36 packages	2.85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.20
Beans—	
California Lima, per lb.	.05½
Marrows, Fancy N. Y. State, grain bags bush	2.27½
Medium, Fancy, grain bags, bu.	2.35
Pea, fancy, grain bags, bushel	2.40
Pea, fancy, Michigan, grain bags, bushel	2.40
Red Kidneys, "	1 90
Peas—	
Green, per bushel	2 42½
Scotch, "	2.55
Split, yellow, "	2.05
" green, "	

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Lentils—	
000000, 110-lb. bags, per lb.	.05½
Less quantity, "	.06
Shaker Corn—	
Fancy, barrels, per lb.	.05½
Less quantity, "	.06
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.50
Lea's Pearl, 100 lbs, per bag	2 25
Schumacher's Breakfast, 10 pkgs. to case	1.10
Western Pearl, 100 lb. bags	1.80
Western Grits, 100 lb. bags	1 75
Barley—	
OO	.06
No. 3, 100-lb. bags	3.25
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1 55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	6.65
" " kegs 100 lbs., per keg	3.55
	Per case
Oaten Goods, In cases—	
Avena, 18 packages	1 42½
Banner Oats, 20 packages	4 35
H. O. Oats, 24 packages	3.00
Mother's, 18 packages	1.75
Quaker, 18 small size	1.50
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	6 20
Avena, per keg, 90 lbs	3.25
Standard, 180-lb. bbls	6 00
" 90-lb. bags	2.95
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04⅛
Admiral, Pearl, 24's	.07¼
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04¼
" " less quantity, "	.04¾
" Pearl, 150 lbs, "	.04¼
" " less quantity, "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3 00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2 65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3 20
Mapl Flake, 36 "	4 05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.45
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2 65
Quaker Wheat Berries, 36 packages	2.65
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3 90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.10
" Acidulated, "	1 10
Cox's, large, "	1.57½
" small, "	.95
Plymouth Rock, Pink or White, "	1.20
Nelson's, per dos.	1.35
" small, "	.95
Bromangelon, assorted 3 dos, "	.87½
Fruit Puddine, 2 doz., asst. flavors, "	.80
Jell-O, assorted flavors, 2 doz, "	.87½
Jell-O Ice Cream Powder, 2 doz, "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.85
Tryphosa, per dos.	.92½
Imperial Wine Jelly, per dos.	.95
" " per gross	11.00
Gelatine, McKinley's, per dos.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Kusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per dos.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs	1.60
" In boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per dos.	9.00
" " " 3, "	6.50
" " " 4, "	4.50

Why Not Carry a Full Line of

Armour's Veribest Meats

and Get the Nice Business They Will Bring You?



Armour's are the best and most people know it. Your customers will find them always highest in quality, sweet and clean and deliciously flavored. Women know **Armour's Veribest Meats** are timesavers, thoughtsavers and moneysavers. They feel confidence in every can. They get into the habit of buying **Armour's** and never change.

United States Government Inspectors examine every product that bears our name and guarantee its purity.

ARMOUR AND COMPANY

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Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6⅛,	3 feet 8 inches,	9	15.00
8⅛,	4 feet 10 inches,	12	20.00
10⅛,	6 feet,	15	25.00
12⅛,	7 feet 3 inches,	18	28.00
14⅛,	8 feet 6 inches,	21	31.00
16⅛,	9 feet 8 inches,	24	35.00
18⅛,	10 feet 10 inches,	27	40.00
20⅛,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Butchers', without weights, No. 0
" " " " 2
" " " " 3
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.95
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.45

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	27.00	14 10	7.15	1.60	1.33
Ex. Norway, No. 4...	23.00	12.10	6.25	1.40	1.17
Ex. Bloaters, xxx.....	38.00	19.60	10.00	2.15	1.77
Ex. Bloaters, xx.....	33.00	17.10	8.75	1.90	1.57
Fancy Shore, No. 1...	30.00	15 60	8.00	1.75	1 45
Med. Shore, No. 1 ...	24.00	12.60	6.50	1.45	1.21
Large Irish, No. 2.....					
Extra Irish, No. 2.....	23 00	12.10	6.25	1.40	1.17
Medium Irish, No. 2..	22.00	11.60	6.00	1.35	1.13
Small Irish, No. 2.....	20 00	10 60	5.50	1.25	1.05
Irish, No. 3.....					
Large, No. 3 ..... Herring.	18.00	9.60	5 00	1.15	.97
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.00	4.10			
Shore, Round, Med...	6.00	3.60			
Ocean Whitefish.....	4.50	2 85	1.62	.45	
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.25	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case.....	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.06½
Medium Bank	.06¼
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.12
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.80
" " 100s ... "	1.25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.09¼
Fancy N. Y. State, 48 1 lb	.09½
Choice N. Y. State, 50-lb. boxes	.08½
Apricots—	
Extra Choice Royals, 25 lbs	.18
Choice Royals, 25 lbs	.16
Standard Royals, 25 lbs	.13½
Cherries—	
California, unpitted, Black. 25 lbs	
California, pitted, Black, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.07¾
Gold Medal, loose, 25 lbs	.07⅝
Private Growth, extra, cleaned, 36 lbs	.07½
" cleaned, 30 lbs. bulk	.07¼
Peaches—	
Extra Fancy Muirs, 50 lbs	.13½
Fancy Muirs, 25 lbs	.13
Extra Choice Muirs, 50 lbs	.13
Choice Muirs, 25 lbs	.12¼
Choice Muirs, 50 lbs	.11½
Standard Yellow, 25 lbs	.09½
Standard Yellow, 50 lbs	.08¾
Pears—	
Choice California, Bartlett, 25 lb	.09

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.08½	.08	.07¾	.07¼
40– 50, 25 "	.07¾	.07⅛	.07¼	.06¾
40– 50, 50 "				
50– 60, 25 "	.07¼	.07	.06¾	.06¼
50– 60, 50 "	.07	.06¾	.06⅛	.06
60– 70, 25 "	.06¾	.06½	.06	
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "				
80– 90, 50 "	.05½		.05¼	
90–100, 25 "				
90–100, 50 "		.04½	.04¼	
100–120, 50 "				

Raisins—	
Muscatels, 4 crown, 50 lb	.05¼
" 3 " 50 lb	.04¾
" 2 " 50 lb	.04⅛
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Suitanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Liano, Layer, Valencias, 28 lbs	.05½
Gilabert's, Layer, Valencias, 28 lbs	.06
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07½
Butterfly, fancy, 36 1s	.08
Owl, fancy, 36 1s	.07¼
Harvest, choice, 36 1s	.07
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ⅓ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " " 2 doz. 15-cent size, 1 lb..... per doz. 1.35	2.47½
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

It isn't so much a question of *"Getting Along"*—the other fellow may get along so much faster that you won't be in the race—
What you want to do is to *"Get Ahead"*
Your best asset is "ENTERPRISE"

"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



SELF-PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

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INK.

Arnold's, black, 3032 ..... per bottle	.48
Continental, red, 1 doz	.30
" black, 3 doz	.25
Royal, black, 3 doz	.25
Stafford, Commercial, 3032 ..... per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes ..... 5 doz.			2.75
Cold Blast ..... 4½ doz.			3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain ..... per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass ..... per doz		2.25
1- " Galvanized ..... "		2.10
5- " Lenox, Spout ..... "		5.00
5- " " Spigot ..... "		5.50
5- " Columbia ..... "		7.00
5- " Banner ..... "		8.00
5- " Climax, Pump ..... "		10.00
5- " Home Rule, Pump ..... "		12.00
Lanterns—		
No. 0, Standard ..... per doz.		4.75
No. 0, Dash ..... "		7.80
Cold Blast ..... "		8.00

LIME.

Prepared, 2 doz. in case ..... per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb. ..... per lb.	.05¼
" " 25 lb. boxes, ½ lb. ..... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes	.05½

LYE AND POTASH.

Banner, 4 doz. ..... per case	3.15
Babbitt's Potash, 4 doz. ..... "	3.30
Lewis' ..... "	3.25
Red Seal, 2 doz. ..... "	1.87½
" 4 doz. ..... "	3.65
Popular, 4 doz. ..... "	1.45

MATCHES.

	Per gro
Ohio Blue Tips—	
200's, 1 gross ..... per case	1.70
500's, 100 packages ..... "	3.25
500's, 1 gross ..... "	4.50
Ohio Noiseless—	
500's, 1 gross ..... per case	3.75
King Bird—	
100's, 3 gross ..... per case	2.85
500's, 1 gross ..... "	4.00

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Swift & Courtney's, 200's, 1-gross case	1.75–1.90
" 400's, 1 "	3.50–3.70
" 500's, 1 "	3.75–4.00
Blue Hen, 200's, 1 "	1.50–1.60
" 500's, 1 "	4.00–4.85
	Per Gross.
Vulcan Parlor, 65's	.41
" 100's, 5-gross in case	.90
" 500's	3.95
Vulcan Safety, 65s, No. 37	.55
" 65s, No. 2	.45
Columbia Safety, No. 2, 5-gross cases	.55
" No. 37, 5-gross cases	.50
" 100's, 5-gross cases	.90
" No. 15, gross cases	1.20
" No. 32, 5-gross cases	.55
Safety	.45
Mazeppa, Parlors, 500's	3.50–3.75
Searchlight, 500's	4.25–4.50
Press, 200's	1.80–1.90
" 500's	4.50–4.75
America, 200's	1.30–1.35
American Paraffine, 500's, ex. qual	4.15
Telegraph, blue bead, 5-gross cases	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
Our Darling, ½ gross, No. 4, 1,000	2.75

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior ..... per lb.	.08¾
18, 37 and 68-lb. buckers, " ..... "	.09
10-lb. buckets, 6 in crate, " ..... per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " ..... per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior.. per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Fairmount ..... per lb.	.07¾
18, 37 and 68-lb. buckets, " ..... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous ..... per lb	.08¾
18, 37 and 60-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " ..... per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " ..... per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous.. per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Golden ..... per lb.	.07¾
18, 37 and 60-lb. buckets, " ..... "	.08
Campbell's Mince Meat, 30-lb. palls ..... "	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kegs and 30-lb. kits, per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits "	.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls. ... per lb.	.07½
" 18 and 37 lb. Kanakins ..... "	.08
" 10-lb. Kkns, 6 to crate ... per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25
National, 30-lb. Kits, bbls., ½ bbls. ..... per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars ..... per case 6 jars	4.50
No. 3, glass jars ..... per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden palls ..... per box 6 palls	3.75
No. 10, wooden palls ..... per box 6 palls	6.40
No. 18, 37 and 68, wooden palls	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters ..... per lb.	.08¾
Wooden Palls, 18, 37 and 68 lbs ..... "	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz	2.00
Cartons Condensed, (3 dozen in case,) per gross	11.00
Keystone—	
Barrels, Halves, Quarters ..... per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs ..... "	.08¼
Wooden Kits, No. 20 and 35	.08

OILS.

Stove Gasoline ..... per gal.	.18
Headlight, 150 test ..... "	.12½

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	12.50
" Extra, 64 oz	11.50
" Mammoth, quarts	6.50
" Extra, quarts	6.00
" Extra, pints	4.00
" Mammoth, ½ pints	2.75
" Extra, ½ pints	2.60
Fourees, 19 oz., fluted bottle	4.00
De Lucques, 10 oz	2.40
Farcies	3.00
Queen, 6 oz	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.	4.90
" " pts., 2 doz.	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.	6.50
" " pts., 2 doz.	7.50
" " ½-pts., 2 doz. ..	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.	9.00
" Sublime, 8-oz. flasks, 2½ doz. ..	6.50
" " 12-oz. " 2¾ doz. ..	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	8.35
" " ½-gal. tins, 20 to case	8.20
" " 1-gal. tins, 10 to case	8.10
" " 5-gal. tins, 1 or 2 to case	8.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case ....per case,	8.50
Pints, " 2 " " ..... "	9.00
½ Pints, " 2 " " ..... "	4.75
Oliver's Olive Oil—	
1 dozen large	6.00
2 dozen medium	6.75
2 dozen small	4.25
6 1-gallon tins ..... per gal.	2.10
10 ½-gallon tins ..... per gal.	2.20
20 ¼-gallon tins ..... per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz. ..... per doz.	.55
Stohrer's, No. 16, 2 doz. ..... per doz.	.90
Stohrer's, No. 32, 1 doz. ..... per doz.	1.80
Keystone, bottles, 2 doz. ..... per doz.	.90

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

BORDEN'S
Peerless Brand
Evaporated Milk



AN UNSWEETENED CONDENSED MILK

Made by the Originators of Condensed Milk, who for *50 Years* have devoted all their Energies to the Production of the *Highest Quality Sanitary Milk,* in which *Gail Borden* was *The Pioneer.*

A Point of Interest to Jobber, Retailer and Consumer

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY" NEW YORK

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	85
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.21
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03½
White Tea Paper, 12 x 16, reg.	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12¼-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25

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Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10
Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 3 doz	.92½

PICKLES.

45 gal., 1200s	per bbl.	9.75
45 gal., 1000s	per bbl.	9.25
William Bros., 16 gal., 800s		6.10
" " 16 " 600s		5.25
10-gallon kegs, 700s		3.25
Sweet Pickles, 500s to 600s, 5 gal.	per keg,	3.30
Sweet Pickles, 700s, 5 gal.	"	3.60
Sweet Pickles, 1,000s, 5 gal.	"	4.15
Sweet Pickles, 2,000s, 5 gal.	"	5.00
Chow-Chow, No. 1, 5 gal. kegs		1.95
Chow Chow, No. 2, 5 gallons		1.75
Chow and Mixed Pickles, 2 gal., per pail		1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.25
No. 8, Sour Gherkins, 2 doz	.90
No. 8, Sweet Gherkins, 2 doz	.90
No. 8, Sour Mixed, 2 doz	.90
No. 8, Sour, assorted, 2 doz	.90
No. 8, Chow-Chow, 2 doz	.90
No. 8, Onions, 2 doz	.90

Crosse & Blackwell's:—
Whole bbls., 5 doz 3.25
Chow, pints, less quantity 3.30
Mixed, less quantity 3.30
Onions, pints, less quantity 3.30
Plain, pints, less quantity 3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ¼ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's	per doz. 2.00

PROVISIONS.

Hams, Skinback, 18-20 lbs	11½
" 14-16 lbs	.10¾
" 10-12 lbs	.11½
Picnics, 6-8 lbs	.08¼
N. Y. Shoulders, 10-12 lbs	.10
Dried Beef, sets (city smoked)	.17
" Tenders and Knucks	.17
" Flats	.15
" Air Dried, sets	.21
" " Tenders and Knucks	.21
Jersey Pork, Butt	per bbl. 16 00
" Family "	17.50
Breakfast Bacon, rib in	.11
" boneless	.12½
S. P. Bellies, 14-15 lbs	.09½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.18
Beef Tongues, smoked, 5-6 lbs	per doz. 9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—

Honey-cure Brand Hams, skinback	.13
" " large	.13
" " medium	.13
" " small	.13
" Breakfast Bacon	.12
" " boneless	.14
Beef, air-dried, regular sets	.20
" " Insides and knuckles	.22
Ham Bologna	.10
Beef "	.10
Boiled Hams	.20
Beef Tongues	per doz. 9 00-11.00

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Swift & Co.—

Premium brand Hams, 10 lb	.13
Premium brand Hams, 12 lb	.13
Premium brand Hams, 14 lb	.13
Premium brand Hams, 16 lb	.13
Premium brand Hams, 18 lb	.13
Premium brand skinned Hams, 18-20 lb	.13
Premium brand boiled Hams, skinned, fatless	.21
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.22
Premium brand Beef Tongues, short cut	.16
Winchester brand skinned Hams, all aver	.12
Winchester brand Picnics	.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	09¼	7⅞
Plain Tubs, 50 and 60 lb. cans	09¼	8
10-lb. Tin Pails, 60 lbs	10¼	8⅝
5 " "	10⅜	8¾
3 " "	10½	9

John Bower & Co.—

Pure Kettle Rendered, tierces	.09¾
" " tubs	.10
" " 3, 5 and 10-lb. cans	.11

Swift & Co.—

Premium brand, tierces	.10¾
Silver Leaf brand, tierces	.09¼
Jewel, compound, tierces	.08⅛
Cotosuet tierces	.08⅜

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.11 - .11½
Common to fair, native	.08½ - .09½
Western Dressed Beef—	
Choice, native cattle	.10 - 10½
Common to fair "	.08½ - .09½
City Dressed Veal—	
Prime	.11
Good to choice	.09
Dressed Hogs—	
Pigs	.08
Hogs, heavy	.08
" 180 lbs	.08
" 160 lbs	.08
" 140 lbs	.08
Dressed Sheep and Lambs—	
Lamb, Western, good	13
Lamb, Western, culls	10
Sheep, choice	11
" medium	10

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90-1.00
Cow Tongues	.75-1.00



This Is The Famous Steel Cap

The one that doesn't get a poisonous corrosion on it when it seals jars of fruit. Your customers will never use a zinc cap again if you tell them about this. Try it.

A splendid profit for you. They are getting them at the china stores now. Get this money.

The Wm. Glenny Glass Co.
Cincinnati, Ohio

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Oakdale Pretzels
Are What You Want

¶ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

¶ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

¶ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.c6
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.10
" " western		.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.20 –.22
" Y. T., 15 to 17 lbs	.20 –.22
Old hens and toms	.19 –.21
Common to Good	.15 –.16
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.40 –.50
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.40 –.50
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.40 –.50
Western, 4 to 4½ lbs. to pair, fancy	.23 –.25
" 3 to 3½ lbs. to pair, fancy	.24 –.27
" fair to good	.18 –.21
Fowls—	
Western, fancy	.14 –.15
Heavy Roasters, 4 to 5 lbs	.13 –.22
Fair to good	.17 –.18
Old cocks	.10 –.11
Western capons, fancy	
" " small	
Squabs—	Per doz.
Prime, large, fancy	3.50–4.00
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.32 – 36
Large Springers	.17 – 20
Fowls	.14 –.15
Roosters	–.10
Ducks	.10 –.12

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 " "	"	.85
Large or No. 2, 1 " "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces		4.50
Extra Quality, 15 gals., kegs		2.20
Victory, extra fancy, No. 3, 2 doz.	doz.	.75
Spring Garden, fancy, No. 3, 2 doz.	doz	.70
Compass, No. 3, cans, 2 doz.		.67½

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ½ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding—Seedless:—		
Individual, per case of 2 doz.		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ½ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	.97½
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.92½
Schimmel's, No. 10, tumblers	.88
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz.	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.97½
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails	per pail 1.15
Apple, 20-lb. crocks	per lb. .07¾
Apple, Schimmel's, 30-lb. pails	per lb. .06
Prune, 30-lb. pails	per lb. .07¼
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz	1.70
Southwark, assorted, jars, 2 doz	.98
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size	per doz., 1.20
Laudanum, 25c.-size	per doz., 1.90

5 per cent. discount in gross lots assorted.

Alum	per lb. .03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2 60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk	per lb. .08
" Lump, bulk	" .08
Butter Color, W. & R.	per doz. 2.00
Bluestone, bulk	per lb. .08
Copperas	per lb .01¾

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Camphor, gum, 1-oz. blocks		.85
" Flakes, 250 bbls		.02¼
" " less quantity		.02¾
" Tar Balls, bbls., 250 lbs.		.02¼
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.02
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.50
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.07
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	28½
" ¼-lb. packages	"	.32
" ½-lb. "	"	.31
" 1-lb. "	"	.30
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.c6
" granulated, kegs, 100	"	.06
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.55
" 100-lb. bags	"	2.25
" less quantity	"	.03½
Venetian Red	per lb.	.01
Whiting	"	.02
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.9c
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz.	per doz.	.80
Iron Glue, McCormick & Co's:—		
No. 5		.40
No. 10		.75
Tube V		.75
McCormick & Co., Bee Brand—		Per doz
Insect Powder		.80
Root Beer		.80
Talcum Powder		.80
Triangular Quinine		.80
Quinine Capsules		.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

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W. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per doz.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts, "	1.00
" gallons, each	.30
" ½ barrels, "	3.50
" barrels, "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums, per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size,	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

	Per doz.
McCormick & Co., Bee Brand—	
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 2, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla, "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.	2.00
" " " " No. 2X, "	.80
" " " " No. X, "	.45
" Lemon, " " No. 25, "	1.75
" " " " No. 2X, "	.80
" " " " No. X, "	.45
Ingersoll's Flavoring Extracts:—	
High Grade Vanilla, per doz.	1.75
" Lemon, "	1.75
Select Vanilla, "	.85
" Lemon, "	.85
" assorted, "	.85
" small size, "	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet, per doz.	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 2 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Pearl Head, 5-lb. cotton sacks	05¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Prime, 100-lb. bags	.04
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs	2.50
" " 60 bags, 5 lbs., lim	4.00
" " 28 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	2.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schimmel's, small, 2 doz., per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

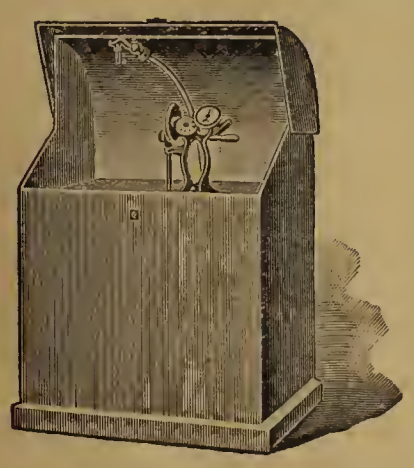
SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 150 lbs., per 100	.85
60-lb. boxes, bulk or granulated	.65

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small, "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sauce:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



CLEAN, EASY AND PROFITABLE.

Handling Headlight Oil and Gasoline in the old way is hard, dirty, and because it takes so much time and trouble, not very profitable. Handled in our way is as easy as weighing coffee or tea and just as clean, almost as profitable. We will send you our Catalogue B, if you wish, which will show you how to turn this unpleasant feature of your business into a simple sanitary job, increasing your profits to such an extent that our Tanks and Pumps, which work with almost human intelligence, soon pay for themselves.

Boyer, Radford & Gordon Tank and Pump Company, Dayton, Ohio.

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SEEDS.

Canary, bush. 60-lb	2.75	Mustard, Brown...	.07½
Caraway	.12	Mustard, Yellow..	.07
Celery	09	Rape, per lb.	.05½
Coriander, bleached	05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., 110 lbs., kegs, per lb.	.01⅞
Bi-Carb., bulk, 25-lb. boxes "	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs.	.05⅜
Arm & Hammer bd., ¼ s, 36 lbs. per lb.	.05⅜
" " " lbs., 36 " "	.04⅜
" " " ¼, ½, 36 lbs. "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.05½

SOFT DRINKS.

	Per dos.
Root Beer Extract, Hires', 1 dos.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 dos.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 dos.	8.00
" " " gallons, 6 gal.	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 dos.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 dos. per dos.	.72
Putz Liquid, large, 3 doz. per gross,	16.50
Puts Liquid, large, 3 doz. per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per dos.	.60
Putz Paste, large, per dos.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans per gross	9.00
No. 1, half-pint cans "	18.00
No 2, pint cans "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans. "	7.50
No. 5, gallon cans "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 dos. in case, 50 lbs. per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Kavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	106	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	200	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	200	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Osone	100	3.75

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Oleine, Conway's	60	2.45
" Golden	60	2.55
" Kavenson's	60	2.35
" Hamilton's	60	
" Kirk's	60	2.17½
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.70
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4 60
Sunlight, oval	200	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	200	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.35
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	dos.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	dos.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 75

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.30
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 dos. per dos.	43
Swift's Washing Powder, 100 2s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	1.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per dos.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75

"As Good as the 'J. M.'"



No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.



A Tin in Every Order

Almost every woman who buys goods of you will include a can of **Hoffman House** Little Pickles in her order if you'll suggest it.

The second time you won't need to suggest it.

These pickles are cured by a new process—you'll see the difference as soon as you taste them. Tenderer, sweeter, snappier—those are the points.

Packed in prepared tin for reasons that also have much to do with the quality.

THE J. WELLER COMPANY
CINCINNATI, OHIO

—57—

Colburn's Philadelphia Mustard, D. S. F.:—

5 cent tins, 2 and 4 doz.	per dos.	.45
Dimo size, 2 and 4 doz.	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lh.	.23
10 " "	"	.22

Colman's Mustard, D. S. F.:—

1-lh. tins	per doz.	5.40
½-lh. tins	"	2.70
¼-lh. tins	"	1.45
⅛-lh. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.08
Allspice	.07
Cloves	.12½
Mace	.48
Nutmegs, large	.17
" Medium.	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lh. rolls	.30
" Saigon	.79
Whole Mixed Spices, hulk, 6-lh. boxes	.11

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lh., 1-lb. packages		.06½
Niagara, 40-lb., 1-lh.	"	.04¾
Cream, 48-lh., 1-lh.	"	3.45
Kingsford's. 40-lb., 1-lh,	"	06½
Murdoch's Oswego—		
1 lh. packages, 40 lh. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bhls, about 200 lbs		.06¾

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LAUNDRY STARCH.

Gilbert's Laundry, 40-lh. hoxes	.03⅝
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linon Gloss, 3-lh. cartons	.04⅞
Kingsford's, Puro, 3-lh. cartons	.06¼
" Pure Gloss, lh. packages	.06¼
" Silver Gloss, 12 6-lh. wd. bxs.	.07⅝
Duryea's, Superior, 3-lh. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, cratos, 12 6-lh. wood boxes	.07⅝
Niagara, laundry, 50-lh. bulk	.03⅝
" 1 lh. packages, 48 lbs	.04⅜
" 3-lb. cartons, 48 lbs.	04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppol's Mourning Starch for hlack goods, 36 packages per packago	.08
Starch Polish. 20 cakes per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. hoxes	.c7¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crato	.08¼
Velvet Gloss, about 200 lbs.	.c7¼
Snow Gloss, 3 lh. cartons, 48 lh boxes	.06¼
Sterling Gloss, 50 lh. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enamelline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ½ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅓ gross boxes	4.20
Magic Pasto, ¼ gross boxes	4.75
Parlor Pride, large size per doz.	.87½
" " per gross	10.25
" small size per doz.	.70
Climax Enamel ¼ gro per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cont size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

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F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¼
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz.	per lh.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 dos.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ¼ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 os.	per dos.	.06
6 oz.	"	.06½
8 oz.	"	.07½
10 oz.	"	.08½
12 os.	"	.09½
Matting Tacks—		
No. 10, steel	por doz.	.10
No. 11, steel	per doz.	.10⅝
No. 12, steel	per doz.	.13
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Solo Leather. cut into taps, 6 inches higb		1.50
5¼ inchos high		1.48
5 inches high		1.42
4⅝ inchos bigh		1.25
4 inchos high		1.18
3¼ inches bigh		1.05
3 inches high		.90



SEIBERT'S
Poison Fly Paper
Pays 150% Profit

A very attractive package and a good seller.

Put up 50 envelopes in a display box like cut $1.00

Retails at 5 cents an envelope

Fly Ribbon	per gross	4.80
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, Whito and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lh	per lb.	.10¼
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80

—60—

Clevoland, extra fino cotton twine	por lh.	.22
Orange Brand, fino cotton twino	"	.20
Texas Modium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 halls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lh. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb, hunches	per lh.	.16
Bost Jute Rope, 16 yds. to lb.	"	.09
Best Jnte Plow Line, 8 yds. to lh	"	.09
Jnte Clotheslines, 90 ft. to hank	per doz.	1.60
Jnto Clotheslines. 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy. No 668	.42
Extra Fancy, No 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mino, refined, with 1 doz. No. 3 screw-top cans, both freight paid	35
Gold Mine, in hhls	30
Fancy, No 104	32
Fancy, No. 105	.28
Choice, No.	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	38
West India, cholce, No. 634, compound	.29
West India, cholce, No. 510, compound	.25
Porto Rico, No. 668	.15

GLUCOSE.

Threo Star A, for confectionery	1.75
Five A, for confectionery	2.85

HONEY.

Domestic, harrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium hottles, 2 doz.	per doz.	1.35
Schimmel's, 10- oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

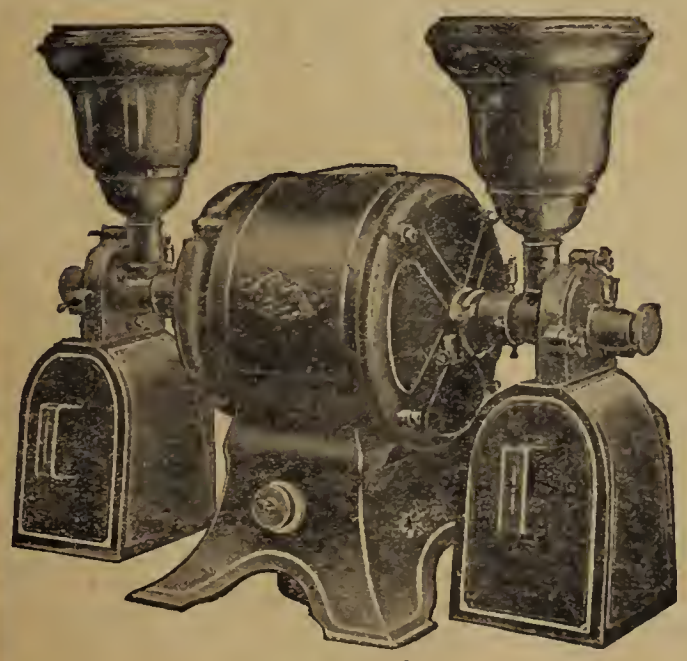
Jockey Club, Mason's Quart Jars:—		
4 doz. in harrol	per doz.	87 ½
1 " case	"	1.70
Karo, 10 cent size, 2 doz.	per case	1.90
Karo, 25 cent size, 1 doz.	per case	2.30
Karo, 10 cent size, ¼ doz.	per case	2.20
Ly'e's Imported, No. 2 cans, 2 doz.	per doz.	1.82½
Globe, No. 2½ tins, 2 doz	"	1.12½
Globe, No. 5 tins, 1 doz	"	2.20

HENRY TROEMNER'S
Electric Coffee Mills

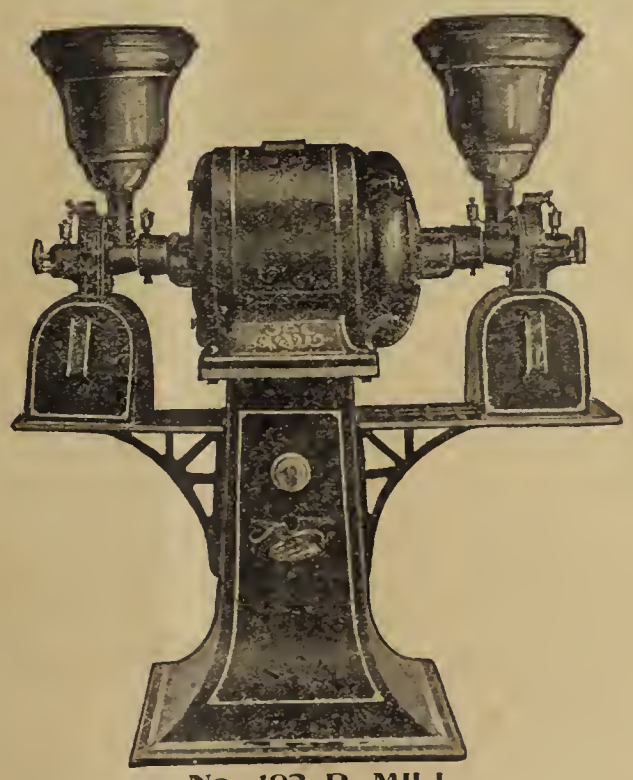
ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



No. 192 MILL



No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

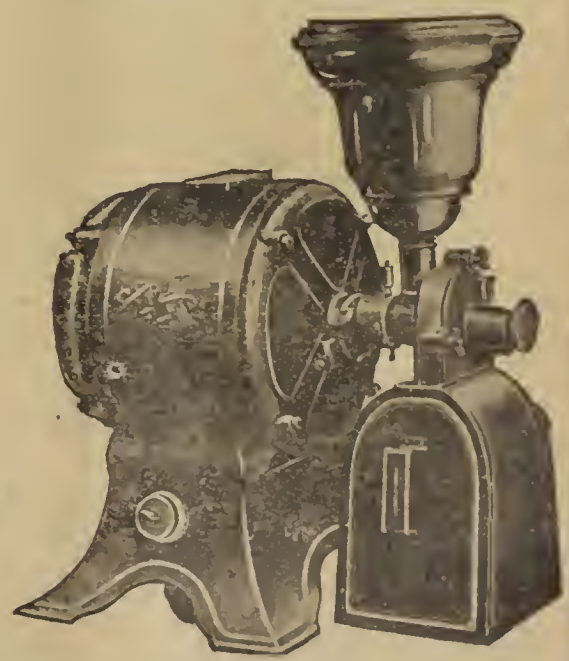
No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Tewie's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.75
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118. Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.85
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.00
Galvanized, 14 quart	2.25

No. BUTTER DISHES.	Per M
1, Solid oval	1.25
2, Solid oval	2.50
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.20
2, Wire ends	1.40
3, Wire ends	1.60
5, Wire ends	2.00
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

—62—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
21, X, crescent shape	1.75
1, strap handle, grey fibre	1.20
2, strap handle, grey fibre	1.65
6, all hair, extra quality	2.75

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.30
4, Bristle outside	1.65
5, All bristle	1.75
16X, All bristle, extra value	2.15
18, All bristle, spotted white	2.80

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.45
8, 8 in., White tampico	.55
6, 5 in., Family, extra heavy	.80
8, 6 in., Family, extra heavy	95
10, 7 in., Family, extra heavy	1.10
12, 8 in., Family, extra heavy	1.25
6, 5 in., A., hair bristle	1.40
8, 6 in., A., hair bristle	1.65
10, 7 in., A., hair bristle	2.00
12, 8 in., A., hair bristle	2.35
6, 5 in., Ideal, all bristle, 3 row	1.90
8, 6 in., Ideal, all bristle, 3 row	2.25

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.90
10, Fibre, wire drawn, extra	1.20
21, All hair, wire drawn	2.25
28, White, wire drawn	2.90
1, 7 in., All hair, flat end	2.05
22, 7 in., Mixed, round end	2.10
11X, 7 in., All hair, round end	2.25

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.	
Compressed per doz.	.18
Magic, 1½ doz. packages per box,	.58
Yeast Foam, 1½ doz. per box	.58

A new product from an old house

DIXON'S

POWDERED

STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

If you knew how many people chew

Pulver's Kola-Pepsin Chewing Gum

you would order the following at once and

MAKE THE BIG PROFIT

	RETAILS
1 Jar —100 5-cent packages	$5.00
1 Box— 20 5-cent packages (Free to you)	1.00
1 Box— 20 Metal Gum Containers (Free to you) (For the pocketbook)	
	$6.00
Cost to you	2.75
Net profit	$3.25

Universal Coupons Given Free to Both Merchant and Consumer

Pulver Chocolate and Chicle Mfg. Co.
ROCHESTER, N. Y.

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

CHEERINESS FOR SALE!

With a few electric lights properly disposed, here and there, we can give you a new store.

A store that will not only look new to you, but new to your customers and the passers-by.

A store that will be twice as cheery to work in, to buy in, and to come into from the street.

You wouldn't buy in a gloomy store yourself, if you could avoid it. Can you expect other people to like it any better?

See us about it.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Philadelphia, Pa.

Hams and Bacon Are in Demand

Are you giving your trade the best values for their money? You can easily do so by giving the people what they want and that is

Burk's "Crown Brand" Hams

which are plump, have short shanks and round butts, are sweet, being sugar cured; mild, because they are not old; and of fine flavor, being smoked a nice, bright color, which is only possible by using hickory wood.

They are sold by the leading retail grocers in Philadelphia, having the most select and exacting trade.

Burk's "Butternut Bacon"

is the only substitute for "Crown Brand" Hams. It is selected from corn-fed hogs, specially cured with granulated sugar—mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste impossible; wrapped in highly glazed and parchment paper and embellished on two sides with an attractive blue and white label.

A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the **"5-B" Bacon,** because of its name.

Pure Lard

to be at its best must contain all the original natural oils. Many brands of lard are "pure," but lack richness because these oils have been extracted to increase the manufacturer's profits.

BURK'S LARD

is strictly pure and contains all the properties of the wholesome hog fat and nothing else.

Louis Burk

GIRARD AVE. and THIRD ST., PHILADELPHIA

A New Canned Corn Idea



There is no better corn grown than Country Gentleman seed. It is firm, sweet, tender and succulent—thousands of people sincerely like it better than Maine Corn.

Onargo Country Gentleman Corn is canned from the finest Country Gentleman seed procurable, and it is cooked by the new automatic cooker in a way which makes it better than Country Gentleman or any other corn has ever been before.

The new automatic corn cooker doesn't perform miracles, but you'll almost think so when you compare its work with the work of the old-fashioned cooker. It simply cooks a can of corn evenly, leaving the edges as tender as the centre, which no other cooker does.

The grocer who keeps abreast of his business will investigate this.

IROQUOIS CANNING CO.

Onargo, Illinois

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



A BAG FULL OF GOODNESS

We don't have to say a word about the quality of **Private Estate Coffee** to the many thousands of retailers who are selling it—their **customers** do the talking for it. But those who haven't made **Private Estate** their Coffee Leader have missed a chance to wean their customers away from the Tea and Coffee Stores. It can't be beaten. We share our profit with grocers by giving them Universal Coupons with each case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS **33-34 Fulton Street, New York**

Philadelphia Branch, 139 S. Front Street

FOOD



VALUE

Better Than Milk or Meat

¶ **Royal Peanut Butter** is one of the most healthful food products ever manufactured. We want you to tell this to your customers, and as a real incentive for you to do so we are going to give you the money we would otherwise use to tell consumers of its merit. Universal Coupons packed in every case from January 1, 1908. Remember, it is the best thing of its kind ever made. You make a splendid profit on it and the coupons are exchangeable for any article of merchandise you may need for your home or store.

Cleveland Health Food Co.

Cleveland, Ohio

The Grocer's Power

We make a superfine line of Macaroni, Spaghetti, Noodles and Pastels, but we don't try to *make* you sell them.

We give you credit for brains—brains to select goods—brains to sell them. You can *influence* your customers. That's why you are in business.

Wouldn't it be foolish for us to ignore your power and waste advertising trying to make people *demand* that you sell our goods? We go the other way about it. We spend our advertising money *for* you, not *against* you by giving you Universal Coupons with every case of our goods. You can exchange them for many useful articles. It pays to pull together.

The *Freihofer* **Vienna Baking Company**

Philadelphia, Penna.



Nothing Like It Has Ever Been Made

This picture represents a floor wax which when properly applied makes wood like new. Grocers can build up a big trade on it because their customers need it—they are buying something of the kind now, and are going to paint stores to get it. If you will put a case of **MOORE'S WAX** where it can be seen and tell your trade what it will do you will get some money that is going somewhere else now. We are making it worth your while to do a little talking for this product by giving you a generous quantity of Universal Coupons with each case. You can buy anything you need with these coupons.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.

She Always Went Back

"I occasionally try some of these much-advertised soaps," said a lady to one of our customers the other day, "but I always came back to **Babbitt's Best.** In many years I've never found anything that suited me so well."

Think of the grocer who filled all that lady's orders for **Babbitt's Best.** No talk—no persuasion—no explaining—no work. Simply filling orders that the soap itself gets.

And at a profit, too—don't forget that.

MADE BY

B. T. BABBITT

NEW YORK

Where Norwegian Sardines are Different

The real Norwegian sardine, such as we pack, is different from any other sardine in the world. It has a certain savory zest that sets it apart from either French, Portuguese or domestic sardines.

Our Norwegian sardines are little, young white fish, appetizingly smoked and packed in fine olive oil. We will gladly send you a sample can.

Price, $1.00 per dozen; $9.00 per case of 100. Packed with can opener and wrapped in oiled paper.

Niagara Fish Company

Lake Street

BUFFALO



Be an Expert on Hams

YOU will be surprised to see how many hams you can sell by being able to guarantee every one. Each and every one of **SWIFT'S PREMIUM HAMS** will back up the strongest guarantee you can give it.

Is there any sense in selling ham that nobody can guarantee?

You can satisfy your trade and increase it by selling **SWIFT'S PREMIUM HAMS** because their quality never fails.

We keep **PREMIUM HAMS** well advertised, and that makes them easy to sell.

Swift & Company, U.S.A.



What the 99 Do

We could probably count a hundred silver polishes, *Electro-Silicon* and ninety-nine others. The ninety-nine combined probably haven't half as much business as *Electro-Silicon* alone.

Considering how easy it is to make a "silver polish" it means a whole lot when one silver polish forges so far ahead of its competitors as *Electro-Silicon*.

It means the results of the enormous advertising we have done, of course, but more than that it means that *Electro-Silicon* is better.

The advertising we have done and are doing makes business for you as well as for us. No other silver polish is so well known, no other is so easy to sell, no other will please your customers so well.

Always packed in yellow box bearing lady in red.

The Electro-Silicon Company

PROPRIETORS

New York, N. Y.

Everybody Knows Them



Knight's Flavoring Extracts have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT

Cooking Extract Co.

No. 211 ARCH STREET

PHILADELPHIA, PA.

Are You Making Your Money Earn All It Can?

Here is an opportunity for you to invest some money that will eventually net you a profit of **35 per cent.** The **Pure Food Beef Company** of Philadelphia who are establishing a chain of meat stores and now have **Eight** in successful operation located at

2112 Ridge Avenue,
2416 Brown Street,
3508 Haverford Avenue,
2022 Montgomery Avenue,
4205 Haverford Avenue,
2431 Ridge Avenue,
12 North 52nd Street,
726 North 44th Street,

are offering some of their Capital Stock at

One Dollar Per Share

in order to obtain money to open additional stores.

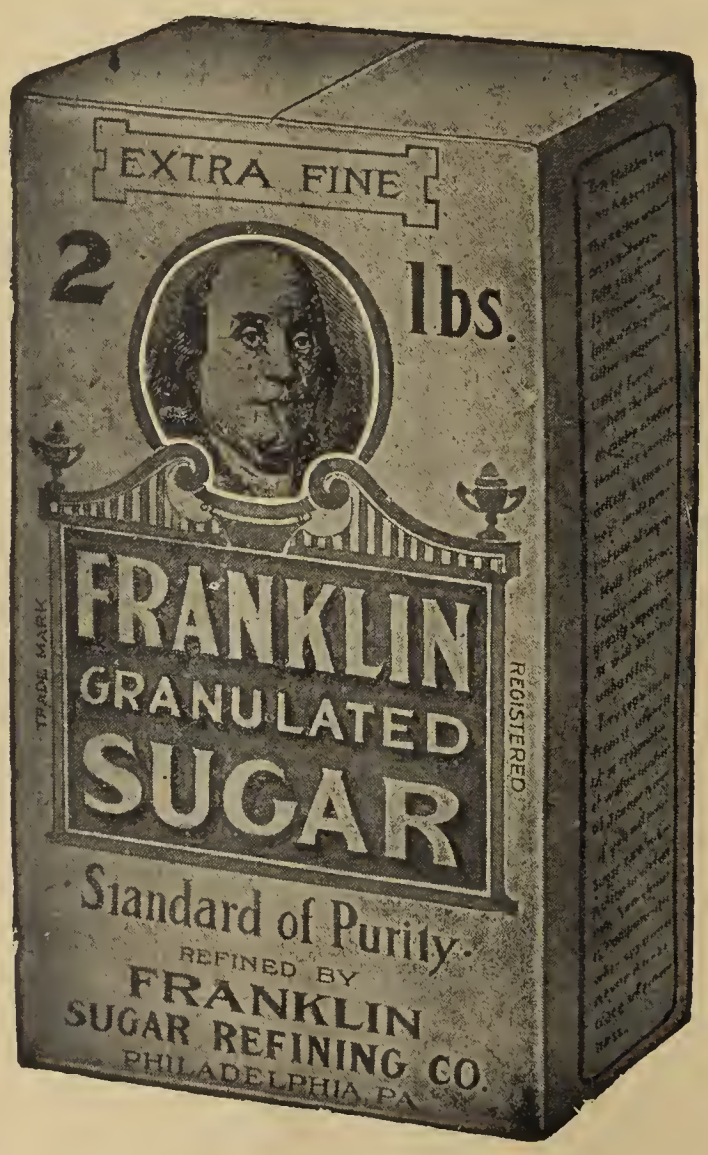
The officers of the Company are practical and successful meat men and it is a reasonable assurance that they will be able to pay you as great a dividend as the chain stores pay. They ask for investigation and will gladly furnish full particulars.

PURE FOOD BEEF COMPANY
2112 Ridge Avenue, Philadelphia
A. L. HANWAY, PRESIDENT.

Is There Anything in Your Store Which Could Be Made to Look Better?

Scales, Coffee Mills, Tea and Coffee Caddies, Scoops, or other fixtures? I not only make all these things bnt I make old ones like new in my repair shop. If you want any kind of a fixture at a reasonable price write me and I'll send you my catalogue free, and it is well worth having, for it is an eye-opener in prices.

H. F. HEACOCK
51 N. Second Street, Philadelphia, Penna.



What a Prominent Jobber Says

"We are shipping sugars from all the eastern refineries, but would especially recommend the quality of the product of the ***Franklin Sugar Refinery of Philadelphia*** for easy scooping, bright colored, clean, soft sugars and for free running, crystal white granulated sugar, for particularly well-coopered barrels and good, strong sacks."

Jobbers all over the country wouldn't say this same thing if the reason wasn't strong.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

For sugar satisfaction the

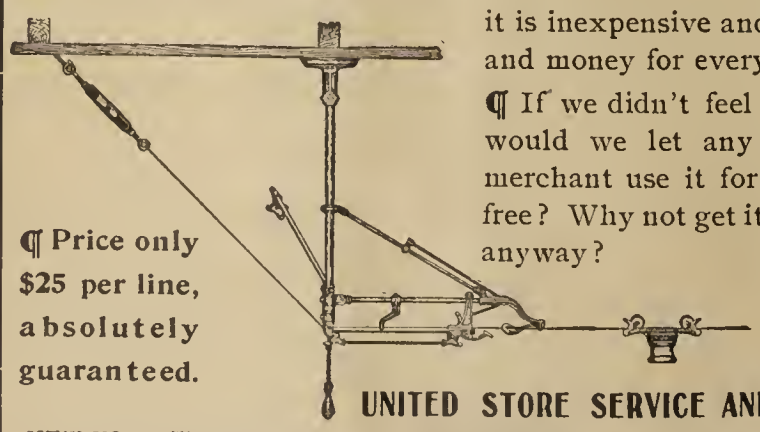
THE FRANKLIN SUGAR REFINING CO.

PHILADELPHIA & PENNSYLVANIA

No Dealer Too Small

¶ No dealer is too small to profitably use our *Meteor Cash Carrier*—it is inexpensive and saves time and money for everybody.

¶ If we didn't feel sure of that would we let any responsible merchant use it for thirty days free? Why not get it for a month anyway?



¶ Price only $25 per line, absolutely guaranteed.

UNITED STORE SERVICE AND TUBE CO.
NEW YORK, Times Bldg. BOSTON, Tremont Bldg CHICAGO, Medinah Bldg.



TEAMS COST TWICE AS MUCH

There is no comparison between delivering goods by a team and delivering them by a **Lindsley Car.** The team way is slower and at least twice as expensive, when you figure up the cost by the year.

If you think of the **Lindsley Car** as a bad-smelling machine that gets out of order if you look at it, and keeps you poor getting repaired, you never were more mistaken in your life. A boy can run the **Lindsley Car** and it will need little or no repairing.

We say again—it will carry 1500 pounds thirty miles on a gallon of gasoline, and over rough roads.

J. V. LINDSLEY & CO., Suite 1112 Monadnock Building, CHICAGO

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, MAY 18, 1908. NO. 20.

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Springfield, Ohio, Grocers' Association Sued by Two Retailers for Maintaining Illegal Combination

Twenty-four Members Joined as Defendants in Two Actions by Grocers who Claim they were Injured by Boycotts Instituted Against Manufacturers and Jobbers by Association.

Another retail grocers' association has been sued on an allegation that it was conducting a trust and an illegal combination. The defendant is the Retail Grocers' Association of Springfield, Ohio, and the plaintiffs, who have brought separate actions, are William N. Thomas, proprietor of the Home Supply Co., and William St. John, a retail provision dealer. Thomas claims $10,000 damages.

Mr. Thomas alleges in his complaint that the twenty-four members of the association have entered into a conspiracy to restrain trade and drive him out of business. He claims that the wholesalers have been approached and that the association grocers have threatened a boycott against them if they sell him any goods. He claims that he had to smuggle in his supplies under cover of night, and accused the grocers' association of violating the provisions of the Valentine Anti-Trust Act, for which he threatens to press criminal prosecutions.

About six months ago Thomas interested about 100 residents of the southeastern portion of the city in a proposition to start a co-operative grocery store through which they could get their goods at considerably less cost than the regular grocers were selling them. The residents subscribed what they could and a stock of goods was installed in the little store on Summer street.

Everything went well until about six weeks ago and then Thomas avers in his petition to the court that the members of the local grocers' association began to annoy him because he was underselling them and in this manner taking away many of their regular customers.

In his statement to the court Thomas declares that the local grocers called upon all the leading wholesale houses from which he was obtaining goods and threatened to withdraw their patronage if the proprietors sold any more goods to the Home Supply Co. According to the allegations in the petition this had the desired effect in many cases and the wholesalers refused to dispose of any more goods to Thomas. Several of them, he claims, even went so far as to write him letters, stating the reasons for their refusal.

The case brought by St. John is along the same lines. St. John alleges that the grocers' association threatened to boycott milling companies who sold flour to him; that they protested against cutting rates; that finally they prevented him from obtaining flour from the firms of Anstead & Burk and the Redmond Milling Co.

What Will be Taxed as Oleo.

Internal Revenue Commissioner Capers has issued an important circular addressed to collectors, internal revenue agents and others concerned in which he says:—

> The question as to the taxability or non-liability to tax of many of the so-called shortening compounds or substitutes for lard having been recently raised, I have decided that in the interest of the Government through a proper construction and execution of the Act of August 2, 1886, as amended by the Act of May 9, 1902, as well as in justice to those concerned and for the purpose of securing a uniform ruling covering all such products, a reconsideration of the entire subject is necessary in the premises.

After a lengthy treatment of the arguments on either side of the question, Mr. Capers concludes:

> In view of the foregoing statements, I am of the opinion that all animal fats or oils and vegetable oils separately, and all compounds and mixtures of such animal fats or oils and vegetable oils with or without the addition of coloring matter, which contain more than 1 per cent. of moisture and salt (the limit fixed by the Department of Agriculture under the Pure Food and Drugs Act for lard), or which have been churned in cream, milk or water, or bathed in a solution of brine, thereby imparting to all such animal fats or oil and vegetable oils, and all compounds and mixtures thereof, the flavor, texture, appearance or color of butter, are properly taxable under the law as oleomargarine.
>
> All animal fats or oils and vegetable oils, all compounds or mixtures of such animal fats or oils, and vegetable oils which are not in the semblance of butter as herein defined, but resemble lard in general characteristics and are not sold or offered for sale as butter or for butter, are exempt from taxation as oleomargarine. Therefore all previous decisions by this office in any way conflicting with this opinion are hereby revoked, this ruling to take effect on and after fifteen days from the date of publication.

California Association Cuts Asparagus Prices Still Lower.

Prices of the California Fruit Canners' Association Lower than Last Year and Lower than Other Packers' Prices Made this Year.

The fact that the packers of California asparagus realize that they must make this year's prices much lower than last year, if any business is to be done, is shown by the new prices of the California Fruit Canners' Association, the coast combination which packs the bulk of the asparagus shipped from California. These prices were named during the week. They are not only much lower than last year, but lower than any prices made by other packers this year.

Following appears the prices made by the Central Canneries earlier this season, and the prices made last year and this year by the California Fruit Canners' Association. Those in the first column are the prices of the Central Canneries, and those in the second and third are the last year and this year's prices of the association:—

	1908.	1907.	1908.
No. 2½ square Mammoth white peeled	$4.85	$6.00	$5.00
No. 2½ square Mammoth white	4.15	4.75	4.00
No. 2½ square mammoth green peeled	4.00	4.50	3.75
No. 2½ square Mammoth green	3.25	4.25	3.00
No. 2½ square large white peeled	4.25	5.25	4 25
No. 2½ square large white	3.50	4.00	3.50
No. 2½ square large green peeled	3.75	4.75	3.50
No. 2½ square green	2.85	3.75	2.75
No. 2½ square medium white	3.25	3.75	3.25
No. 2½ square medium green	2.65	3.50	2.50
No. 2½ square small white	3.00	3.50	2.90
No. 2½ square small green	2.50	3.50	2.25
No. 1 square white tips	3.25	3 60	3.25
No. 1 square green tips	2.50	3.40	2.25

The reduction in the price of green is much greater than in the price of white, which is still comparatively high. The Eastern market takes much more green asparagus than white.

The low prices which are now sure to dominate the market this year leave wholesale grocers still further in the hole with their surplus of unsold asparagus from last year's stock. The situation is made worse by the fact that the new pack asparagus will be shipped from now on.

Jar Prices Named—Very High.

About $3.00 Per Gross Above Last Year's Opening Figures. Caps Also Show Large Advance. Manufacturers Want to Get Back Losses.

The long-expected prices on Mason jars have been named during the week by the combination of makers controlling the industry. They are exceedingly high, and a great howl is going up from the trade in consequence.

The prices named are $8.75 per gross of half gallons; $6.50 per gross for quarts, and $6.13 per gross for pints. This is nearly $3 above the opening prices named last year, though there is not quite so much difference between the new prices and the prices which ruled in May, 1907. Still, by any standard, the prices of jars for 1908 are exceedingly high. Caps are also about $1 higher than last year.

The advance is due entirely to the desire of the jar manufacturers to recoup themselves for the losses which they claim to have made for the last few years. Undoubtedly the demand this year, if the fruit crop materializes, will be enormous in spite of the high prices, and the manufacturers will stand to make a very large sum of money.

Failures Still Show Increase.

Both Grocers' and General Store Lines Show Up Worse in April, 1908, than in April, 1907.

The inventory of failures for the month of April shows, both in grocery and general store lines, a considerable increase over the same month of 1907. The figures are as follows:—

General stores, April, 1908, 140; liabilities, $1,071,436; April, 1907, 83; liabilities, $553,946.

Groceries, April, 1908, 201; liabilities, $560,279; April, 1907, 155; liabilities, $586,612.

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COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Government Wins First Food Suit Under Federal Food Law

Seizes 135 Barrels of American Fruit Products Co.'s Cider, which It Finds is Not Pure Cider, and Court Orders Confiscation. Company Makes No Defence.

In accordance with those provisions of the Federal food law which require the Department of Agriculture to publish reports of convictions after they have been had, the department has certified to the "Grocery World" the facts of a conviction in a case brought against the Semmes-Kelly Co. for the sale of misbranded cider manufactured by the American Fruit Products Co.

The case was tried in the Supreme Court of the District of Columbia and grew out of the following facts:—

On November 15, 1907, an inspector of the Department of Agriculture purchased from the Semmes-Kelly Co., 621 Pennsylvania avenue, Washington, D. C., one barrel of cider labeled "apple cider." This barrel was one of a shipment of 135 barrels from the manufacturers, the American Fruit Product Co., Rochester, N. Y., shipped to the Semmes-Kelly Co. on or about November 9, 1907.

The sample purchased by the inspector was duly analyzed in the Bureau of Chemistry, Department of Agriculture, and the following result obtained and stated:—

Alcohol by volume (per cent.)	11.93
Solids (per cent.)	3.82
Polarization (degrees Ventzke)	4.0
Reducing sugar after inversion (per cent.)	1.28
Sucrose	0.00
Ash (per cent.)	0.277
Benzoic or salicylic acid	None
Alkalinity of ash	30.9 cc N|10 NaOH for 100 cc of cider.
Phosphoric acid, P_2O_5 (per cent)	0.019

The analysis unmistakably proved that this cider was not the pure expressed juice of apples. The quantity of alcohol determined was 11.93 per cent., an amount so great that it was apparent that some foreign sugar had been added. The cider was therefore misbranded within the terms of Section 8 of the act, and on November 22, 1907, the Secretary of Agriculture reported the facts to the United States attorney for the District of Columbia.

Libel for seizure and condemnation of the 135 barrels of cider was duly filed in the Supreme Court of the District of Columbia under Section 10 of the act, upon which seizure was forthwith made and notice given to the Semmes-Kelly Co. and all claimants to show cause why the cider should not be condemned.

Respondent having failed to answer or show any cause against condemnation, the cider was adjudged to be misbranded and ordered to be sold as set forth in the decree hereinbefore stated.

The court rendered the following decree:—

DECREE FOR CONDEMNATION.

On motion of Daniel W. Baker, Esq., attorney for the libellant, and it appearing to the Court that upon the libel filed herein a warrant of arrest was duly issued and served on the 22d day of November, 1907, and that by virtue of the said warrant the Marshal has seized 135 barrels, containing 6,316 gallons, more or less, of liquid branded "apple cider" and inventoried as of the value of $631.60 the said 135 barrels, with contents having been in the possession of the Semmes-Kelly Co., a corporation, respondent, and now being stored in the custody of the said Marshal, and it further appearing that the Semmes-Kelly Co. was duly warned to appear herein on the 16th day of December, 1907, and that due and legal notice and proclamation were given to all other persons having anv claim, right or interest herein to appear on the said date and answer the exigencies of the said libel, and the said Semmes-Kelly Co. having defaulted in filing answer to the said libel, but appearing through its attorneys, Messrs. Douglas and Douglas, and consenting hereto, and no objection having been signified to the Court, it is this 10th day of February, 1908.

Ordered, adjudged and decreed that the said 135 barrels with contents, as aforesaid, branded "apple cider" be and they hereby are declared to be misbranded in violation of the Act of June 30, 1906, as charged in the said libel, and it is further ordered that the said 135 barrels, with contents as aforesaid, branded "apple cider" be, and they hereby are condemned and ordered to be disposed of by sale of the said contents thereof as prayed for in the said libel, and provided for in the said Act of June 30, 1906. It is further ordered that the proceeds of said sale, less the legal costs and charges, shall be paid into the Treasury of the United States.

It is provided, however, that upon the payment of all the costs of the proceedings herein, including the costs of hauling, storage, watchman, and all costs incident to or contracted in these proceedings, and the execution and delivery by the said Semmes-Kelly Co., a corporation, to the libellant, of a good and sufficient bond in the penalty of $3,000, conditioned that the said 135 barrels, with contents branded "apple cider" as aforesaid, shall not be sold or otherwise disposed of contrary to the provisions of the said Act of June 30, 1906, the said Marshal shall redeliver the said 135 barrels to the said Semmes-Kelly Co., a corporation, in lieu of disposing of them by sale as aforesaid, the said bond to be filed herein if at all, on or before the 20th day of February, 1908.

(Signed) JOB BARNARD,
Justice.

MERIT and PROFIT

make it worth while to stock and push the sale of

Post (Formerly called Elijah's Manna)
Toasties

The merit of the food makes pleased customers.

Post Toasties not only has "merit" and yields a good profit, but by continuous, heavy advertising we create the demand—and co-operate with the dealer—even go so far as to guarantee the sale.

The delicate crispness and delicious flavor of Post Toasties is a pleasant recollection and

"THE TASTE LINGERS"

For Sale by All Jobbers

Made by Postum Cereal Company, Limited, Battle Creek, Mich.

The New York Letter

Mr. Callanan's Impressions of the National Retailers' Convention. Program of the Jobbers' Convention at Atlantic City Next Month. Small News of the Market.

Special correspondence of "Grocery World."

New York, May 15, 1908.

Impressions as to the national convention held at Boston this week will be written by L. J. Callanan, who returned yesterday after attending the sessions on the earlier days in the week and reading a paper on the relation of quantity to price.

On two points Mr. Callanan has especially decided views. One is that the number of delegates to conventions should be strictly limited in proportion to the size of the respective associations that they represent, so as to make the meetings more truly and fairly representative.

The second policy which he advocates is that the president and the secretary should both be selected from the same city, so that they may co-operate most conveniently and efficiently. He regards the election of the two officers from different places as a great disadvantage. In his opinion they should both be residents of one of the important centres of the trade or possibly of the national capital.

In the State associations he will advocate also the selection of the two principal executive officers from the same city, such city to be preferably one important as the legislative or as a business centre.

* * *

The National Wholesale Grocers' Association gives out from its office in this city the programme of the third annual convention to be held June 2d to 5th in Atlantic City. The Executive Committee is to meet on Tuesday, the opening day. Wednesday morning the Board of Directors will meet and at 11 o'clock the convention proper will be called to order by President William Judson. The Mayor of the city will deliver the address of welcome, to which the response will be made by F. W. Hannahs, the first vice-president of the association.

Thursday reports will be submitted by the Committees on Ways and Means, Pure Food and Contract, the latter having to do with canned goods. Addresses will be delivered by President Charles S. Crary, of the National Canners' Association; John C. Mahlan, who will talk on "Uniform Contracts"; Samuel Mahlan, "Free Deals"; T. F. Whitmarsh, "Uniform Bill of Lading"; Walter F. Chandler, "Reciprocal Demurrage"; W. N. Todd.

Thursday afternoon Mr. Whitmarsh is to speak on "Publicity"; R. E. Bursk on "Membership"; S. B. Steele and F. R. Drake on "Discounts"; Mr. Hannahs on "The Manufacturers."

The annual dinner will be given Thursday night in the Marlborough-Blenheim. Friday will be given over to new business and to the election of officers. Besides the annual dinner, there will be other social events and entertainment features during the week.

* * *

A bankruptcy petition was filed Monday against Henry Campbell, who had been in business as Martin & Campbell, as a wholesale and retail grocer at 2 Gouverneur's lane, most of his trade having been in selling supplies to ships. The business was established sixty years ago by Andrew Martin, who died in 1897 and who was an uncle of Mr. Campbell. The creditors allege that Mr. Campbell has admitted in writing that he is insolvent.

A bankruptcy petition has been filed this week against David Hershowsky, who had grocery stores at 141 Essex street and 158 Norfolk street. The creditors allege that he took down the signs over the stores recently, turned the business over to other men who are unknown to the creditors and has not since made his appearance at the stores.

* * *

Certificates of incorporation have been filed in the last week as follows:—

Peerless Soap Co., Buffalo,

Why Don't YOU Try Buying for CASH?

You will never know or be able to comprehend the **great saving** to be obtained until you make a **trial.** Note particularly these bargains we offer. Write for our **complete list.**

Osborn's Blenheim Fancy Shoepeg Corn, single cases, 2 dozen . . . . . per doz., $0.57½
10-case lots . . . . . per doz., .55
25-case lots . . . . . per doz., .52½
F. O. B. cars Philadelphia.
This is, as our trade well know, fine quality shoepeg corn, young, sweet and tender, and it is the biggest bargain that has been offered in corn of this character for many months.

Delaware Boy Brand Cold Packed Tomatoes, No. 3 cans, well-filled with red, ripe fruit, 2 doz. . . . per doz., .82½
Griffin & Skelly's Fancy Seeded Raisins, 36 lbs . . per lb., .07
You have heard nothing like this price before for years. How many boxes do you want? They are a snap.

Pansy Brand Fancy California Genuine Muir Peaches, large, very bright, meaty fruit, simply beauties, 25-lb. boxes, single boxes . . . . per lb., .10¼
5 or 10-box lots . . . . . per lb , .10
The biggest peach bargain that has been offered on this or any other market this year. Make a note of this fact. If quality of these peaches does not surprise you and they are not entirely to your liking, they may be returned at our expense. Again we say, they are beauties and dirt cheap.

Egg Biscuit Epicure, barrels about 33 lbs. . . . . per lb., .10½
5 or 10-barrel lots . . . . . per lb., .10⅜
Boxes, about 16 lbs. . . . . per lb., .11
5 or 10-box lots . . . . . per lb., .10⅞

Fancy Carolina Head Rice, good bean, an elegant rice to retail, at 8 cts. per pound, 100-lb. bags, per lb., .06⅛
5 or 10-bag lots . . . . . per lb., .06

No. 3 Barley, 100-lb. bags . . . . . per bag, $2.95
5 or 10-bag lots . . . . . per bag, 2.90

No. 15 XXXX Cylinder Olives, perfect fruit, large, handsome package, 2 dozen . . . . . per doz., 1.95
The best value in an olive to retail at from 20 to 25c. that you have seen for months.

Fairbank's 6-pound Corn Beef, 1 dozen in a case . . per case, 7.00
Wolff's Acme Shoe Dressing, 1 dozen in a box . . . per doz., 1.05
" " " " " " " . . . per gr's, 12.25

Absolutely Pure Lard, 50-lb. tins, single tins . . . per lb., .09
5 or 10-tin lots . . . . . per lb., .08⅞
Armour's Lard Compound, 60-lb. tubs . . . . . per lb., .07½
Standard Brands Lard Compound, 60-lb. tubs . . per lb., .07⅜

Jumbo Mixed Mustard, sugar sifter, very large 5c. package, a dandy, 4 dozen in case . . . . . per doz., .45
Cosmo Buttermilk Toilet Soap, in gross lots . . . . per gross, 6.75
Less quantities . . . . . per gross, 7.00

New Picnic Cheese, single boxes . . . . . per lb., .12⅜
5 or 10-box lots . . . . . per lb., .12¼

The No. 3 Norway Mackerel, 325 to 350 fish, we offer at $22.00 per barrel, are the whitest, fattest and best 10c. mackerel, or 3 fish for a quarter, that there has been on the market for a long time. They are simply beauties and very cheap.
50-lb. blue-painted tubs, about 85 fish, (¼ barrel), per tub, 5.95

J. B. Brand Fancy White Fat No. 4 Norway Mackerel, 430 to 460 fish . . . . . per bbl., 19.75
We make a great specialty of mackerel, and you will find these are good trades in them.

These Prices for This Week Only—May 18th to May 23d, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street, 28 N. Delaware Avenue **Phila., Pa.**

N. Y.; capital stock, $10,000; incorporators, Fred. E. Brown, Carl Bischoff, Gordon F. Matthews, all of Buffalo.

Machson-Richmond Dairy Co., to deal in groceries, dairy and farm products; capital stock, $6,000; incorporators, Joe Richmond, 125 East 4th street; Edward Machson, 174 Essex street; Henry Machson, 317 East 4th street.

Henry Maillard, Port Ewen, N. Y., to manufacture candy and confectionery; capital stock, $500,000; incorporators, Henry Maillard, E. G. Miannay, R. W. Fostier, M. J. Warren, J. T. Hogan, W. C. Herbert, Mark M. Solomon, all of New York.

* * *

Although an unusually large number of retail grocers have retired, sold out or closed their stores in the last two months, yet it is noted that the stores seldom remain unoccupied long. New men are taking up the work where others left off in the desirable locations and there are about as many grocery stores as there were before. In the outlying portions of the city and especially in Brooklyn, stores are being opened in new locations according as the city keeps on extending, and a list of such new stores opened in the last year would be quite a long one.

* * *

The American Dehydrating Co. has now perfected its organization and will shortly place its goods on the market. In fact it has already obtained a good-sized order from the Navy Department. The company has a process of removing all moisture from vegetables and preserving them indefinitely in that dry state. Adding water restores them to their original condition.

FRED. A. MCGILL.

Lowney's Bonbons for the Fleet.

The Navy Department has ordered lot of 40,000 pounds of high-grade chocolate bonbons for the Pacific fleet, to be delivered in San Francisco before the ships sail for the East. Like former orders, these are Lowney's. Since the Spanish War large shipments have been repeatedly ordered for the warships, owing to a conviction on the part of the medical corps that chocolates lessen the desire for strong drink, and are especially good for men in the tropics. Purity flavor and keeping qualities are the three requirements. Every bonbon is wrapped in tin foil and then packed in air-tight tin boxes with screw tops to resist heat and salt air. Jack does not care for the pretty paper boxes landsmen know so well, but he likes the contents and orders in carload lots.

Two-Minute Sermons for the Retail Grocer

XXXVIII.—The Contrary Customer.

The contrary customer may be a good one.

Every merchant, jobber or retailer has his contrary customers, who seem to take the opposite side of every argument used to sell them goods, and disgust the salesman by their continual croaking about their inability to use the goods he tells them are selling well to other people.

This is merely a habit, in most cases, and can be worked to the advantage of the salesman very often if the right tactics are used. At least one good salesman uses the following method to advantage: When he is sure he has hold of a contrary customer, who is bound to buy everything under protest, he makes it a point to show that customer the merchandise he has to offer in a way which makes his contrariness force a sale. For instance, he will say: "Here is something I want to show you, but hardly think it will please your customers. Mr. Blank has been buying a lot of it, but he tells me that he has a line of customers who place a great deal of confidence in his judgment and pay him the price for the goods when he says they are right. These goods are strictly first quality and can be recommended to the highest class of trade, but of course it is probable that the people in your section will not take to them."

This salesman is, of course, talking to a retailer, and the contrary instinct of the buyer will make him feel like buying, just to show the salesman that his customers also have a good opinion of his judgment. The retailer can do the same thing by letting the customer feel that he thinks the goods are a little too high-priced to suit, but that he wanted to show, through special friendliness, what some of the best customers were buying.

F. A. P.

To the Trade:

The Tea You Can
Sell Quickest is . .

CEYLON TEA

Because It

Pleases the Palate

Because It

Answers the Needs

Because It

Saves the Money

Of the Consumer

And All Good Merchants
Know That

The Turnover's The Thing

Grocery World

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Monday, May 18, 1908.

The Cost of Biscuit Trust Packages.

The retail grocers of the West are even more determined than those of the East that the Biscuit Trust and kindred concerns shall print the net weight of their packages upon the label. The Biscuit Trust, it will be remembered, said it would leave Nebraska before it would disclose to consumers the amount of crackers they were actually receiving.

In a public statement Mr. E. A. Detrick, proprietor of the Detrick Trading Co., of Caldwell, Kan., shows pretty clearly why the Biscuit Trust finds it good business to hide the net weights of its packages:—

> The famous Uneeda biscuit, 5-cent package, weighs seven ounces gross, five ounces net, costs the customer at the rate of 16 cents a pound. We sell eight ounces in bulk of the same grade crackers for 5 cents. A package selected at random from stock contained twelve whole and ten broken crackers. The manufacturer of this package dares not print the net weight on it, but he lets the consumer believe he is getting eight ounces of crackers for his nickel.
>
> Taking up this manufacturer's 25-cent size package, which the consumer is buying as a three-pound package, we find that it weighs thirty-eight ounces gross, contains thirty-one ounces net of crackers. We sell forty-eight ounces of the same cracker, from the same manufacturer for 25 cents. Can the workingman's wife afford to pass up that nineteen ounces of crackers, in bulk? No, if she is wise, she will let her 25-cent piece buy 50 per cent. more crackers in bulk.

The minute it breaks upon consumers' minds what they are really paying for Biscuit Trust products, that minute a great many of them will decide that those products are too expensive. The Biscuit Trust knows that perfectly well, and that is exactly its reason for wishing to keep consumers in ignorance. When a concern will go to law simply to prevent its customers from receiving information which they have a right to have, only one explanation is possible—it fears that the information, if disclosed, will hurt business.

An Evasion.

The Toasted Corn Flake Co., apropos of the editorial article in last week's issue on the sale by Siegel & Cooper, the New York department store people, of Toasted Corn Flakes at 5 cents per package, have sent the following letter to all wholesale grocers during the week:—

> On account of an intimation on the editorial page of the "Grocery World" of May 11th, it is considered best to state to you that the Toasted Corn Flakes Co. does not sell Siegel & Cooper direct, or any other retailer here. Please notify your salesmen to this effect.
>
> Respectfully yours,
> TOASTED CORN FLAKES CO.
> By E. W. Murphy.

This is not a frank answer. It leaves loopholes. The subject is too important for evasions. The Toasted Corn Flakes Co. refuses to sell the organized retailers of Philadelphia, which is its legal right to do if it likes. But in New York a department store, who could hardly do so without the connivance of the Toasted Corn Flakes Co., is selling Toasted Corn Flakes at 5 cents, advertising that it had on hand six hundred cases to dispose of in that manner. This is a serious attack upon the interests of every retail grocer in New York, and in principle upon the interests of grocers everywhere else. No wonder that the Kellogg Co. considers it sufficiently important to notice, but what is its answer? "We do not sell Siegel & Cooper *direct*." Is that the reply of a concern strong in its own innocence? The "Grocery World" thinks not. Such a concern would have worded its answer something like this: "We neither sell Siegel & Cooper directly or indirectly; neither do we have any knowledge as to who does sell them. We are using every endeavor to discover the jobber who has been selling the concern named, and we can assure you that as soon as we succeed we shall take immediate steps to protect our interests and the interests of the trade."

Had such a letter been received, even the "Grocery World" would have been convinced that the Corn Flakes Co. was innocent of any wrong. But to say "we do not sell direct" is a childish evasion.

For the Kellogg people are not helpless in such a case as this. If Siegel & Cooper have just received 600 cases of Toasted Corn Flakes it would be easy to learn who it came through. Naturally they have the right to buy as much corn flakes as they like, but the courts have long since decided that where a dealer is by unduly low prices undermining a manufacturer's trade, he can be stopped by injunction.

A Mistake.

The "Grocery World" believes that the National Retail Grocers' Association made a mistake in adopting a resolution which demanded the repeal of the present Federal oleo tax. That was probably a case of being used. In the "Grocery World's" judgment, a National Association should not waste time or influence on local questions. In certain sections of the West oleo is in demand and many of the grocers there are legitimately interested in anything which will remove the ban from it. In other sections, as in Philadelphia, oleo is an illegitimate product, not by reason of any vice of its own, but because of the persistent crookedness of those who sold it. The grocers in the latter sections want oleo kept where it is now. The National Association has thus taken a stand not favored by the united trade, but strongly against the interests of what is probably a majority.

Not only for that reason is its attitude ill-advised, but because the Federal oleo law is a good thing. There has been less fraud in the sale of oleo since its passage than ever before in the history of the business. Why? Because the incentive has been largely removed. The man who pays the 10-cent tax finds it no longer possible—except at certain short seasons of the year—to substitute colored oleo for butter.

Free Deals.

The delegates of the National Retail Grocers' Association, as reported elsewhere, adopted a resolution condemning free deals by manufacturers, and the report of the "Grocery World's" convention correspondent indicates that it passed with no opposition whatever.

The "Grocery World" wonders how many of the delegates who blithely voted for that resolution will have the personal courage—or will even feel it their duty—to refuse the next free deal that comes their way.

Philadelphia Sees Plenty of Free Cereals.

Three of the Largest Companies Pull Off Free Schemes at Once. Largest Worked on Mapl Flake. E-C Co.'s Girls Distribute Dollar Bills. Postum Distributes Samples of Post Toasties.

The city of Philadelphia has been knee deep in free cereals during the past week. The Mapl Flake Co. has been carrying on the most expensive and the most extensive sampling scheme ever adopted in this city. On a day which they advertised several days in advance they printed in certain Philadelphia papers a coupon which could be redeemed at any grocer's for a full-sized package of Mapl Flake. The coupon stated that a family was entitled to redeem only one coupon, but it can scarcely be doubted that a large number of families redeemed a great many. The coupons were again redeemable by the grocer for cash or goods at face value with a 15 per cent. increase. As stated, the plan was so big that it is said to have moved a very large quantity of cereal.

The E-C Corn Flake Co. has also been in Philadelphia this week with a scheme by which dollar bills were distributed. The real inwardness of the plan was not disclosed in the very large advertisements used, but the plan on the surface looked big.

While these plans were going on the Postum Cereal Co. has been distributing a large number of samples of Post Toasties.

Unnecessary Price Cuts

I often wonder whether a very large proportion of the declines in price made by the retail merchants of this country aren't wholly unnecessary.

My personal belief is that the price of an article is oftener declined unnecessarily than necessarily.

The belief which lies at the bottom of price-cutting is that a sale is more easily effected at 8 cents, say, than at 10 cents.

Undoubtedly it is to some people. The proportion who would buy at 8 cents, but who would refuse to buy at 10, however, I believe to be a great deal smaller than the average merchant has any idea of.

Recently I went into a central drug store in search of a certain throat lozenge. It had been advertised in the magazines at the retail price of 25 cents, and I was prepared to pay 25 cents.

Primarily I wanted the lozenges, and had the price been even 50 cents the chance is I might have reluctantly squeezed it out.

The druggist had reduced the price to 20 cents. Not because anybody had refused to buy at 25, but because he heard that somebody else had reduced it.

When I say that "primarily I wanted the lozenges," I touch what in my judgment is the root of the whole matter. I grant you that a cut price may be needed in cases where a consumer doesn't particularly want an article and where an attempt is being made to force it on him.

A lot of men will buy anything that's cheap, whether they want it or not. With them a cut price is an ever-present bait.

But the consumer who sets out to buy a certain thing, not because it's cheap, not on account of the price at all, but because he wants or needs it—the cut price is no inducement to him: *he wants the goods.*

Of course price cuts some figure even here, because it may prove to be beyond the buyer's limit. If a man can't afford to pay more than 10 cents for a package of rolled oats, he will probably go without rather than pay 25, no matter how badly he wants it.

But a cut from 10 to 8 has no weight with him. And that is what I am considering particularly—the little cuts.

Most retailers make these little cuts for one reason only—because some competitor has. Occasionally you will find a dealer who cuts blindly and with no reason whatever—deliberately breaks a market.

The name I would apply to him is too impolite to print.

The dealer who cuts because a competitor has, almost always attaches undue importance to the matter. To begin with not one customer out of twenty shops around and keeps posted on what other grocers are getting for this and that.

They keep pretty closely to the one grocer.

Even if one out of twenty may know that his grocer's price on a given article is a cent or two above some other grocer's price, it doesn't follow that he is going to the cheap grocer to buy.

Oftener than not it would mean inconvenience, opening a new account or paying cash—a general nuisance worth a good deal more than a penny or two.

All for one article.

I know perfectly well that there is a class of consumers, in certain communities, who shop around religiously and always put the price above the quality. While in the abstract their money is as good as anybody else's, still if I were a grocer I should not care if I lost this trade entirely.

When a retail grocer has an impulse to cut a price on something, he ought, in my judgment, to ask himself this question: Is this decline really necessary? Has the sale been interfered with by the former price? Has anybody complained of the price? Can I expect to sell enough more at the reduced price—*and the reduced profit*—to make the cut profitable?

About Butter Color Profits,--

Are you handling our Dandelion Brand Butter color (Purely Vegetable)?

Are you getting the profits from this line, that other grocers are getting?

It's easy to build up this trade.

Look over your list of regular customers; see if there are not anumber of them that make butter.

If there are they use butter color.

Why don't you sell them

This Trade Mark has appeared on our Butter Color for over 25 years.



DANDELION BRAND BUTTER COLOR

PURELY VEGETABLE

Write to-day, for prices, sizes and advertising matter.

WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

Unless these questions are clearly answerable in the affirmative, it seems to me that the proposed cut stands condemned.

E. J. B.

Final Decision Against Colored French Vegetables.

Three Secretaries Decide that They Cannot be Imported Under Federal Food Laws, but Permits Them to Enter Until January 1, 1909.

Special correspondence of "Grocery World."

Washington, D. C.,
May 14, 1908.

The three secretaries in charge of the enforcement of the Federal food law have issued the following official order as to colored French vegetables, which becomes Food Inspection Decision No. 92:

THE USE OF COPPER SALTS IN THE GREENING OF FOODS.

As provided in Food Inspection Decision 76, the Secretary of Agriculture has considered the question of foods greened with copper salts. It has been decided that foods so treated are not entitled to entry into the United States under the provisions of Section 11 of the Food and Drugs Act. Inasmuch as contracts have already been made for the present year's pack, until January 1, 1909, all vegetables greened with copper salts, but which do not contain an excessive amount of copper and which are otherwise suitable for food, will be allowed entry into the United States, if the label bears the statement that sulphate of copper or other copper salts have been used to color the vegetables. On and after January 1, 1909, no foods greened with copper salts will be allowed entry into the United States.

HOLT.

CORRESPONDENCE.

Wants More Information.

Baltimore, Md., May 5, 1908.
Editor "Grocery World."

Dear Sir:—We notice in recent issue of your paper a report from the Michigan Dairy and Food Department in which they condemn a sample of peas canned by us for not being properly labeled. As we are desirous of securing further information in connection with the above, will you not kindly advise us the proper address of the Dairy and Food Department of Michigan, so that we can communicate with them.

Yours truly,
GIBBS PRESERVING CO.

The address of the Michigan Dairy and Food Commissioner is Lansing, Mich.

AMONG THE TRADE.

New prices on Belgian peas have opened on a basis of $13.50 per case for extra fins, $11 for fins and $9.75 for Moyens. This is about the prices named last year.

National Retail Grocers' Convention Meets in Boston

One Hundred and Fifty-five Delegates Present from Twenty-nine States. Manufacturer's Right to Fix Retail Price Leading Topic. Convention Finally Adopts Guarded Resolution. Assumes Attitude Against Present Oleo Tax. Summaries of Several Addresses on Live Topics. Mr. Callanan's Ringing Talk on Should the Quantity Make the Price. All Old Officers Re-elected.

Special correspondence of "Grocery World."

Boston, Mass., May 14, 1908.

The eleventh annual convention of the National Retail Grocers' Association has been held in this city during Monday, Tuesday, Wednesday and Thursday of the week just past. The original place of the meeting was Faneuil Hall, and delegates were present from twenty-nine States and the District of Columbia.

The hall was comfortably filled on Monday morning at 10.30 when the convention was called to order. President A. L. Stark, of the Boston Retail Grocers' Association, called to order, and introduced Rev. E. A. Horton, chaplain of the Massachusetts State Senate, who offered a prayer. President Stark then welcomed the delegates in behalf of the local organization, and made a plea for unity and strength in order to escape trust domination and for the general good of the trade.

The State of Massachusetts welcomed the delegates through Representative Robert Luce, of Somerville. He made a snappy speech which caught the convention. The formal response was made by Frank B. Connelly, of Colorado. The welcome of the city was extended by W. D. Colton, an alderman, and William Gray, of Brooklyn, N. Y., ex-secretary of the association, responded.

James J. Storrow, president of the Boston Merchants' Association, related his experience with grocers in his work of relief for the Chelsea sufferers. Rations have been issued to about 3,000 people daily, he said, and most of the food has been contributed by the Boston grocers, who also have given the free service of their teams. He had noticed that as a rule there are two forms of government in this State. In the smaller towns most of the government business appears to be transacted in the grocery stores, and this "grocery store government" is a credit to the trade. The other form, of course, is the regular municipal government. The speaker emphasized the value of organization of trade interests.

Several other brief addresses of welcome and responses were made.

The first set address was by E. A. Stevens, a former organizer for the National Association. His subject was the "Pure Food Question and Its Effect on Civilization." The main portion of the address follows:—

When the grocery business of the United States becomes thoroughly organized, which I believe it eventually will, would it not appear obligatory that some competitive examination or some proper restriction be placed on persons desirous of entering it, so that through its operation, as well as through the enforcement of the pure food law requirements, the ignorant and filthy were gradually weeded out of the trade, not only to safeguard the best interests of the grocers, but to better preserve the health and welfare of the people at large? Such restrictions would have an elevating tendency on the personnel of the trade It would radically change the character of the retail grocer's business methods, even to his advertising. He could no longer endeavor to draw trade from his competitor by price cutting. He must advertise and see to it that his goods are absolutely fresh and of first quality, that his store is the most attractive, his service the most prompt and his employees the most polite and accommodating to be found anywhere. And why should not all this be so? If any place should be made scrupulously clean and inviting, that from which we obtain our food certainly ought.

The grocery trade of the future, under the evolutionary influence of this National retail grocers' movement—a movement which is pledged to higher standards and better business methods, and opposed to schemes and processes which degrade and cheapen—may become an Aladdin's palace, an enchanting scene.

The grocery of the future, no doubt, will more than surpass even our wildest imaginings. All the viands dispensed therefrom will be put up in the most fanciful and appetizing forms and arranged in the most artistic and aesthetic manner. Mosaic floors, frescoed walls and ceilings, marble counters, groups of statuary representing Pomona, Ceresa, Flora, etc., will be concomitants. Attractive little cozy nooks, where weary customers may sit, write letters, read the news, sip tea, claret or lemonade and listen to enchanting music furnished by a first-class orchestra, while charmingly attired and attractive ladies flit around taking orders—all these are among the possibilities, yes, the probabilities of the future. In fact, in a few cases are now actualities.

You should strive, as members of this organization, to uphold the dignity and importance of your profession. You should aim to bring to it all the knowledge, all the science, all the familiarity with art and artistic effects of which we may be possessed, or which we can possibly acquire, and feel that in so doing you are bringing worthy gifts to a worthy cause. Political issues, moral and ethical theories, social problems—all are involved in the food question and this food question is one in which the grocers' association is vitally interested.

In the afternoon the delegates were the guests of the Boston Retail Grocers' Association in a 30-mile trolley trip.

The feature of the evening session on Monday was an address by the National President, Charles J. Kramer, of Little Rock, Ark. Some points from this address follow:—

At almost every convention we have held a lot of resolutions and requests have been adopted and then never carried out. What do some of the manufacturers and jobbers care for them as long as you as individuals refuse to comply with your own resolutions? The trouble is you are not cautious enough, do not use diplomacy, do not think, and have no faith in your competitor. Get in close touch with your officers, pay more attention to the information that they give you, and then try and work together, but don't always think that some fellow is getting a "handout" because he is trying to give you some sound advice. That is one of the worst drawbacks to the retail trade.

An association is what its members make it. The association itself can do nothing, but the members with their undivided interest can make it a success, and that is a duty that each and every one of you owes to one another. You talk about organizing. What good does it do to organize unless you co-operate with each other? Don't think that your officers have any more time than yourself to devote to association work. They have their business as well as yourself. Don't think that any difference is shown a man who has $100 capital or $100,000. They all look alike to me. They are all working for one common interest. They are placing the goods of the manufacturer in the homes of the consumer.

They are doing it for the benefit of the manufacturer and to be prepared to take care of the consumer, and to do all this we must still have the wholesaler to carry the goods in stock for the retailer. It is the wholesaler who puts the retailer in business, who provides him with his opening stock. It is also the wholesaler who very often unwisely loads up the retailer without thinking that he is putting him in jeopardy by having him carry more stock than his business will demand. Mr.

Wholesaler, this is where you err, in trying to force sales because the manufacturer has loaded you up with a lot of goods that are unsalable. These are some of the reasons why the retailer sometimes has to retire from business with less on hand than when he started.

Were I to attempt to express to you my ideas on that great problem now confronting the American merchant—the parcels post—you might say as one of our trade papers stated: "Be sane, Mr. President, be sane," and I want to say to you that if this thing should pass it will drive some of the merchants and the trade press insane, especially those who are living in the rural districts.

The principal business of Monday evening's session was the delivery by Secretary John A. Green of his report for the year. The substance of the report is as follows:—

PURE FOOD.

It has been our purpose during the last year to advise every member of our association to throw open his doors to the food inspector and solicit an investigation of any and all goods contained in the store.

That if any goods on hand did not conform to the requirements of the law, after being given due notice of same, the grocer should at once return such goods to the place of purchase. Nothing is gained in the long run by trying to evade the law.

If men make impure food they are animated by selfish motives. They desire a larger profit, and endeavor to educate the public for cheap things.

We should, to the extent of our ability, strive to encourage the dealer to keep the best stock on hand, get a good, legitimate profit which the consumer does not object to, provided the goods are right.

We have nothing to lose and everything to gain by the passage of the pure food law, which will prevent the sale of adulterated or misbranded goods.

However, it is important that such laws should be clear and concise.

During the changing of the pure food laws, whether it be local, State or National, the grocers' associations could not spend the time to better advantage than by discussion of any bill presented to the Legislature or the National House of Representatives.

I would advise that everyone get into the habit of looking carefully at every label, and to be particular as to the guarantee which should accompany every bill of goods.

THE BANKRUPTCY ACT.

During the past three years we have made an earnest effort to have the Bankruptcy Act amended so as to give relief from the ever present dead beat, who, after securing all the credit possible, wipes out all indebtedness by taking advantage of the Bankruptcy Act.

It is with much satisfaction that I say to you to-day that during the last three years we have made more progress in acomplishing this than in the preceding years.

Representative Sherley, of Kentucky, introduced the present bill in the House of Representatives to bring about this relief. A bill providing that no person shall take advantage of the Bankruptcy Act unless he owes more than $300.

Senator Knute Nelson, of Minnesota, has introduced another bill in the Senate which provided that no person shall take advantage of the Bankruptcy Act unless they owe more than $500.

This is the bill which we are trying to have passed.

During the last three weeks some effort has been made to get this bill out of the hands of the sub-committee to whom it was assigned and brought before the Judiciary Committee, who would recommend the bill to Congress and have it placed on the calendar for consideration.

Our association friends in Washington have been of much assistance to us at all times in attending the meetings of the Judiciary Committee in behalf of the bill.

Mr. M. L. Corey, secretary of the National Hardware Association; Mr. Chas. E. Meek, of the National Credit Men's Association, and Mr. G. O. Fessenden, of the same asso-tion, have been untiring in their efforts in trying to secure a hearing for this bill.

This will prove to you that we are making rapid progress along these lines, and no doubt in the near future we shall have some relief from this unfair measure.

PARCELS POST.

It is not my purpose to take into consideration the parcels post.

We shall have with us Wednesday morning one of the ablest exponents in the United States of opposition along this line, Mr. Chas. W. Burrows, of Ohio, one of the largest business men in the United States, Vice-President of the National Board of Trade and a graduate of West Point.

However, I would like to call to your attention an interview with Congressman Overstreet, in which he says:—

> Some people have said that the system has worked admirably in England, and for that reason it ought to work that way here. Also some have mentioned Germany, and said that it should work here as in that country.
>
> Some of our forefathers came over from Great Britain and Germany because they wanted a change.
>
> In England the conditions caused by their small territory make a large difference. There the Government operates the telegraph wires in connection with the postal system. In Germany there are no express companies.
>
> Will the establishment of this system tend to keep the population of the country scattered, or will it cause the people to come closer together in the already overcrowded cities? The interurban railroad and the telephone have done their part to scatter the population properly, and it is a well-established fact, advanced by students of the matter that the more little business nerve centres we can keep scattered over the country, the better that will maintain the country's equilibrium.
>
> Statistics show that three-fifths of the population of the country is living in rural districts, towns of less than 2,000 inhabitants, and in the country. It is the little business centres in these localities of rural districts that keep the population of the nation scattered. If this parcels post system is established, what will the mail order houses do? I am not against those kinds of business firms. They are conducted legitimately, but I do not think that the Government should go into partnership with them. If Congress should enact a law that would benefit these concerns, how long will the little business nerve

TIN CANS



METAL SHIPPING PAILS

No Boxing or Crating Necessary

FOR Coffee and Spices we believe you will find this new metal shipping pail the best transportation package on the market to-day. It has been perfected only through practical and exacting experiment. We believe it to be practically theft-proof. The cover fits into the pail and is fastened by clinching the cover-lugs over the wired top of the pail. In addition we furnish small steel fasteners (not shown), which are clinched over the cover-lugs and effectively prevent theft in transit.

This galvanized shipping pail is made in four sizes: Small, Medium, Large, Extra Large.

Submit Your Requirements to Our Nearest Office.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES

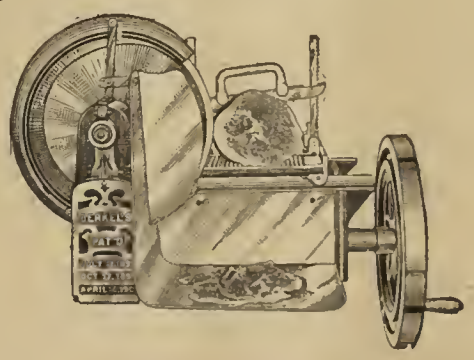
DON'T THINK IT

Don't think that because you have not installed an American Slicing Machine you are not paying for it.

You are; and perhaps a number of times.

You are paying for it, because you are sacrificing at less than cost the end of every piece of meat you buy, because you cannot slice it properly by hand.

You are paying for it, because you are using the time of your best clerks in slicing meat by hand, when with our machine the boy who sweeps out the store could do as much work as all of them put together and do it several times as well.



You are paying for it if you handle sliced meats in tins or jars, because you are paying the packers a substantial profit for the labor of packing when you could save this profit, and give your customers better meat besides.

You are paying for it, because you are losing the trade of many of the people of your vicinity, not only on sliced meats, but on other things as well. They are buying their sliced meats where they can get the meat cut just the thickness they want it, every slice even and uniform and fresh from the best cuts, and when they are buying sliced meats at another store, rest assured they are buying their other supplies there as well.

We know you need the machine, and we'd like a chance to tell you more about it.

Our catalogue and booklet are free for the asking.

American Slicing Machine Co.

54 Fifth Avenue, Chicago

THERE IS A BIG PROFIT FOR THE RETAILER IN

Leather and Corded Fly Nets

WE HAVE A LARGE ASSORTMENT AT

VERY INTERESTING PRICES

Try a few of the leading sellers with your next *Hardware* order.

We sell HARDWARE also, at interesting prices

JAMES M. VANCE & CO.

Hardware Jobbers

211 and 213 Market St., Philadelphia



THERE'S QUALITY AND PROFIT IN

WOODCOCK MACARONI

Its cleanliness and delicious flavor always give satisfaction. Your customers will thank you and we will pay you well for selling it to them. You had better make what you can out of it.

WOODCOCK MACARONI CO., Rochester, N. Y.



At a minimum of 12 cents a package MOTHER'S OATS pays you MORE PROFIT than any other brand.

More MOTHER'S OATS might be sold at 10 cents than at 12, but we won't increase our business at the grocers' expense.

We shall continue to favor a 12-cent retail price, even if a good crop lets us sell MOTHER'S OATS for less money to you. Even then 12 cents will leave no more than a decent profit.

The Great Western Cereal Co.

CHICAGO, ILLINOIS

centre last in communities of less than 10,000? Either the men of the land would have to turn back to the plow or float with the rest into the congested cities.

Congressman Overstreet is chairman of the Committee on Post-Office and Post Roads.

The Postmaster-General, in explaining his plans, said:—

> The extension proposed would enable the Department to ascertain how far we can safely go, and also adapt itself generally to new requirements. But by making a comparatively small extension of the service we could determine whether it would be advisable to go farther. I shall only indicate in my annual report the belief that the establishment of a local parcels post service in the big cities would be advisable, but shall not urge the incorporation of that feature into law at present.

This will show to you conclusively that what has been said along the lines of parcels post in regard to this bill being but an entering wedge for greater possibilities is true.

Finding the impossibility of passing such a radical bill as the Henry Bill, they turn their attention to something that looks plausible, and which I assure you is but the beginning of more radical legislation.

KNOWING GOODS.

The educational influence of the association teaches us the necessity of knowing familiarly the cost of goods as well as the cost of distribution. At the recent convention held in Kentucky, the representatives of the jobbers and the representatives of the milling interests both dwelt upon this point at length, being satisfied that if a merchant educated himself along these lines that much of the demoralization and failure now prevalent would be obviated.

The old saying, that "competition is the life of trade," is erroneous. Blind, ignorant, pernicious competition is bad, and brings nothing but disaster. Clean store, good methods, polite attention. That kind of competition is good for the entire trade as well as the consuming public.

The fact that goods are sold on a small margin makes it necessary that they should be paid for at the earliest possible moment. The system of extended credit is obsolete, and the merchant who does business along these lines is behind the time and is courting sure failure.

The meeting often together of men in the same lines of business is as much a necessity as it is to unlock the door of your store in the morning to do the business of the day.

At the Monday evening session a report was also made by T. P. Sullivan, of Chicago, chairman of the Legislative Committee. Mr. Sullivan referred to the work of his committee in promoting opposition to the parcels post bill; promoting pure food legislation in both national and State Legislatures, endeavoring to have the bankruptcy law amended and in securing the passage of a law reducing letter postage to one cent. He briefly sketched, in detail, what has been accomplished in each State, and demonstrated that the measures which the association has pushed have made great progress, and that in consequence the retail grocers in those States are hundreds of thousands of dollars better off.

On Tuesday the convention deserted Faneuil Hall, as it was quite evident that it was too open to street noises. Before the desertion, however, Mr. L. J. Callanan, the well-known New York retailer, delivered a stirring address on "Should the Quantity Make the Price." He said in part as follows:—

> I have been assigned to speak to you on a question which should never have arisen in this free country—the right of men in business to purchase the goods in which they deal from the manufacturers or producers at the lowest price. This question has been brought prominently to the front by the wholesale grocers' associations in their efforts to prevent the manufacturers and producers of food products to sell them direct to the retail grocer. It is their claim that they can distribute all the food products of the country which are sold in grocery stores cheaper and more economically than any other way.
>
> The demand is created by whom? Not by the wholesaler, but by the manufacturer and the retailer. After the demand is created the wholesaler stocks the goods and then demands that the manufacturer shall not sell them to the very men who created the demand for them—even if they buy the quantity the manufacturer decides to sell at the lowest price. What an impudent demand!
>
> The wholesaler tells you that he is your friend. He tells you that you cannot carry every article you sell in the quantity necessary to get the lowest price. There is no question about that—neither can the wholesaler. For that reason the jobber is a necessity. Should that prevent the retailer from buying the largest part of his stock direct from the manufacturer or producer? Certainly not—if he has the money to pay for it and the outlet for it in his business.
>
> It is claimed by the wholesalers that they distribute 85 to 90 per cent. of the goods sold in retail grocery stores in this country, and for that reason they should be allowed to control the remaining 10 to 15 per cent. —in this way putting a premium on incompetence — for it is incompetence and neglect to learn the business that puts the 85 to 90 per cent. of the retail grocers of this country in the power of the wholesalers.
>
> Place yourself in the 10 to 15 per cent. list of men who can buy and pay for the 25, 50, 100-case or carload lots which the manufacturer decides will be the smallest quantity he will sell at the lowest price, and then ask why you should pay a toll of ten per cent., more or less, to any man or firm who trades in the goods you sell. The manufacturer tells you that he has entered into an agreement with an association which claims that it sells 85 per cent. of the trade of this country in food products and they demand the right to sell the other 15 per cent., or they will not handle his goods. You will say to him, "Why should you protect him? Am I not entitled to your protection as well as the wholesaler?" The answer to

(Continued on page 23.)

THE GROCERY MARKETS

Tea.

The tea market is unchanged for the week. The demand is perhaps slightly better and prices are unchanged. It has been disclosed during the week that the stocks of tea of all grades now in New York warehouses is about one-third less than usual, which while it has not advanced the price, has made holders of teas feel better. New Japan teas are going out moderately, still on last year's basis.

Coffee.

The market for Rio and Santos coffee options has advanced slightly during the week, owing to the consistent support of the syndicate. The latter interests seem to still have some hope of forcing the roasting trade to relieve them of some of their enormous old crop holdings before the full flush of the new crop is felt. The trade, however, seem not to be tempted and follow an equally consistent hand-to-mouth policy. As far as can be learned, little or none of the syndicate's holdings have been marketed. The scarcity of old crop smooth drinking Santos continues to be felt, and certain grades of roasted coffee have advanced on that account during the week. Roasters seem to prefer to put up their prices rather than run the chance of sending out Rio-flavored coffee.

Sugar.

The raw sugar market has weakened considerably, and sales have been at appreciable reductions during the past week. There has been no decline in refined, and there probably will not be if the demand opens up shortly. Already, as strawberries are commencing to come into the market, the demand for sugar shows some little increase.

Syrup and Molasses.

Glucose shows no change for the week. Compound syrup is in fair demand, considering that the weather is not syrup weather. Sugar syrup is in good demand also for the season, no change having occurred in price. Molasses is unchanged and quiet.

Fish.

The past week has been marked by a slight weakening in the mackerel market. New Irish mackerel have declined about $1, mainly because they opened so unusually high. Norway 3s have also settled down somewhat below the last quoted price. Cod, hake and haddock are unchanged and dull. Salmon is in fair demand at ruling prices. No new prices have been named on new domestic sardines as yet, and probably none will be made. The combine packers have announced that no price would for the present be made, but orders would be taken subject to approval of price. They did guarantee, however, that the prices when finally named would be as low as any of their competitors, but inasmuch as all the competitors of any importance are members of the combine, this guarantee is not as large as it looks. Foreign sardines are unchanged and in quiet demand.

Canned Goods.

Tomatoes are unchanged in price, both spot and future. Spot tomatoes, however, are in better demand than for some time. Corn is still dull, but perhaps shows some little improvement in demand. Prices are unchanged, the market being weak. Peas are dull. Jobbers are considerably disappointed because prices on spot are about 20 cents below what they expected them to be. Future peas will remain steady until the danger point of weather has passed. Apples are unchanged and dull. Peaches are selling in a small way, but there is no general demand. Baltimore small canned goods are dull and unchanged in price, the canning season coming along with good prospects. California canned goods are unchanged, no particular business doing in first hands. The jobbers are gradually working out of their stock of old goods.

Beans and Peas.

Pea beans are still firm at a price of $2.55 to $2.60 on spot. This shows a marked advance from a few weeks ago. The demand is fair. Marrows range from $2.30 to $2.40, and are equally firm. California limas show no change from last week. Split and dried peas are unchanged in price and in fair demand.

Dried Fruits.

Prunes show no change from last week. The market on the coast is stiff, but not quite so much so in the East. Peaches are selling fairly at prices that still show downward tendency. Prices on new peaches range from 6½ to 7 cents f. o. b. for choice fruit. This is a little under the average spot price. Apricots are still dull and comparatively weak. Currants are in fair demand for the season at unchanged prices. Raisins are dull and weak. Some new citron has sold at the recently reported future prices. Dates and figs are unchanged and dull.

Butter.

The butter market is steady at a decline of 4 cents in all grades. This is entirely a seasonable decline, due to considerably increased production. The market is lower at the present writing than for about two years. The quality of the butter now arriving is very fine, and a lively trade is likely at prevailing prices. Up to the present time the receipts have cleaned up on arrival. The future of the market depends on the supply, which will probably be a little larger than last year, owing to the favorable spring weather.

Eggs.

There has been no change in the price of eggs during the past week. The market is steady at last week's price. There is a fair movement in all grades, both for consumptive and speculative purposes, and the market is likely to remain as now for a few days at least, after which weather conditions and the production will predominate.

Cheese.

The market on old cheese remains unchanged. There is an active demand for what few remain, which will likely go out at unchanged prices. There has been considerable new cheese in during the week, and each successive shipment shows improving quality. It will be two or three weeks yet, however, before full grass cheese appears and the quality becomes as good as it will be. New cheese is now ruling from 2 to 3 cents below the price of old and the receipts clean up readily.

Provisions.

The provision market is unchanged throughout. The supply of smoked meats is ample, and there is not likely to be any change in the near future as the season advances and the demand gets better. Pure and compound lard are unchanged and show an active tendency. Barrel pork and canned meats are unchanged. Dried beef is firm at an advance of 2 cents, due to increased demand and reduced supply.

Produce.

Bermuda onions, $1.25 to $1.35 per bushel crate; Texas, $1.25 to $1.40 per bushel crate; Egyptian, $2.90 to $3 per 2-bushel bag, demand fair; Pennsylvania potatoes, 80 to 90 cents per bushel; York State, 75 to 85 cents per bushel, demand fair; sweet potatoes, firsts, $1 to $1.25 per basket; seconds, 50 to 60 cents per basket, demand fair; spinach, 25 to 50 cents per barrel, demand poor; rhubarb, $1.50 to $2 per 100 bunches, demand fair; watercress, $1 to $1.50 per 100 bunches, demand slow; red radishes, $1 to $2 per 100 bunches; white, $1.50 to $2 per 100 bunches, demand good; scullions, 75 cents to $1.25 per 100 bunches, demand good; horseradish, domestic, $1.50 to $2.50 per barrel; Western, $3 to $4 per barrel, demand fair; salad, good is bringing 5 to 6 cents per head; poorer stuff is selling at 2 to 3

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

cents per head, demand fair; asparagus, 15 to 20 cents per bunch, demand good.

Green Fruit.

Bananas, firsts, $1.50 to $1.75 per bunch; 8-hands, $1.10 to $1.35 per bunch; 7-hands, 75 to 90 cents per bunch; 6-hands, 50 to 60 cents per bunch; red, $1.50 to $2.50 per bunch, demand poor; apples, Baldwins, $3.50 to $4; Spy, $3 to $4; Russets, $2.50 to $3.50, demand fair; pineapples, $2.25 to $2.75 per box, demand fair; grapefruit, $3.50 to $6 per box, scarce and good demand; Florida oranges, $3.50 per box; California, $3.25 to $3.75 per box, demand fair to good; lemons, $2.25 to $3.25 per box, demand fair to good.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7½ cents per pound; roasted, choice, $1.15 per bushel; fancy, $1.50 per bushel; jumbo, $1.65 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12½ cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Sugar.

The quieter tone that prevailed at the close last week continued. Owners held out well, but in quite a few instances the sugars on offer have been afloat, some had already arrived, and others were for prompt shipment. The refiners' stocks have been good and they were in better shape to stay out of the market than were the sellers. The result has been a decline to 4.36 cents, 1-16 cent lower than the previous quotation. Sugars are offered at 4.36 cents. There are no buyers.

There hasn't been anything new in so far as regards crop conditions. A few more factories have shut down in Cuba, leaving only 23 now in operation, and the receipts for the seven days were less. Not more than 925,000 tons will be produced, and we will have a big deficiency to make up through foreign beets. Prices have already advanced because of the decreased sugar production; we must wait a little while to give consumption a chance to catch up. It will be the relation of consumption to production that will determine future values, and consumption will depend very largely upon the yield of the fruit crops and be influenced, of course, by the state of general business. Everything so far has been all right and sugar values in their advances have only been keeping pace with the conditions as they have developed. When we try to go ahead too fast we meet with setbacks. We can't get to-day a price that will measure conditions that are to exist in June, July and August, when business in refined will be greatly increased, with the crops all finished, and the demand being supplied from the stored-up stocks. Then the shortages in the world's crops will be emphasized. We don't feel them so much now, but warm weather will mean inroads upon the quantities held, with no chance of new sugars until the next crops, and with the diminished supply we have to work on this year and a consumption that will equal last year's at least, we believe it safe to figure that prices will show greater improvement and that this summer's business in refined will hold good profits for the wholesale grocers on contracts placed beforehand.

An important development has been the reduction in the English sugar duty. The budget brought in cut the sugar tariff in half. That means a big increase in the United Kingdom consumption and it's a good thing to help in the upbuilding of strong markets.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

GUESSING CONTEST.

A guessing contest is somewhat of a departure for us. Nevertheless, we have adopted one so as to vary things a little. The south window will be filled with ginger snaps Monday night. The boy or girl that guesses nearest to the number contained in the window will get a $5 gold piece. Full details in Monday afternoon's paper Conditions of being an eligible guesser entails the purchase of 10 cents' worth.

"GOOD MORNING."

We want to refer again to the importance of saying in a pleasant way to our customers when they approach the counter, "Good morning" or "Good afternoon." The writer was recently very much impressed with the manner in which this habit is carried out in a certain store in Elizabeth, N. J. The customers seemed to appreciate the polite yet simple reception in the form of these two words. Let us keep this habit up and you will find after a while that your customer will meet you half way and it will be they who will greet you.

SELL LARD.

Make extra effort on our Laurel lard this week. It will be advertised at 11 cents a pound. Pure lard is far cheaper at 10 cents than compound at 8 cents. Things fried in Laurel lard are sweet. Things fried in compound have a strong flavor. The frying process fills the kitchen and often the whole house with a nasty smell. "Laurel" lard when used for shortening makes a rich, flaky crust. You may sell the 10-pound net weight wooden pails for $1.05. You may sell the 50-pound net weight pails for $4.75. Keep a small pail of each kind of lard handy and let the customer smell the difference. This smelling method is good. It's good when you grind a pound of coffee and put it in the bag to hold it up to the customer's nose.

ROLLED OATS.

Recent sampling and couponing and general newspaper advertising of the "freak" goods has had a serious effect on the sale of rolled oats. It has left us at the beginning of the warm season with a big stock. We'll commence a sale Monday at six pounds for 21 cents. The window display will be unique. The drop is 9 cents on six pounds, and we want big results from it. Fill a large glass dish with this straight kiln-dried oats and in it put a new wooden spoon as well as a ticket printed in red. Barrel price, $5.95.

Refined Sugar.—Federal advanced prices from 5.20 cents prompt shipment and 5.30 cents delayed shipment, making both prompt and delayed 5.40 cents, less 1 per cent. cash. All the refiners now quote the same basis. Business is quiet and the stocks held throughout the country will have to be used up before we feel any improvement here.

M. G. Wanzor & Co.
New York, N. Y.

Spices.

The market during the past week shows a decided improvement. There is a better demand throughout the list. Low values at present have proven quite attractive, especially to grinders, who have taken advantage of the low markets to cover future requirements.

Pepper.—Singapore is exceedingly scarce and what little is on the way has been practically sold. This should have the effect of making a firmer and higher market. Lampong is also scarce on spot and white peppers are exceedingly low in price.

Cayennes rather quiet, but very firm in price.

Cloves.—Holland is much cheaper than our market. Demand is very steady and stocks are small.

Mace.—Practically unchanged during the week; prices, however, are steady.

Pimento (Allspice)).—Stocks are very small and the quality is poor. Practically all goods in Jamaica have been sold and the stock of same has been shipped to Europe.

Nutmegs.—Very active at present. Prices are lowest ever known. Buyers are certainly safe at present values.

Cassias.—Spot prices unchanged, although lower prices are now ruling in the East.

Gingers.—Very scarce and the demand is increasing. The tendency certainly appears upward.

Seeds.—All steady; demand very fair. Celery, Caraway and Mustard are unchanged.

McCormick & Co., Inc.
Baltimore, Md.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

I have received from John Brayshaw, Jr., Washington, D. C., a copy of a neat advertising card which he has used in the regular course of his business. Here is the main side:—

Easter Eggs 19c dozen
They are fresh, large, clean; many white ones among them suitable for dyeing White Rabbit Egg Dye, 8 colors in package 5c.

Best Elgin Butter 35c pound
Highest grade, fresh pound prints, not solid-packed renovated butter which many are selling as Elgin. We handle this grade also in prints at 29c pound.

Easter Hams 15c pound
Very select, lean, mild cured. Specially selected for most particular trade. The flavor will restore your appetite after the Lenten Season.

Roast Pork for Easter 15c pound
Lamb, Veal and all cuts of Beef at prices below those charged in the markets.

Large Melt Shad 30c
Also Roe Shad, Shad Roe and good variety of other Fish at Lowest Prices

Hot Cross Buns 15c dozen
if ordered will be delivered to you in time for breakfast Good Friday. We will have plenty of them

Read other side and save this card.
(OVER)

This is a good, clean little advertisement, and ought to get results. A card seems to me sure to make more impression than a circular, particularly than some circulars. It has more dignity, it holds together better, and in my judgment will in the long run do better work.

* * *

On the other side of the card appears the following, which I have simply had reset, not photographed:—

We quote below a number of articles on which we are overstocked at prices that are lower in some instances than the wholesale cost, and all are big values.

Prunes, 10c. size, 25-pound boxes	8c. lb.
Prunes. 12½c. size, 25-pound boxes	9c. lb.
Prunes, 15c. size, 25-pound boxes	10c. lb
Evaporated Peaches, 20c. quality, 25-pound boxes	14c. lb
Fancy Seeded Raisins, pound packages	10c.
Fancy Cleaned Currants, pound packages	10c.
Blackeyed Peas	10c. qt.
Smyrna Figs, 15c. grade, 10-pound boxes	8c. lb.
Best Virginia Pure Buckwheat	3c. lb.
California Dried Limas	7½c. lb.
Best Navy Beans	10c. qt.
Best Pearl Hominy	5c. qt.
Lot Spices in glass, 10c. size	5c.
Fairbank's Lunch Tongue, 40c. size	25c.
Extra Standard Tomatoes, per doz.	95c.
Curtice Marrowfat Peas, per doz.	$1.15
Shrivers Corn, per doz.	85c.
Curtice Blue Label Soup, 3 cans for	50c.
Curtice Blue Label Preserves in tins, 30c. size	23c.
Large cans Pineapple Chunks, 2 cans for	25c.

JNO. BRAYSHAW, JR.
SEVENTH AND B N. E.,
Phone Lincoln 255

THIRD AND F N. E.,
Phone Lincoln 1393

If these prices are as low as they are represented to be, the simple statement of them ought to get results. On the whole, Mr. Brayshaw is doing pretty good advertising, and if he takes care to get his cards in the right hands, I haven't the least doubt he is getting results from it right along.

* * *

I have another card before me, this one from the Victor Cash Grocery, of Camden, N. J. It is just about the same size as the other—4 x 6 inches. The printing is in red on a thin yellow board. I don't like this color combination at all. It looks a little flashy. My own personal taste is also against the yellow card. I have never seen any reason why these high colors should be used in connection with a retail grocery business. Some firms paint their store fronts vivid red or yellow and carry out the same color scheme in their advertising matter. I don't like it. They do it because they think it attracts attention. So it may sometimes, but it by no means follows that it is the sort of attention that it pays to attract. Good advertising can always be depended on to attract attention on its merits—not on account of its flashy color. If I were in charge of the Victor Cash Grocery's business I should use a better card for my advertising, and I should choose a different color. Neither yellow or red, but white or a decent blue or something like that. Then have the printing done in black. The effect will be more refined, it will be more respectable, it will be of a higher class, and because it has these qualities it will attract a great many people who will be repelled by this red and yellow circular.

* * *

On the face of this card appears simply the words: "To the Lady of the House. From Victor Cash Grocery" and the address. On the other side appears the following:—

521 S. 5th St. S. W. Cor. Clinton St.
VICTOR CASH GROCERY
SPECIALS—Week Ending May 9th—
Stock all Fresh, personally selected and our Guaranteed back of every sale

Full Cream Cheese - lb.	20c
Mrs. Scheids' & Mrs. Hart's Jelly	10c
Best Apple Butter, lb. glass jar	10c
Extra Gold Packed Tomatoes -	8c
Malta Vita & Quaker Corn Flake	10c
Old Dutch Cleansor -	10c
Gold, Silver and Star Milk -	10c
Good Rio Coffee, per lb. -	14c
Special Blend Coffee -	20c
Parke's and Lowry Coffees	16 to 35c
Pillsbury, Ceresota, Milbourne and Gold Medal Flour, per 1-16 sack -	40c
Good Flour -	35c

Gurnse—Butter you see it advertised
Kolb's, Freihofer's, Mahler's and Davis Bread, Buns, Pies and Cakes—

Open 5 a. m. until 8 p. m.
Call and See Us No Obligation to Purchase
Victor Cash Grocery
WM. H. NELSON, Propr.
JOHN A. WILSON, Mgr.

If these are specials, all right. If they are not, the advertisement will have little or no results, because, as I have often explained, there is nothing persuasive about a price alone unless it is an obviously low price. I don't like the type the circular is set in. It is hard to read and does not invite the eye. Plain upright type is much better in every way.

New Orleans Molasses Confiscated by Government.

Eighteen barrels of molasses, the property of Penick & Ford, of New Orleans, La., and stored for some weeks at J. H. Poston's warehouse, Memphis, Tenn., were confiscated by the Federal authorities last week, the confiscation being ordered upon the discovery of a violation of the pure food law and being formally executed by J. B. Joplin, Deputy United States Marshall. The consignment of molasses seized by the Government was sent to Memphis some weeks ago for distribution. It was labeled as reboiled open kettle molasses, but the Government test showed that it was a compound and contained a big percentage of glucose. A violation of the pure food law is punishable by either confiscation, prosecution or both.

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell
Millbourne
Are you among the 7 per cent. who don't?
MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

Oakdale Steam Crisp Pretzels Salted
¶Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."
Write for Samples and Prices.
Oakdale Baking Co.
Oakdale Building, Philadelphia, Pa.

Anker's Bouillon Capsules


It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.
Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

A SAFE PLATFORM

The following "platform" has been printed in each issue of our catalogue for a number of months.

Is there a single unsound plank in it?

Is there any retailer too big or too little but that he will do more business and make more money if he runs his store in The Butler Way?

RUN YOUR STORE

The Butler Way

AND BE SAFE

Buy small and often. Let your jobber carry the surplus stock.
Keep variety up and quantities down. Buy a little each of many items rather than much of any one.
Do not place advance orders.
Keep the stock fresh by having new goods every few days.
Put special push back of popular priced wares.
Get rid of the overstocks at any sacrifice.
Price-ticket all your goods.
And, all the time—crowd the selling, for the more turns the more profit.

The current number of the catalogue which makes it easy to run a store in The Butler Way (D664) will be mailed to any merchant on request.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO
ST. LOUIS MINNEAPOLIS
Sample Houses: BALTIMORE DALLAS

Points Involved in Kephart Test Case

Current Pennsylvania Dairy and Food Bulletin Describes Some of These in Detail. How State Chemist Found Canned Goods. Summary of Month's Investigations and Results.

The current number of the Dairy and Food Department's monthly bulletin contains the following further elucidation of the points to be worked out in the Kephart dried fruit test case which is now before the Blair County Court:—

First. Section 5, clause 5, provides that no food shall contain any substance that is poisonous or injurious to health. Provided, however, that nothing shall be deemed an adulteration that is not an adulteration within the meaning of the National Food and Drugs Act, enacted by Congress, and the rules and regulations promulgated from time to time for the enforcement of the same. The Dairy and Food Division contended that the effective part of the law is contained in the first clause; that all coming after the word "provided" is surplusage. Four hundred pages of these rules have been issued up to this time. Nor is the end yet. Besides, the officials who send them out announce that they do not have the force of law; that they are merely opinions, and that the only virtue in obeying them is to insure oneself against prosecution by the agents of the Federal Government. And then these rules are being constantly modified, reversed, superseded, so that they are like the weather in our northern country, in a constant state of change.

Section 8 provides that no prosecution shall be sustained against any retailer from whom a sample is obtained if the accused can establish a guarantee to the effect that the goods were not adulterated or misbranded within the meaning of the act, or within the meaning of the National Food and Drugs Act of June 30, 1906. The Dairy and Food Division contends that the first guarantee is all right, but that the requirement for the second or National guarantee is mere surplusage. It is contended that we don't know what is an adulteration or what is not under the National law and rules. Further, if the former is surplusage the reference to the National guarantee is surplusage also. In fact, it is claimed that the repeated references to the National act occurring throughout the act constitute nothing but surplusage. These references, all of which, it is claimed, are redundant, occur frequently in the State law.

Some weeks ago the department announced that its agents had collected from points all over the State a large number of samples of canned goods for examination by State chemists. No formal report of the results of this campaign have been published, but in the current bulletin Dr. H. C. Stiefel, State chemist in charge of the analyses, summarizes a part of the results as follows:—

On the whole, canned goods packers give fair value for the price asked for their wares. This was shown by the analysis of a large number of samples of various kinds of canned vegetables and meats made for the Dairy and Food Department by the writer. Tomatoes and corn, for instances, were packed solid without excessive water, the same with beans, peas, etc. In no case was any artificial coloring matter found; the tomatoes had their natural color, beans and peas were not greened artificially and but one sample of corn was found that had been bleached by the use of sulphur.

The artificial sweetener, saccharine, and the preservatives, salicylic acid, benzoic acid, etc., were not present in a single instance.

The canned meats were without borax and true to name, with but one exception, a canned potted ham containing four and one-half per cent. of starch. Starch was also present in varying quantities in the different "Pates" and "Loafs," but these two designations are like charity, they can cover a multitude of sins. A "Pigeon Pate" may contain more of the pigeon, or more starch, just as the packer sees fit to manufacture, while "Lamb Loaf" may contain much starch, more water and just enough lamb to entitle it to the name. A Vienna sausage may be composed of starch, water and meat in any proportions desired by the packer.

The analyses of the work of the month ending April 15, 1908, is as follows:—

Butter Samples, 243.	
Colored oleomargarine	17
Pure	226
Total	243
Cheese Samples, 2.	
Pure	2
Oleomargarine Samples, 3.	
Colored	3
Pure Food Samples, 100.	
Complying with law	78
Misbranded	21
Preserved	1
Total	100

SUITS AND PROSECUTIONS.

Meat Cases, 1.	
Terminated	1
Oleomargarine Cases, 20.	
Terminated	20
Pure Food Cases, 22.	
Terminated	22

The following are from the reports of the State chemists as to analyses made during the month named:—

Sample bought of Augustus Seng, 904 Braddock avenue, Braddock. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Chas. G. Klans, 612 Braddock avenue, Braddock. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of M. J. Meade, 626 Braddock avenue, Braddock. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Benedict Seng, 708 Braddock avenue, Braddock. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Mrs. C. Gelm, 636 Braddock avenue, Braddock. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of A. Morraelli, 554 Braddock avenue, Braddock. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Wm. Dougherty, corner First street and Talbot avenue, Braddock. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of H. E. Dowling, 28 Braddock avenue, Braddock. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Michael Kalina, 312 Braddock avenue, Braddock. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Lincoln Dairy Co., J. T. Hill, 6510 Frankstown avenue, Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Keystone Dairy Co., A. C. Paulish, 5921 Penn avenue, Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Mrs. C. Ruck, 180 E. Sharpnack street, Germantown, Philadelphia. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Robt. Cramer, 180 Sharpnack street, Germantown, Philadelphia. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of 419 E Girard avenue, Philadelphia. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Mrs. Emma Graham, 419 E. Girard avenue, Philadelphia. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Wm. J. Alker, McKeesport. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Jacob F. Nease, 116 S. Main street, Washington. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of A. Goldstein, 2227 N. Front street, Philadelphia. Sold for tomato catsup. Chemist's report—Misbranded.

Sample bought of W. Weinfeld, 2556 Kensington avenue, Philadelphia. Sold for catsup. Chemist's report—Misbranded.

Quite a number of cases were reported in which retail grocers of Philadelphia, Pottsville and Pittsburg were prosecuted for selling misbranded catsup. In practically all of these cases the fines were paid by the manufacturers, who were liable upon their guarantees.

ASSOCIATION NEWS.

La Crosse, Wis.

The La Crosse (Wis.) Retail Grocers' Association has adopted the following resolution:—

Whereas, At a recent meeting of the Common Council of the city of La Crosse, his honor, Mayor W. A. Anderson, submitted a communication recommending the passage of an ordinance relating to the exposure of fruits, vegetables, meat, poultry and other foodstuffs in the city of La Crosse, prohibiting the placing of the same for sale when exposed on any sidewalk, in front or along the side of any building.

Resolved, By the Retail Grocers' Association of the city of La Crosse, in regular monthly meeting assembled, that we are heartily in favor of the recommendation of his honor, the Mayor, relating to the exposure of fruits, vegetables, meats, poultry and other foodstuffs; and be it further

Resolved, That we heartily extend our unanimous support to the Mayor and Common Council to procure the passage of an ordinance prohibiting the placing on sale on the sidewalks of fruits and vegetables and other foodstuffs, when exposed; and be it further

Resolved, That this ordinance be drawn to include peddlers and street hawkers who sell from wagons and push carts, that they also may be compelled to keep their goods covered.

Parcels Post Dead for This Session.

The Last Chance for the Passage of a Measure Opening the Mail to Packages at Low Rates is Defeated by a Point of Order.

Special correspondence of "Grocery World."

Washington, D. C.,
May 14, 1908.

The parcels post bills are dead for this session at least. The plan to secure a limited experimental parcels post came up again on Tuesday. Senator Burnham, of New Hampshire, offered an amendment to the Post-Office Appropriation Bill authorizing the Postmaster-General to establish an experimental parcels post system on rural routes in four counties of the United States. No appropriation was called for, as the expense would be so slight it could be borne by the contingent fund of the department. The amendment was sailing smoothly through until the point of order was made that it was new legislation, and consideration of it was blocked.

This kills all parcels post legislation this session. Several months ago Representative Lafean, of Pennsylvania, introduced a bill providing for the inauguration of a parcels post system, to be confined to rural routes, but the Post-Office Committee of the House refused even to grant a hearing. Speaker Cannon is vigorously opposed to all such innovations as a parcels post. So are the express companies.

If the amendment had been adopted the Postmaster-General intended to select York County, in Mr. Lafean's district, as one of the four in which the parcels post experiment would have been made.

HOLT.



The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia



Good Job or Your Own Business.

Remember that real hot day two or three weeks ago when the thermometer got up to about 85?

I was out in Erie, Pa., that day. It was pretty hot. A lot of us old fellows who hadn't taken off our red flannels felt all stewed up.

I sat in the back part of one of the largest grocery stores in Erie waiting for the proprietor. After a while he came back and began to chew the rag.

"This is one of the days when I wish I had a good job somewhere and wasn't in business for myself," he grumbled.

"Why, d'ye feel the heat any more because you're in business for yourself?" I asked.

"Oh, no, not that," he answered, "but I feel the heat a lot anyway, and when a lot of other things come along at the same time to worry me I get all worked up."

"But it *is* a question in my mind," he went on, "whether any man ain't better off with a good job working for somebody else than he is with a business of his own. Take Jim out here—my head clerk. I pay him $18 a week. He's married, but has no children and he lives with his wife's people. It don't cost 'em much to live, and he can get along bully on $18. No matter whether business is good or not, no matter how rotten collections are, his little $18 comes to him every Saturday night, and he don't have to worry anything about it. *I've* got to do the worrying. Of course I want to get a little more out of it than $18 a week, but sometimes I don't, and have all the worry besides."

"How old is Jim?" I asked.

"Oh, he's somewhere short of 40," he replied.

"Well, suppose you live on, and Jim lives on, until he's 65 years old," I said. "He's not as spry as he was and can't watch things as close. By and by you notice that things aren't just going right—Jim's getting too old. What becomes of him? Are you going to keep him on? Not as head clerk—you can't; you'd like to, but you've got to think of the business. He has nothing but his 'good job,' and he's even lost his right to that. While you—you've got the solid ground of your business under you till you die. That's the point.

"Let me tell you something," I went on. "Just about fifteen years ago another grocer—he hadn't as big a store as yours—said exactly this same thing to me. He couldn't see, either, why a man with a good job wasn't better off. He was tired of worrying and fussing over things—bearing the whole burden—and getting only a good day's wages anyway. He went over the whole thing just like you have. A few months after that I heard that he had had a job offered him as salesman and had sold his store to his brother and taken it. Not long after that I saw him. He *knew* then he was right in thinking a good job better than his own business. He was making good on the road, was getting fair money, and he had nothing to worry over. The only thing he was sorry for was that he hadn't done it long before.

"I didn't see that man again until about a year. His line was different from mine and we covered different territories. I saw his sister one day on the street and she told me her brother was out of a job and hadn't been well. Wouldn't I go to see him? I went. He was then past sixty years old, and he looked it.

"'Hello, Ben, what's the trouble?' I said.

"Oh, a lot of things," he answered. "I ain't in very good shape, and then not having anything to do has worried me a lot."

"When did you get out?" I asked.

"About six months ago. I'd been with the same people I went with when I sold my store, you know. Just think, I was with them about fourteen years, and when I commenced to get old, and couldn't stand the work as well, I had to go. Still, they treated me well enough while I was with them. They treat their men more like horses than men, though; awful drivers. That's the reason I'm wore out."

"He got up to go across the room, and I was shocked by the poor old fellow's feebleness. His knees shook like a man's a hundred years old.

"What are you going to do, old man?" I asked.

"Try to get something else," he replied. "That's all I *can* do. I've got nothing; I *must* get something."

"So," I said to the Erie grocer, "if you have any fool idea of selling a business like this and going into somebody's employ, forget it. It's a mistake."

Poor old Ben! If I've thought about him once since I saw him, I've thought of him a hundred times.

A man past sixty, feeble, and old and sick—can't you see the fat jobs he'll get? I can see the poor old soul searching for 'em now—walking his sore old legs off, finding nowhere anybody who wants old men for anything.

But if he hadn't sold his business?

The job's all right while you can hold it. Under a whole lot of circumstances I'd rather have it than the responsibility of my own business.

But by and by you get too old for the job. You slip back. At last you're fired, kindly maybe, but still fired for a reason that even you can't dispute—incapacity.

Then's when the business you didn't want the responsibility of would have come in handy, eh?

THE STROLLER.



Slices Everything from 6-pound Knuckles to half-ounce Ends.

Johnson's Eversharp Slicer Makes Money for Mr. Potter. It will do the same for you

MIDDLETOWN, N. Y., May 7, 1908.

MR. A. W. JOHNSON, New Brunswick, N. J.:

I have used one of your **Eversharp** dried beef slicing machines in my store for about eight months, cutting thousands of pounds of the finest beef sold in our city, and I wish to add a *testimonial* in behalf of the machine. It has never caused me one bit of trouble by being out of order or by having a dull blade. It is very simple to keep sharp and slices the beef in perfect shape, piling nice, thin slices up like so many sheets of paper. My customers remark to one another "I get the nicest shaved beef here of any place in the city." We can use up the ends very close, therefore saving quite a loss which we always had with other machines. The **Eversharp** is a perfect machine. Would not trade it for any other machine we have ever witnessed, even though they cost two or three times as much. It is a satisfaction to be able to sell moist beef shaved in tissue slices.

Yours truly, GEO. B. POTTER.

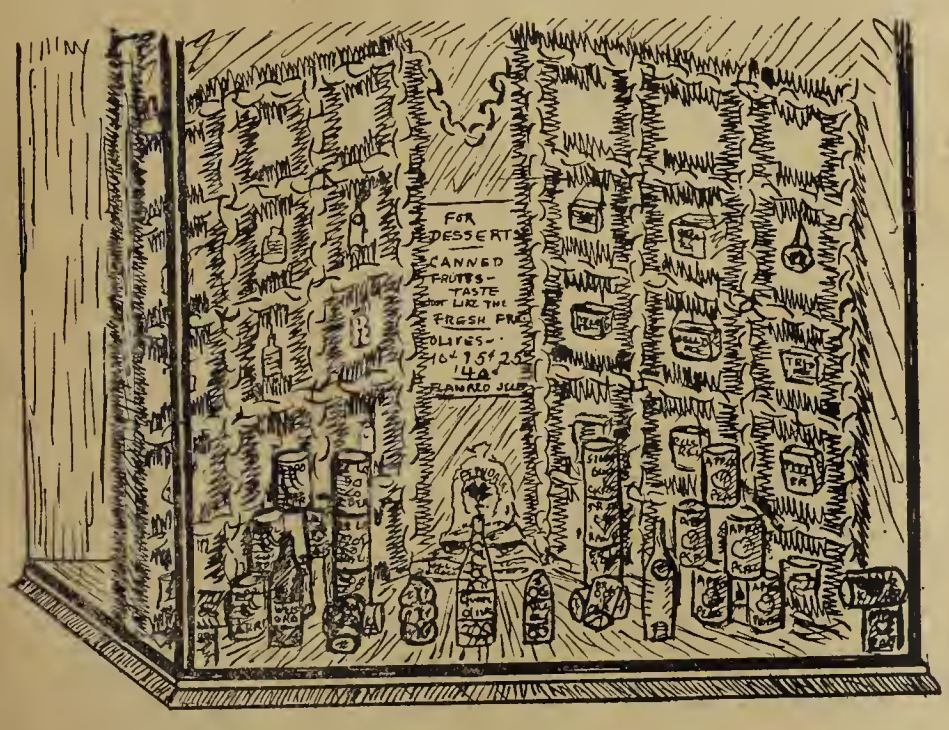
For Sample of Sliced Beef Address the Manufacturer, A. W. JOHNSON, New Brunswick, N. J.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Dessert and Fancy Grocery Window.

A window which will display different canned fruits, olives, desserts, gelatines, etc., is described below:—



Cover the bottom of the window with green crepe paper.

Make a lattice work of strips of wood about an inch wide to run diagonally from the centre of the back to the ends of the front of the window.

Cover this lattice work with streamers of crepe paper, such as Dennison's always have for sale.

In each of the squares made by this lattice work hang small bottles of olives, pickles, capers, honey, etc., or packages of gelatine, Tryphosa, Jell-O, etc.

Pile your canned fruits, large olives, etc., on the bottom of the window. Put price tags on everything.

The sign should be put between the two lattices. This makes a very handsome window at small expense.

C. W. Loop.

N. E. cor. Dauphin and Gratz sts,
Philadelphia, Pa.

A Special Tea Window.

"The Stroller" certainly hit the mark some weeks ago when he wrote that article on "Robbers," and I believe the average grocer should try to sell better goods and stand up for his profit.

I know that there are very good men in the business to-day who do not try to sell high-grade goods or summer delicacies because it is too much work or some other reasons.

Here's a window dressing hint for the coming summer:—

Do you sell tea? If you don't, you should, and if you do, have you sold any for iced tea? Here is a chance to bring profit your way if you work it right

Have a couple of cards printed, one like this:—

> **To introduce our Formosa Oolong tea With each ¼ lb. we give 1 lb. sugar free.**

On the other have this:—

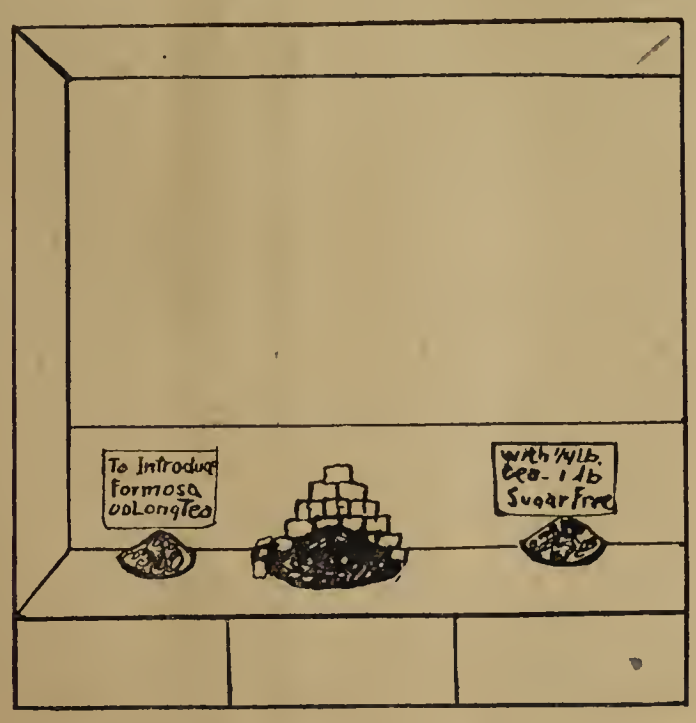
> **One pound Sugar free**
> **With each quarter pound of Tea**
> **————60 Cents Pound.————**

Tell your customers that 60 cents is the price of the tea and that it is the finest you ever had for iced tea, and you want them to try it, hence you will for one week or one day (time is up to you) give a pound of sugar as a special offer to introduce it.

We have tried it and it was a success with us.

D. Parke Lantz.

301 East King street,
Lancaster, Pa.



Pennsylvania News Items.

The following Pittsburg grocers have just been arrested for selling oleomargarine illegally: Alfred C. Paulisch, George A. Preach, Joseph Orringer, Joseph Lauderman, George Keely, Edward A. Hill, Charles Henning, J. T. Hill, H. J. Evans, W. L. Stull, G. W. Hampson, Martin Stenger, Jr., Christopher Stenger, J. A. Donahoe, Charles Donovan, W. J. Montgomery, Peter Routh, Fred. Volkwein, Edward Attenbach, J. E. Burden, Jesse M. Bowers, T. L. Poffenbach, Jacob H. Imhoff, Martin Imhoff, Jacob B. Imhoff, Gust. Harahan, Peter Strom, Katherine Hester, Jeremiah Hester, Nicholas Di Cesare, John Woche, Jacob Klaus, Jacob Burger, Hugh Given, Jemima Richard, T. W. McCrea, Raymond Clark, O. H. Shoemaker, J. P. Leonard, E. J. Dunn, John Preach, D. W. Campbell, John Houston, E. V. Mullen, S. P. Vasko, J. H. Ebehardt, Edward A. Preach and Evan Thomas.

Henry Troemner to the Trade.

We beg to announce that we have concluded arrangements with the Howe Scale Co. of New York, 341 Broadway, New York City, to represent us and act as our general agents in the future. Any and all business regarding our product will be in their charge and all communications referring to same should be addressed to them.

We thank you for past favors and hope for a continuance of same through our said agents, whom we know will make your business relations with them as pleasant as they have been with us.

Henry Troemner.

Our registered guarantee under National Pure Food Laws is Serial No. 80

Walter Baker & Co.'s Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are Absolutely Pure—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.



A Welcome Waits

In these sightly boxes are packed the old-fashioned Georges Codfish which a good many disappointed consumers believe has disappeared from the market.

Heavy, meaty, pure white flakes, tender and tasty—the kind of fish we used to have before hake and haddock came in as a substitute. Packed usually in three lb. boxes, sometimes in two lbs., less often in ten lbs., and very occasionally in one lb. Heavy waxed paper between fish and box, neatly trimmed, square cut and handsomely faced.

There is a welcome waiting in your town for old-fashioned codfish.

SWIFT & COMPANY

National Retail Grocers' Convention Meets in Boston.

(Continued from page 16.)

all those questions will show that it is only for the protection of the 85 per cent. of the retail grocers who are in most instances their slaves.

The wholesalers are looking after their own interests, seeking to injure the other 15 per cent. who have by their energy and the vigor they displayed in learning their business and pushing only pure and full net weight goods, made their business a success; men who have minds of their own, who control their own business. They are the men the wholesalers seek to injure.

The wholesale grocery associations are worse than trades unions; they seek to protect the incompetent, the thriftless, the men who transact their business: "Come day, go day, God send Sunday," style.

It is claimed that there are about 300,000 retail grocers in this country, 15 per cent. of which would be about 20,000, and that there are about 3,000 so-called wholesalers. Take the 20,000 from the 300,000 and it leaves 280,000 retail grocers controlled by the wholesalers. What a contrast! Three thousand wholesale grocers controlling the trade of 280,000 retail grocers. Yet they are not satisfied; they want the other 20,000, who have taken themselves out of the power of the wholesalers.

The retail grocery trade a few years ago was looked upon as being about the lowest trade in the community. What caused it? Adulterations in all the goods they sold, spices made up from anything except the spice it was named from, cream of tartar without any cream of tartar in it, extracts of vanilla and lemon without any vanilla or lemon in them, nearly every article in the trade adulterated. Who was blamed for the adulterations? The retail grocer. Who should be blamed for it? The wholesale grocer who sold it, knowing what it was composed of, and the manufacturer who, at the order of the wholesale grocer, put up the stuff in order to meet the competition which they created themselves.

These are the men who have given the retail grocery trade a bad name, who now come and ask the manufacturers and producers of food products not to sell to the men who have made a success in the grocery business by pursuing a different policy.

What a power for good the 300,000 retail grocers could make themselves if they decided to act as a unit where their interests or the interests of any association of retail grocers were menaced. If in their organization they put aside all personal feeling, looking only to the interest of the country as a whole, demanding of the Legislatures of the cities, States and nation the enactment of laws which would protect all, discriminate against none, they will place the National, State and local organizations in such a position that they will command the respect and esteem of the entire country.

Immediately after this the delegates adjourned to Tremont Temple.

During the Tuesday session a telegram was received and read from Governor Chamberlain, of Oregon, inviting the association to hold its next convention in Portland, that State. R. J. Morris, of Colorado, also appealed for the 1909 meeting.

Three Canadian delegates were introduced and addressed the convention briefly. They were: E. M. Trowern, secretary of the Retail Merchants' Association of Canada; J. A. Beaudy, treasurer of the same organization, and A. P. Murray, a manufacturer from Montreal.

A number of the delegates from various States reported briefly on conditions there. All these were optimistic concerning the business and association outlook.

At the Tuesday session a letter was read from Dr. H. W. Wiley, chief Government chemist, regretting inability to be present, and promising to send one of his assistants instead. In his letter Dr. Wiley spoke as follows: "The grocers are a most powerful factor in the enforcement of the pure food law. They come in close contact with the consumer. When the consumer finds that he cannot get the high grade of articles at low grade prices he will conform to the conditions. The low grade prices will come in where the dealer may be overstocked with high grade goods and must unload quickly. If the grocer will acquaint the customer with all the facts concerning the products he will command his confidence. The crying evil of the trade to-day is the sale of articles as fresh when in fact they have been kept in cold storage a long time. There is no objection to cold storage; that is a blessing, but there is no reason why eggs, for instance, should be kept in cold storage a long time and then sold as fresh eggs. The dealer who prevents infection from flies does a great work in educating the community and attracting trade."

During the day reports on local conditions were received from S. W. Whitcomb, Maine; Fred. Fuller, Michigan; R. J. Morris, Colorado; F. T. Langley, Mississippi; F. J. Chinn, Missouri; John W. Lux, Minnesota; S. Kline, Oregon; David Gerow, Massachusetts; F. Rees Woodford, Tennessee; H. I. Meader, Washington, D. C.; J. B. Coningham, Nebraska; Charles Thorpe, New York; George F. Mitzer, Ohio; Mack Bergman, Texas; J. J. Crofton, Rhode Island; J. Higgins, Washington; Charles Wendell, Wisconsin; Norman H. Johnson, North Carolina; George P. Doyle, California, and Sol. Westerfield, Illinois.

Addresses were made at Tuesday afternoon's session by George B. Wason, president of the Massachusetts Wholesale Grocers' Association; L. J. Callanan, of New York, and E. M. Trowern, Dominion secretary of the Retail Merchants' Association of Canada.

President Wason said there is harmony between the wholesale grocers and retail grocers in Massachusetts, and he urged closer co-operation in order that together the wholesaler and retailer might save themselves from the unfair competition from the man who practices price cutting. Ninety per cent. of the trade now is controlled by the wholesale grocers and the remaining 10 per cent. should be brought into line.

During the Tuesday evening session George E. Greene, secretary of the Illinois State Retail Grocers' Association, delivered an address upon the duty of the National Association to introduce and impress legislation. His argument was in part as follows:—

> One of the objects of our organization is to oppose all National laws that are intended to aid or protect business monopoly which are or shall be a burden or an injury to the people, and aid in the passage of such laws as will provide the greatest common good, as the association in convention may declare. This gives a broad, comprehensive field for action. It puts our organization, as it were, both on the defensive and offensive, as the best interest of our organization as retail merchants and the public at large may warrant.
>
> Our great organization is composed of local and State organizations, forming them all into one great and powerful body. Each organization, be it local, State or National, has its distinct field for action. The purposes of a local organization are to accomplish that which is beyond the power, or, rather, impossible for the individual to cope with. The State association likewise, to accomplish that which an individual local organization is powerless to combat, and the National, as the big brother, stands as one to take up the broader problems which affect the collective States.
>
> The needs of the retailer are peculiar to himself. Very little legislation is inaugurated which is particularly intended to benefit him. As a class he must look for himself, but as he is individually weak, organization was formed to create an agency to look after his special need. If organization is to be effective and really accomplish the purposes it sets out to, as declared by its objects, it would naturally follow that it be the duty of those entrusted with carrying out the work of the association to cast about to find Senators or Representatives who will introduce for them the measures in which the organization is vitally interested, and see to it that they are placed upon the calendar for the consideration of our Federal Congress.
>
> The second thought of our topic, that of impressing legislation, follows as a natural consequence. We know that legislation is not secured by the mere asking, and herein is where the entire constituency must come into evidence. Experience has taught that thousands of measures are introduced for effect only, with no thought of their being enacted into law, and such events are made possible with what may be termed fatherless bills. After introduction, they become orphans, and die for want of care and nourishment. The greatest muscle-producing food and nerve stimulant which can be given a Congressman from any district is the will of the constituency being made known to him. A letter from home often has a magical effect. It has turned apathy into energy, indifference into championship, belligerency into docility. The more numerous the letters received by him from home, the more certain the transformation and the real power of the organization is made manifest. Were it not for the mass of letters, petitions, etc., from all parts of the United States in opposition to a parcels post, such a law would now disgrace our Federal statutes, and the retailer would be reaping the whirlwind. The same kind of effort finally brought the enactment of a pure food law, with a protective guarantee clause. These two instances serve but as an illustration of what it is desired to convey in this argument.
>
> The National Association should have some competent person to devote his entire time during the sessions of Congress, whose duty it should be to investigate all bills introduced and report the findings promptly to the proper officers of the National Association, and when action on any is required, the information should be speedily given out to the State and local associations.
>
> The impressing of legislation is clearly a function of the National Association, but this does not, as with the inauguration, lie principally with the officers, but with the laity as well. There must, in this instance, be a hearty co-operation and support. No doubt it will appear to some that the suggestion that some agent be employed to safeguard legislation in the interest of our organization involves the thought of finance and the resources of the National Association. Some might think that such a duty should be performed by the secretary; but before requesting this duty from him, let us consider what it means to follow the 28,000 or more bills introduced in the first session of the Sixtieth Congress, not only by title, but the contents. The title does not always convey the interest which the retailer may have in the bill.
>
> The National Association must stand as the promulgator and defender of the rights and best interests of the retailer, advocating the uplift and improvement of business conditions, promoting harmony, abating trade abuses, etc., and owes a duty to its members to inaugurate and impress legislation.

The entire day's session on Wednesday was devoted to pleasuring, the delegates being the guests of a local coffee house.

The address by George B. Wason, president of the Massachusetts Wholesale Grocers Association, on the disturbance in the relations of wholesaler and re-

tailer was heard with close attention. Mr. Wason in part spoke as follows:—

I assure you, the members of the Boston Wholesale Grocers' Association are anxious to help in every way to make this meeting a grand success. There exists the best of feeling between the Boston Wholesale Grocers' Association and all retail associations; we work shoulder to shoulder to bring about better conditions of trade. We have learned by experience that "in union there is strength." We see that there are four classes that enter into this business and all must work in harmony. The four are the manufacturer, the wholesaler, the retailer and the consumer. We are all entitled to a living, and there is plenty of room for us all. We want to be fair with one another. The manufacturer has his troubles and we must try and help him. The retail grocer has his trials, and they are many. It is our duty to assist him all we can; he is our customer and our friend. Without him, we cannot sell our goods.

We want better laws to protect our brother grocers; we want to stop the unjust persecution of our fellow grocer, because some manufacturer fails to comply with the law; we want that manufacturer fined instead of the innocent retail grocer, who has troubles enough of his own to look out for, without looking to see if the goods are branded according to law. We want to get nearer to each other on a broad plane, where we can help one another. We have a common interest, and there are a great many things we can accomplish together we could not accomplish alone. I have seen some of our best retail grocers go to the wall, putting all of their time in trying to buy things for less than the cost to manufacture.

I tell you to look after the selling end of your business and you will see your profits increase. See that you do not sell goods less than it costs to do business. You are entitled to a profit and the people are willing to pay you one. Let us try to promote harmony among ourselves. Do not think you can kill your neighbor by cutting prices, but remember one thing; you must have a profit yourself, to live.

There are a few who think they can buy cheaper than anyone else, and they think they can do business for less than their brother grocer. Can you, as grocers, afford to push the goods of the manufacturer who sells 10 per cent. of your number direct at 10 per cent. less than you can buy? In other words, the manufacturer who discriminates against 85 or 90 per cent. of you? These 10 per cent. are cutting prices all the time. The so-called wholesale and retail grocers are buying at wholesale and selling at wholesale to the consumer. Just stop for a minute and see the effect of this class. They demoralize the manufacturer's goods by advertising them as low as the retail grocer can buy them. This makes 90 per cent. of the trade sore, and they sell just as few of them as they can. They think they can eliminate the wholesaler and save his profits for himself—but not for the consumer—so 10 per cent. of the retail grocers are going to put 90 per cent. of you and all of the wholesale grocers of this country out of business,, just to benefit the consumer. Are you going to stand by and let this philanthropist go ahead in his mad career? And is the wholesale grocer going to lie down and be put out of business? Well, I guess not. There is too much money interested in the grocery business to allow this thing will happen.

Now, what is the remedy? It is to have the manufacturer put every dollar's worth of his goods through the legitimate wholesale grocers. Then we can control these would-be benefactors. The wholesale grocer is your friend, always was and always will be, and he wants you to make a living profit. If it is left to us we will see that the goods are sold to you so you can make a profit.

The two associations ought to be so closely allied that if A was cutting the price of soap you could get at the wholesaler and he, in turn, could inform the retailer that he must stop cutting.

This Bill Will Greatly Change Apple Business

Provides for Grades of Quality and Standard Size Packages. Introduced in Congress by International Apple Shippers' Association.

Special correspondence of "Grocery World."

Washington, D. C.,
May 14, 1908.

A praiseworthy and in some respects unique bill has been introduced in the House of Representatives by Mr. Porter, one of the members from New York State. It is fathered by the International Apple Shippers' Association and is intended to regulate the packing, shipping and sale of apples.

The bill provides that the standard measure of capacity for all apples packed in barrels shall be as nearly as may be, three bushels, the barrel to be of no less dimensions than 17⅛-inch head, length of stave 28½ inches, with bulge circumference not less than 64 inches, outside measurement.

Barrels of the above described capacity and dimensions shall be marked "standard barrel." Any barrel of less dimensions and capacity shall be marked in a plain and indelible manner, both on side and top, in letters not less than one inch long, "short barrel," or with the capacity in bushels or fraction thereof, or if one-half the capacity or dimensions of a standard barrel it shall be plainly marked "one-half barrel."

It provides that the standard measure of capacity for all apples packed in boxes shall be the heaped bushel, containing as nearly as may be 2,564 cubic inches, and of no less capacity than would be contained in a box of the following dimensions: 18½ by 12 by 11½ inches, inside measurement. Boxes of the above described capacity or dimensions shall be marked "standard box."

Any box of less dimensions or capacity shall be marked in a plain and indelible manner, both on side and top, in letters not less than one inch long, "Short Box," or with the fractional part of a bushel it may contain.

The standard measure of capacity for all apples packed in baskets shall be the heaped bushel, containing 2,564 cubic inches, and other baskets shall be marked "short," etc.

The act also provides for specific and definite grading of apples. "No. 1" grade and quality shall consist of healthy, well-grown apples of one variety, sound, of not less than 2½ inches in diameter, and of good color for the variety, of normal shape and not less than 90 per cent. free from scab, worm holes, bruises and other defects, and properly packed.

"No. 2" grade and quality shall consist of apples of not less than nearly medium size for the variety, healthy, and not less than 85 per cent. free from scab, worm holes, bruises and such other defects as cause material waste, and properly packed.

The Secretary of Agriculture is given charge of the enforcement of the bill, and is given authority to appoint a Green Fruit Commissioner. The Commissioner will charge the shipper for his services, at a rate not to exceed 5 cents per barrel and 2½ cents per box. The minimum charge for his services, however, shall be $2.50.

Any person who wilfully alters, effaces or obliterates wholly or partially any of the official marks shall be liable to a fine of not less than 25 cents, and not more than $5 for each package upon which the marks have been so altered, effaced or obliterated; and, further,

The person on whose behalf any apples are packed, sold or offered for sale shall be prima facie liable for the violation of the act.

HOLT.

Another striking address was by Charles W. Burrows, vice-president of the National Board of Trade, on parcels post. Mr. Burrows very severely attacked the Postmaster-General's mail recommendations. The parcels post, he said, would puncture a big hole in the United States Treasury, creating an enormous deficit. The mail-order houses, one of which did a business of $52,000,000 last year, are thriving by the "iniquitous, damnable postal laws" already in force, and what would happen if the mails were opened to cheap transportation of merchandise? The amendment to limit the privileges of parcels post to persons who are legal residents on the rural free delivery routes, and the further provision that it shall not be open to persons acting as agents for others were said to be ineffective and probably unconstitutional. Hence it would not be long before Congress would have to broaden the privilege and extend it to all. Like the rural free delivery it would become expensive far beyond the estimates. The rural free delivery will cost the Government $36,000,000 next year when the revenue will not be more than $6,000,000, a loss to the Government of $30,000,000 in one year.

That precious village life, so ideal and dear to the country, would be destroyed by the parcels post; the country merchants would have to go. It is too dangerous to try, he said.

The most important business transacted at Thursday's session was the adoption of the following resolution after a sharp debate:—

> Resolved, That the National Association of Retail Grocers urges upon all manufacturers of the United States who market their goods under proprietary brands or trade-marks, the wisdom of the policy of establishing and maintaining by contract, at a reasonable profit, at which their products shall be sold, such policy to be established according to the conditions of trade in the different localities in the United States of America. We are opposed to any price being printed on the package.

As stated, the passage of this resolution, which was done by a vote of 140 to 22, was only accomplished after much discussion,

which at times approached acrimony. Representatives of various manufacturers interested in the disposition of the question were present, and by lobbying they helped the controversy along.

There was also some friction over the election of officers, but it was smoothed out, and C. J. Kramer was re-elected president and John A. Green secretary. H. W. Schwab was also re-elected treasurer without opposition. The vice-presidency went to T. P. Sullivan, of New York.

One of the addresses on the last day was by Dr. Frederick L. Dunlap, associate chemist of the Bureau of Chemistry at Washington. The speaker told nothing particularly new about the operations of the law, but emphasized the difficulties in the way of its enforcement.

Subsequent to this address the Committee on Credentials reported the presence of 155 delegates. Secretary George E. Green, of Illinois, reported that the secretaries of the several State organizations had organized with George E. Green as president, and Ira B. Thomas, of Iowa, secretary, and chosen a committee to draft rules. The organization had also voted to recommend that a complete record be made of every member of each State and local association. He also reported a recommendation for the adoption of a uniform system of application for credit and that no credit be given to anyone who should not file such application.

Treasurer H. W. Schwab reported receipts of $4,800.92, expenditures of $3,252.75, and bills due $974.50. A deficit of $228.33 was reported. This was raised at once by contributions from the various State delegations.

Some stir was occasioned by the address of J. J. Higgins, of Washington, on "The Manufacturer Making and Maintaining the Retail Selling Price." The manuscript of this address could not be obtained in time to go forward with the last day's news. [It may appear next week.—Ed.]

The last business was the adoption of resolutions. Several were rejected, but those which got through were as follows:—

Whereas, The erection of beet sugar factories has added greatly to the prosperity of the merchants and farmers wherever the industry has been established; and

Whereas, The territory in which sugar beets thrive extends from ocean to ocean; and

Whereas, The home production of beet sugar during the past ten years has grown from 40,000 to 480,000 tons; and

Whereas, The nation is still sending $100,000,000 abroad annually for the purchase of sugar which we are amply able to produce at home; and

Whereas, The contemplated free importation of sugar produced at a wage rate of 10 to 25 cents per day has stopped the erection of new beet sugar factories, which cannot secure labor at less than $1.50 to $2 per day;

Therefore, We urge the Congress of the United States to allow no further reduction to these tropical islands, which abound with cheap labor, the chief factor in the cost of sugar production.

Whereas, The present United States oleomargarine law has operated to divert the distribution of a meritorious and wholesome product from its legitimate channel of trade, to wit, the grocery store, to the injury of the retail grocers throughout the land; and

Whereas, Said law has seriously injured the business of the retail grocers; and

Whereas, Said law has operated to degraud the Government of the revenue tax amounting to many hundreds of thousands of dollars; and

Whereas, Under the operation of said law there has arisen a large class of unscrupulous parties handling olcomargarine by evading the Government tax; and

Whereas, Said law as it now stands on the statute books places a premium upon crime and offers a large reward for the practice of fraud, with a small risk; now, therefore, be it

Resolved, That this association does hereby urge upon the Congress of the United States the repeal of the present law taxing oleomargarine, as this tax falls upon the consumer and it is in reality a pernicious protection to a combination of creamery butter manufacturers as against the legitimate sale and distribution of a wholesome article of food; and be it further

Resolved, That we recommend the enactment of such legislation as will allow the honest dealer to sell oleomargarine in original packages of one, two, three or five-pounds for just what it is without any discriminating tax; and be it further

Resolved, That every member of the National Retail Grocers' Association be, and he is hereby requested to immediately write to his Representative and to the Senators of his State requesting them to use their influence towards the repeal of the present unjust and pernicious oleomargarine law.

Whereas, It is the common practice to pack and weigh pork products, especially pork loin, in heavy wrappings and mark weights without proper allowanee for shrinkage; and

Whereas, The retailer is expected and obliged to purchase at marked weights regardless of the fact that there is an average loss in weight of from one to five pounds per 100-pound case; therefore

Resolved, That we petition the packer and wholesale dealer and insist that pork products be weighed without wrappings; that proper allowance be made for shrinkage and weight marks to be guaranteed, to the end that the retailer may purchase at actual net weight and be protected from injustice and loss.

Whereas, Under present conditions employees of the United States Government are exempt from garnishment or attachment proceedings; and

Whereas, There are a large number of persons in the employment of the Government who by reason of their position can, if they see fit, avoid the payment of their just obligations; and

Whereas, This is contrary to the principles of the American people; and

Whereas, President Roosevelt has endeavored to compel honesty in the Government departments; therefore be it

Resolved, That the National Association of Retail Grocers of the United States, representing over 150,000 merchants, in convention assembled, at Boston, Mass., May 14, 1908, earnestly request President Roosevelt to issue or cause to be issued an executive order to all Government departments requiring Government employees to pay not less than 10 per cent. of their monthly salary upon all bills for necessaries of life incurred while in the service upon which complaint has been made.

Whereas, Persistent agitation in favor of the establishment in this country of a "carrying system" for parcels under the direction of the Post-office Department is being urged in many directions; and

Whereas, The enactment of such law would materially injure the commercial interests of the country at large; and be it

Resolved, That the National Association of Retail Grocers in convention assembled urge upon Congress to defeat any legislation that foisted upon the country any parcels post measure.

Whereas, Bills providing that food products shall bear the date of packing have been, and still are, frequently introduced and considered by the legislatures of the various States; and

Whereas, For the reasons hereinafter set forth, such measures are deemed by us to be neither necessary nor reasonable nor just; it is hereby

Resolved, That the members of this association are opposed to the enactment of all State and Federal legislation that shall require the declaration on the label of food products of any kind of the date when such articles were prepared or packed; and further

Resolved, That the secretary of this association be, and he is hereby requested, when proposed State or Federal legislation of this character shall come to his notice and whenever occasion shall require to communicate with the various members hereof, asking them to communicate with the legislators who represent them in the Congress or in their State Legislatures, and otherwise to co-operate in opposing such bills; and further

Resolved, That our secretary be, and is hereby authorized and directed, whenever in the discretion of himself or of the other officers or directors of the association it shall seem necessary, on behalf of the association, to communicate with the committees of the Federal or of the several State Legislatures having such bills in charge, and to request them to grant a hearing to the National Association of Retail Grocers or to its members chiefly affected before the measures are reported for passage by such committees; and in conclusion it is

Resolved, That the National Retail Grocers' Association holds legislation of the kind mentioned to be unwise.

A resolution was also adopted commending to retail grocers manufacturers who maintain a reasonable retail margin of profit upon all goods distributed by them; also a resolution condemning the buying of futures and free deals.

The convention ended with a banquet Thursday evening.

John W. Harold.

Arbuckles Establish Important New Department.

Will Sell High Grade Roasted Coffees Direct to Wholesale Grocers. Heretofore have Sold Only Low Grade Roasted.

The latest move by Arbuckle Bros., the coffee people, is attracting some attention. Heretofore they have sold roasted only the lower grades of coffee. Within the past week they have announced a new department in which they will sell roasted coffee of the higher grades. The headquarters of the new department will be New York City.

In establishing the new department the Arbuckles go over the head of the large jobbing buyer of green coffee, to whom they have sold these grades exclusively up to this time. Heretofore Arbuckle Bros. have sold green coffee to large jobbers who were exclusively coffee merchants and who bought green coffee from such concerns as the Arbuckles and sold again to wholesale grocers, sometimes roasted, sometimes green. With the new department now established Arbuckle Bros. will go out to wholesale grocers with its own roasted coffee.

Beet Sugar Refiners Have Prosperous Year.

Figures presented at the annual meeting of the stockholders of the American Beet Sugar Co. held in Jersey City on Tuesday give the net profits for the twelve months ending March 31st at $1,695,149, an increase of $482,816, and surplus after the preferred dividend at $638,311, an increase of $486,829. The net surplus amounts to $638,311, which has been applied to working capital, which now amounts to $1,307,000. Included in the general expenses is an item of $354,055, the cost of depreciation and repairs, indicating that the plant has been well maintained.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—Grocery and specialty salesmen all over the country to handle a high class Laundry Bluing. Sample weighs only two ounces. Address, F. A. Craven, 611 West Washington St., South Bend, Ind. 20

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—An old established grocery and general store in a suburban New Jersey town about 7 miles from Camden, doing a cash business. Stock is clean and new, no old goods. Stock well assorted and salable. Will sell at inventory. Owner wishes to retire only reason for selling. Will sell real estate also if desired. "Bud," care "Grocery World," Philadelphia. 20

FOR SALE.—Three good beef cutters, cheap. MacMunn, 2000 N. Third Street, Philadelphia. 21

FOR SALE.—One Neostyle copying machine and supplies. MacMunn, 2000 N. Third Street, Philadelphia 21

FOR SALE.—One 79 Cash Register; perfect condition. MacMunn, 2000 N. Third Street, Philadelphia. 21

FOR SALE.—Good square meat box for sale cheap; 30 x 30. Apply, C. W. Hause 730 S. 52d St., Philadelphia. 21

FOR SALE OR RENT.—Modern store building, three floors, 20 x 120 feet, on the best corner in booming town, with stabling, warehouse and railroad on the premises. Desirably located for doing large business, or as department store. Address, John A. Bowman, Minersville Pa. 20

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22x60. Does $500 weekly, all cash Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

No. 360.—In West Philadelphia. Groceries, meats and provisions. Size, 17 x 30 feet. Does $400 to $500 weekly, half cash, balance weekly and monthly. Stock, $600. Owner takes out $40 weekly, beside living expenses. Uses one team. Good dwelling attached. Owner is going into the saloon business and will sell at inventory. Will take around $1,000. This is a splendid money-making proposition.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does $425 weekly, half cash. Stock, $1,000. Clean net profits, 15 per cent. Dwelling connected for sale. Owner has Government position and cannot give attention. Will sell at inventory. Will take around $1,500 for stock and fixtures and around $2,500 for the property. Full investigation.

No. 363.—In West Philadelphia. Groceries, meats and provisions. Store 17 x 38 feet. Does $17,000 to $18,000, two-thirds cash. Stock $500. Net profits 10 per cent. Good 10-room dwelling connected for sale. Uses one team. Owner has seashore hotel and wants to give it his whole time. Take $2,500 on the property and inventory for stock and fixtures. Established 10 years ago and a very successful business.

No. 365.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 30 feet. Does $350 to $400 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything. Stock about $900. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it our months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell at inventory. Will take all told about $1,600. Fullest investigation.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24 x 60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester Chester is thirteen miles from Philadelphia.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.



ABSORBINE

Removes the inflammation and Bunch. Restores the Circulation in any Bruise or Thickened Tissue, without blistering, removing the hair or laying horse up. Pleasant to use, clean and odorless. $2.00 per bottle delivered. Book No. 1 free.

Absorbine, Jr., for mankind, $1.00 bottle. Cures Bunions, Corns, Chilblains, Sprains, etc., quickly. Genuine manufactured only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.



"If I go into the class-room to demonstrate the action of a stimulant and tonic food-beverage, I use Blooker's Cocoa; I cannot afford to employ any other."

W. H. MORSE, M. D.,
Consulting Chemist.

American Depot, 46 Hudson St., New York

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. May 18, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel	$2.00 per bunch
Selected, 9 hands, packed 1 in barrel	1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.25 per bunch
Selected, 8 hands, packed 2 in crate	1.20 per bunch
Selected, 8 hands, packed 3 in crate	1.15 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA ORANGES.

Fancy Brights, 126 size, per box	
Fancy Brights, 150-176 size, per box	
Fancy Brights, 200-216 size, per box	
Fancy Brights, 250 size, per box	

Golden Russetts 10 to 15 cents per box less than above prices.

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$3.00
Fancy quality, 126 to box	3.50
Fancy quality, 150-176 to box	3.75
Fancy quality, 200-216 to box	3.85
Fancy quality, 250-288 to box	3.50
Extra choice, 96-112 to box	2.85
Extra choice, 126 to box	3.25
Extra choice, 150-176 to box	3.65
Extra choice, 200-216 to box	3.65
Extra choice, 250 to box	3.50

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box	$2.50
Fancy Quality, 126 to box	2.75
Fancy Quality, 150-176-200 to box	3.60
Fancy Quality, 216-250 to box	3.60
Fancy Quality, 288-360 to box	3.00

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	3.00
Fancy quality, extra large, 270 to box	3.00
Choice quality, 240 to box	2.75
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65

MESSINA LEMONS.

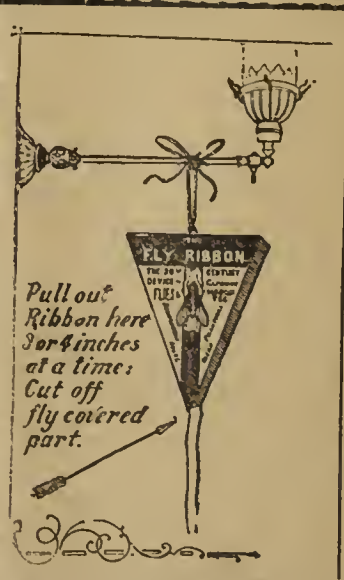
Fancy Messina, 300 size, per box	$2.75
Choice Messina, 300 size, per box	2.60
Choice Messina, 360 size, per box	2.60

Good Fruit Attracts Trade

There is just one place in Philadelphia to get every thing in the fruit line as fine as it grows, at the right price.

If you want to attract trade to your store put handsome fruit where it can be seen.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Fly Ribbon
THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN ::: ECONOMICAL ::: SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, $4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributers for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.18
"B" Santos	.16
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.10½
No. 2 Rio	.09
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00
Seven Day, 100 lbs. to case....per case	11.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Ooleng	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	1.03
Wagner's, 3 lb., sauce, 2 doz	1.08
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.25
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.50
Pin Money, standard early June, 2 doz	1.00
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.9[illegible]
Standard, 3s, 2 doz	.85
Gallon, ½ doz	2.75
Fair Quality, 3s	.80
2s, 2 doz	.65

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.75
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	2.25
Star, ½ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.10
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.50
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1.25
Pears, 3 lb., 2 doz	1.35
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.15
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.25
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.50
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	09
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.10½
Best, 25 lbs	.12½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	.08
40- 50, 25 lbs	.07½
50- 60, 25 lbs	.07
60- 70, 25 lbs	.06½
70- 80, 25 lbs	.06¼
80- 90, 25 lbs	.05
90-100, 25 lbs	
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.78
Fine Dairy, 3s, 100 to bbl	2.64
Fine Dairy, 4s, 70 to bbl	2.53
Fine Dairy, 5s, 60 to bbl	2.52
Fine Dairy, 8s, 35 to bbl	2 38
Fine Dairy, 10s, 28 to bbl	2.38
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt....per cwt.	.95
Shaker, 2 doz. in case....per case	1.60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.50
Lady Washington Beans, about 200 lbs. to bag	2.60
Green Peas, dried, about 165 lbs. to sack	2.55
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O	.30
Julian F. Bradshaw's Molasses, No. 44	.30
Cheapside Molasses	.28
Black Strap Molasses	.18
Gilt Edge Syrup	.31
Gold Medal	.31
King Syrup	.31
OrangeBrand Syrup	.33
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

At very lowest prices day order is received.

Dominoes, 5 lb. packages
Cut loaf
Powdered
XXXX, powdered
Cubes
Fine Granulated, American
Fine Granulated, 100 lb. sacks
Confectioners' A
No. 1, A
Light Yellow
Fine Granulated, 2 lb. bags
Fine Granulated, 5 lb. bags

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.00
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.35
Red Cross, 4 doz	4.25
Star, 4 doz	4.35
Dime Brand, 4 doz	3.75
Lion, 4 doz	4.25
Premium, 4 doz	3.95
Hires' Silver, 4 doz	4.35
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	4.00
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.25
Our Pet, baby size, 6 doz	2.80
Peerless, small size, 4 doz	1 90
Peerless large size, 4 doz	3.50
Columbia, 4 doz	3.50
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 200 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2 40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	100	3.75
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3 25
Sweet Maiden	1 doz.	.48
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3 75
Sweetheart	50	1.90
Lava	100	3 75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2 25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3 50
Lipp's Scourer	60	2 25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2 50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3 90
Hoefner's Crystal, with spoons	24 pkgs	1 60
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 3 dozen, per case,	2.90
Qnarts, 2 dozen, per case,	2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.30
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95	32.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 300@400	23.00
Norway, count 400@450	22.50
Norway, count 300@350	27.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	**Per lb.**
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middies, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.33
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Foochong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twalo	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	**Per doz.**
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sance, 2s	.75@.80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—2—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5¼-in. cans, fancy New Jersey	1.60
5¼-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cnt 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2.75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb
Fancy, 1-lb. cartons	.09¼
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08
California, 3 cr., 50 lbs	.07
California, 2 cr., 50 lbs	.06½
Figs—	
Baskets, 1 lb. and 2 lb	.15 @.18
Layers, 2¾-in., 10 lbs	10
2¼-in., 12 lbs	
2¼-in., 12 lbs	.09
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.06¾
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05¼
Prunes, California, 25-lb. boxes.	
Epinense, 20x80	.14
80x40, choice	.07½
40x50, choice	.06½
50x60, choice	.06
60x70, choice	.05½
70x80, choice	.05
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in 25-lb boxes.	
Fancy 40x 50	.11¼
50x 60	.10¾
60x 70	.10
70x 80	
Prunes, Oregon, 25-lb boxes.	
80x40	.07½
40x50	.07
Apples—	
Fancy, 50 lbs	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs	
Unpeeled, fancy, 25 lbs	.12
Extra Choice Muir	.11½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40 @.46
Valencia, 28 lbs	.33 @.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 180 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10 @.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ½s, accord'g to qual.	19.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	13.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.06@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Eggs	27

DECLINES.

	Column.
Butter	7
Rolled Oats	30
Pickles	42
Dressed Meats	45

ADDITIONS.

	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	38
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	16
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	20
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	16
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Puddine	31
Putty	48
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	59
Rosin	48
Sago	30
Salad Dressing	52
Sal Soda	52
Salt	51
Sapolio	55
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	48
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	49
Teas	52
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	41
Wringers, Clothes	
Woodenware	61
Witch Hazel	48
Yeast Cakes	62

—1—

SUGAR.

Confectioners' Lozenge, XXXX	5.75
" Powdered	5.75
" Crown A	5.95
" Crystal A	5.60
" Coarse Granulated	5.85
Eagle Tablets	6.90
Crystal Dominoes	7.95
Cut Loaf	6.40
Patent Cubes	5.85
Powdered	5.70
Extra Fine Granulated	5.70
Coarse Granulated	5.70
Granulated	5.60
Fine Granulated	5.60
" in 50-lb. bags packed 2 in 100-lb. bag	5.65
" in 25-lb. bags packed 4 in 100-lb. bag	5.65
" in 10-lb. bags packed 10 in 100-lb. bag	5.75
" in 5-lb. bags packed in bbls	5.80
" in 5-lb. bags packed in 100-lb. bags	5.80
" in 2-lb. bags packed in bbls	5.90
" in 2-lb. bags packed in 100-lb. bags	5.90
" in 2-lb. cartons in cases	5.80
" in 2-lb. paper packages in cases	5.80
Confectioners' A	5.40
1—Keystone A	5.35
2—American A	5.30
3—Centennial A	5.25
4—California A	5.20
5—Franklin B	5.15
6—Keystone B	5.10
7—American B	5.05
8—Centennial B	5.00
9—California B	4.95
10—Franklin Extra C	4.90
11—Keystone Extra C	4.85
12—American Extra C	4.80
13—Centennial Extra C	4.75
14—California Extra C	4.75
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowdar—Choice to Extra	29 @ 35
Choicest	40 @ 45

—3—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
India—Common to Fine	18 @ 38
Ceylon—Common to Fine	18 @ 40
English Breakfast—Fair to Good	25 @ 17
Choice to Extra	18 @ 28
Cholcest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea ..... .50

Almoco, lead foil package teas, ¼s and ⅛s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas ..... .40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins, per lb.

India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ..... per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels	per lb. net	.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20
¼ lb. silver bags	" "	.21

Packed in cases containing 100 pounds.

—2—

McCormick & Co's Banquet Brand—	Per doz.
No. 20	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. ..... per doz.	.75
Colburn's, quarts, 1 doz ..... per doz.	.90
Colburn's, quarts, 3 doz. ..... per doz.	.90
Colburn's, ½ gals., 2 doz. ..... per bbl.	1.80
Violet, pints, 8 doz. ..... per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ..... per gross	9.25
Mica, ¼ gross ..... per gross	8.40
Peerless, ¼ gross ..... per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 8 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. ..... per doz.	.45
Davis' O. K., ½-lb., 3 doz. ..... per doz.	.90
Davis' O. K., 1-lb., 2 doz. ..... per doz.	1.65
Davis' O. K., 5-lb., ½ doz. ..... per doz.	7.20
Cleveland's, 10-c. size, 4 doz. ..... per doz.	.84
Cleveland's, ¼-lb., 4 doz. ..... per doz.	1.23
Cleveland's, ½-lb., 2 doz. ..... per doz.	2.28
Cleveland's, 1-lb., 1 doz. ..... per doz.	4.37½
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case ..... per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.8z½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. ..... per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. ..... per doz.	.45
10c.-can, 4 doz. in box ..... per doz.	.90
½-lb. cans, 2 doz in case ..... per doz.	1.25
1-lb. cans, 1 doz. in case ..... per doz.	2.50

—4—

Royal, 10c. size, 4 doz.	.86
" ¼ lb., 4 doz.	1.30
" ½ " 8 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case ..... per doz.	18.00
" 1 " 1 " ..... "	2.50
" ½ " 8 " ..... "	.55
" ¼ " 3 " ..... "	.75
Purity Brand 5 " ½ " ..... "	6.00
" 1 " 1 " ..... "	2.50
" ½ " 3 " ..... "	.80
" ¼ " 3 " ..... "	.45

BLACKING—Shoe. Per Gross.

Shinola ..... per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free ..... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz. ..... per gross	6.90
Bixby's Best, No. 1	3.75
" " B. B. B. M. ..... per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	3.82
" " 2, "	3.60
" " 3, "	3.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French ..... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz.	1.15
Bixby's Royal Polish, 1 doz.	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.8z½
Brown's, Army and Navy, 1 doz.	.80½
Boyer's French Dressing	.65
" Oil Polish	75
Admiral Russet Combination	70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	1.00
Boston Waterproof, black	1.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	1.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	1.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09 @.09½
" Primo	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	@.12½
" Fancy	.10 @.10½
" Choice	@.09½
Maracaibo, Strictly Fancy, Mild	.12 @.12½
" Choice	@.11½
Washed Caracas, Fancy	.14 @.14½
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 25/100
Lion	13¼	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins	.26
Salndo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

—6—

Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box	per box 3.80
12 tins in box	per carton .95
2 lb. tins	per doz. 5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans	per gross 2.25
Floto's Coffee Essence, ½-gross cans, tin ends	per gross 2.70
Floto's Coffee Essence, ¼-gross cans, all tin	per gross 2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross	per gross 2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Gronnd, bags about 160 lbs.	.05½
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB. bags, 25 lbs	2.10

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.60
Ball Blue, 2 oz., 3 doz	4.80

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ½ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.25
" First, "	.24
" Second, "	.23
" Third, "	.22-.26
" Imitation, 30-60 lbs	.21-.24
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.26
Ladles, 30-60 lbs., bakers' use	.20
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. hxs.	.29
B. B., E. D. brands, 20-50-lb. boxes	28
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. hoxes	27
Sheaf ("400") Elgin, 20-50-lb. boxes	25
Sheaf	.25
Milhen Farm, lbs. and ½ lbs	.30
Gurnse, pounds or half pounds	.28
Belle Spring	26

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10¾
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " per box	2.20
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints per gross	4.50
Mason's, quarts per gross	4.75
Mason's, half-gallons per gross	6.75

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Jelly Tumblers—	
Barrels, 22 doz. per doz.	
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	1.75
Jar Rubbers—	
Lip, wide per gross	.85
Acme, wide, 1 doz. cartons per lb.	.45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory per case	1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
¼-lb. cartons, 1 doz. per doz.	.40
½-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz. per doz.	.90
¼-lb. square cans, 2 doz. "	.85

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.20
DuBois' Frying	1.10
Jersey King, No. 3, Standard Jersey	.90
Blue Hen Chickens, No. 3	.92½
Silver Lake, fancy, Jersey	97½
Hoffecker's, standard, No. 3	.85
Plantation, No. 10, 1 doz	2 45
Silver Lake, No. 10, 1 doz	2.25
Golden Rule, No. 3, off standard	77½
Alta, No. 2	.62½
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Little Darlings	1 30
Acorn	1.15
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.60
Mikado, Penna., fancy	.90



"GET SOME"

Every good magazine in the country is sure to "get some" of our advertising.

Your customers are sure to "get some" of these magazines and read them, and sure to "get some" desire for

VAN CAMP'S PORK AND BEANS

They will come to your store to "get some."

That's your chance to "get some" profit.

Better "get some" from your jobber at once.

The Van Camp Packing Co.

Indianapolis, Indiana

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg-O-See Cereal Company

QUINCY CHICAGO BUFFALO

—9—

Boyer's, 2s	.72½
Acorn, 3s	.95
Acorn, No. 2	.67½
Safe, No. 2	.55
White Wax Beans—	
Champion	.70
Winsom, N. Y., No. 10, 1 doz	3.60
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sance	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1.e5
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sance	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Meore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sance—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.77½
Corn—	
Kornlet	2.75
Paris, fancy Maine	1.17½
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.70
Mark, crusbed	.65
Rex, No. 2, Fancy Whole Grain	.67½
Vanity, No. 2, Whole Grain	.62½
Reyal Exchange, Whole Grain	.60

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10.75
Boyer's, Mldgets	1.75
Boyer's, Extra Sifted	1.45
Boyer's, Sifted	1.30
Boyer's, Early June	1.05
Jumbo June	1.e0
Little Nell's, Baltimore	.62½
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silvsr Lake, fancy, No. 3	1.05
Chatauqua, No. 3	.95
Succotash—	
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
Spinach—	
Champion, No. 3	1.10
Shawnee, No. 3	1.10
Farren's, No. 3	1.05
Farren's, No. 10	3.50
Sweet Potatoes—	
Victory, No. 3, 2 doz	1.20
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz	2.35
Asparagus—	
Superior, large, No. 2½	3.50
Staple, medium, No. 2½	3.e0
Swan, medium, No. 2½	3.25
Del Monte Tips, No. 1½	3.00
Extra Tips, No. 1½	2.90
El Dorado Tips, No. 1½	2.80
El Rio, medium, No. 2½, 2 doz	2.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.10
Extra standard	2 45
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2.65
Bartlett, extra standard, 2½s	2.40
Bartlett, standard, 2½s	2.25
Cherries—	
Extra quality, 2½s	2.80
Extra standard, 2½s	2.75
Standard, 2½	2.55
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.45
Valley, No. 2½, standard lemon cling	2 30

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Thistle, No. 2½, standard lemon cling	2.25
Agate, No. 2½, standard lemon cling	2.00
Lake View, No. 2½, yellew free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.45
Columbus, No. 2½, pie pseled yellow free	1.70
Columbus, No. 2½, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	2.65
Standard gage	2.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.5e
Keystone, No. 3, 2 doz	.85
Blackberries—	
Farren's, extra preserved, No. 2	1.3e
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Maryland Leader, yellow, No. 3	1.75
Maryland Leader, white	1.70
P. & B. yellew, No. 3	1.75
Gypsum, No. 3, pie	1.40
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Ayres Good, No. 3	1.05
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.40
Pride of Rochester, fancy, preservsd, No. 2	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz	
Strawberries—	
Anchor, No. 2	.90
Jumbo, No. 1, 4 doz	1.00
Silver Lake, No. 2	1.40
Defence, No. 2	1.75
Pineapple—	
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.40
Singapore Chunks, No. 1½, 4 doz	1.05
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	.97½
P. & B., grated, No. 3	.85
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.80

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

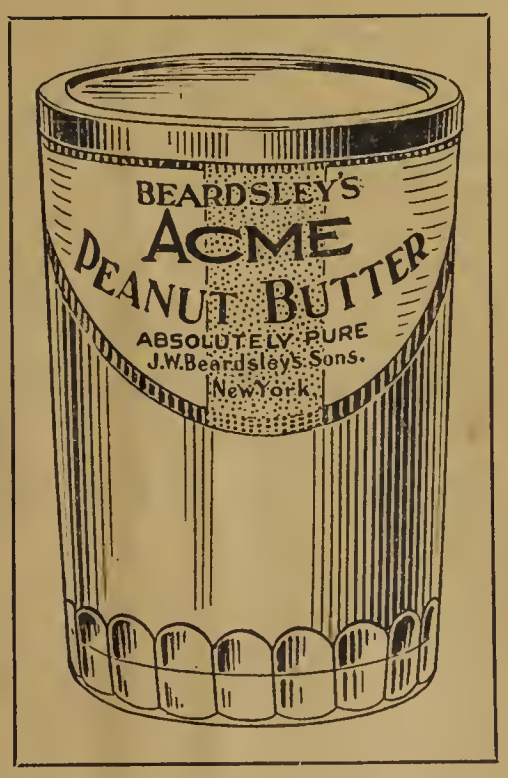
Chop Tan Hin, ⅞ lb., cubes	75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smootb sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per dez
Crabs—	
Devilled, No. 2, 4 doz	2.17½
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 05
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.45
B. & M., No. ½, flat, 4 doz	2 40
B. & M., No. 1, tall, 2 doz	4.35
B. & M., No. ¾, flat, 4 doz	3.00
Star brand, No. ¼, flat, 4 doz	1.25
Star brand, No. 1, tall, 4 doz	3.95
Star brand, No. 1, flat, 4 doz	4.e0
Shrimps—	
Peerless Brand (Barataria), dry, No 1, 2 doz	1.17½
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.12½
Cotton Bale, pickled, No. 1, 2 doz	1.10
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 2, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.92½
Boyer's, No. 2, 2 doz	1.80
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.85
Victory, No. 1, 2 doz	87½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.85
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.35

THE BETTER KIND

Packed With the Beardsley Care



Every Package Has Red Band

Guaranteed to comply with National Pure Food Law

Packed in sealed glass tumblers which can be utilized by the consumer when empty

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.47¼
White Bear, red, No. 1, tall	1.30
White Raven, ½s	.95

Plain.

Chanecrelle, ½s, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Cadeau, ¼'s, key	25.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.50
Morel, ½s, boneless	17.50
Mustard—	
¼s, Irma, 100 cans	3.40
¼s, Raven, key, 100 cans	3.27½
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.45
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Owl, key, 100 cans	3.52½
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¼s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.40
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.00
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.35

Chipped Beef.	
No. 1, 2 doz	2.00
No. ½, 2 doz	1.40
Glass, No. ½, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.	
Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.	
Fairbank's, No. 1, 2 doz	1.35
Fairbank's, No. 2, 1 doz	2.35
Armour's, No. 1, 2 doz	1.40
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.25
Kingan's, No. 2, 1 doz	2.27½

Lunch Tongue.	
Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.	
Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.	
Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.	
Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.	Per Doz.
Curtice Brothers, "Blue Label"—	
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2.25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ¼ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort., No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.25	1.75	1.25
Bouillon	3.25	1.75	1.25
Beef	3.25	1.75	1.25
Julienne	3.25	1.75	1.25
Printanier	3.25	1.75	1.25
Vegetable	3.25	1.75	1.25
Tomato	3.25	1.75	1.25
Ox Tail	3.25	1.75	1.25
Mock Turtle	3.25	1.75	1.25
Taploca Creey	3.25	1.75	1.25
Pea	3.25	1.75	1.25
Mutton Broth	3.25	1.75	1.25
Clam Chowder	3.25	1.75	1.25
" Broth	3.25	1.75	1.25
Chicken Gumbo	3.25	1.75	1.25
Mulligatawny	3.25	1.75	1.25
Chicken	3.25	1.75	1.25
" Broth	3.25	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	25-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frosen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozenges	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	20-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.92½
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate	per jug .85

Bought Simply. Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA Pennsylvania . .

You Wouldn't Stand It!

¶ Merchants wouldn't stand in other lines what they stand in buying future canned goods—buying a certain quantity and getting half of it.

¶ Buy **Blue Bell or Clover Farm** canned goods and get all you buy. Doesn't that appeal to you? We sell these goods to the jobber on 100 per cent. delivery contracts, and he will sell them to you in the same way.

¶ These brands are the best canned goods packed in Maryland.

Strasbaugh, Silver & Co.
Aberdeen, Md.



Help the Housekeeper if You Want to Hold Her Trade ::

Most housekeepers have a lot of trouble getting brooms that please them—you know how particular they are. We are making brooms to catch the trade of this class of people. Is there any doubt in your mind that you can sell such brooms—and keep on selling them? If there is we will dispel it.

Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.
Small, 25 bottles in case 3.00
Medium, 25 bottles in case 4.75
Large, 12 bottles in case 3.75

CHOCOLATE AND COCOA.

Walter Baker & Co's:— Per lb.
Premium, 12 to 25 lbs..... .35
Caracas, sweet, 6 lbs..... .30
German, sweet, 12 lbs..... .25
Auto, sweet, 6 lbs..... .30
Cocoa, ¼-lb. cans, 22 lbs. in box..... .36
Cocoa, ½-lb. tins, 6 lbs..... .36

W. H. Baker's:—
Best Cocoa, ½-lb. size.....per lb. .33
" ¼-lb. " ..... " .34
Premium Chocolate, ½s, 12 lbs..... .34
" ¼s, 22 lbs..... .34
Best Sweet Chocolate, 1-5s, 6 lbs..... .22
Best Sweet Chocolate, 1-5s, 12 lbs..... .22

Hersbey's—
Milk, ½s, 6 lb.....per box 1.55

Cocoa, Epp's, ½-lb. tins, 7 lbs..... .48
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin, .72
" " 6-lb. boxes, ½-lb. tins, per tin, .37½
" " 6-lb. boxes, ¼-lb. tins, per tin, .19
" Huyler's, ½s, 6 lb..... .43
" " ¼s, 6 lb..... .45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—
Per can. Per doz.
¼-lb. round cans..... .19 2.27
½-lb. " ..... .30 3.60
1-lb. " ..... .59 7.08
1¼-oz. " 50 cans in case .07
Per lb.
5-lb. " ..... 2.75 .55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—
Milk Chocolate, 6 to lb..... .45
Queen, 4 to lb..... .42
Sweet Vanilla, 4 to lb..... .28
" 8 to lb..... .28
Plain Cooking Chocolate, ¼-lb. cakes..... .36

Blooker's Cocoa Powder—
¼-lb. tins, 2 doz. in box.....per doz. 1.88
½-lb. tins, 2 doz. in box..... " 3.50
1-lb. tins, 2 doz. in box..... " 6.50
5-lb. tins, 1 doz. in case.....per lb. .52
10-lb. bags, 1 doz. in case..... " .50

—18—

Wilbur's Cocoa—
Breakfast, ¼-lb. tins, 6-lb. boxes.....per lb. .35
" ½-lb. tins, 6-lb. boxes.....per lb. .34

Wilbur's Chocolate—
Premium, ½s, 12-lb.....per lb. .33
Sweet Clover, ½s, 6-lb.....per box. 1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s..... .38
Cocoa, labeled, ¼s..... .40
Premium Chocolate, ½s..... .33
Premium Chocolate, ¼s..... .35

Lowney's:—
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages ..... .36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages..... .36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages..... .36
Preminm Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. paokages..... .36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages..... .30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages..... .30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages..... .30
Vanilla Sweet Chocolate, 50 5-cent packages in box.....per box 1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins ..... .40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins ..... .40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins ..... .39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins ..... .38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins ..... .38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins ..... .40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins..... .40
Diamond Chocolate, sweet, ¼-lb. pkgs.
6-lb. boxes, 12 boxes in case.....per lb. .27
12 " " 6 " " ..... " .27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb. .33
6-lb. bxs., 12 bxs. in case, ½ lb. tins " 34
½-lb. tins, 6-lb. bxs., 12 bxs. case " .33
Milk Chocolate, 50 5-cent packages in box, per box..... 1.75

Croft's Cocoa and Chocolate—
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes ..... .40
Croft's Cocoa, ½s, 2 doz. in box..... 1.85
" " ¼s, 6 lb. " ..... .33
" " ½s, 6 lb. " ..... .32
" " 5 lb., 6 cans in box .. .. .30
" Swiss Milk Chocolate, 48 5-c. cakes.. 1.50
" Premium, ¼s, 12 lb. " ... .31
" " ½s, 12 lb. " ... .30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—
¼-lb. decorated cans, 12-lb. boxes.....per lb. .30
½-lb. " " 24-lb. " ..... " .29
Special 10-c. packages, 30 to box....per box. 2.10

Blue Ribbon Breakfast Cocoa—
Decorated ½-lb. tins, 6-lb. boxes ..... .36½
" ½-lb. " 12-lb. " ..... .36

Bedford Cocoa—
Labeled ½-lb. cans, 6-lb. boxes..... .29½
" ½-lb. " 12-lb. " ..... .29
" ¼-lb. " 6-lb. " ..... .31½
" ¼-lb. " 12-lb. " ..... .31

Vanilla Sweet Chocolate—
Blue Ribbon, ½s, 6-lb. boxes..... .26½
" ½s, 12-lb. " ..... .26
Buster Brown, 5-c., 48 cakes.....per box, 1.35
" 3-c., 72 " ..... " 1.40

Premium Chocolate—
¼-lb. cakes, 12-lb. boxes..... .27½
½-lb. " 24-lb. " ..... .27

—20—

Milk Chocolate—
40 3-cent cakes in box, 24 to half case..... .80
40 " " 48 to case ..... .80
24 5-cent cakes in box, 24 to half case..... .75
24 " " 48 to case ..... .75

CONDENSED MILK.

Eagle, 4 doz..... 6.25
Eagle, 2 doz..... 3.15
Challenge, 4 doz..... 3.85
Defiance, 4 doz..... 3.90
Magnolia, 4 doz..... 4.45
Rose, 4 doz..... 4.20
Dime, 4 doz..... 3.50
Winner, 4 doz..... 4.20
Baby, 1 doz., glass..... 1.90
Red Cross..... 4.40
Peninsular..... 4.35
Leader..... 3.90
Banner, 4 doz..... 4.10
Star, 4 doz..... 4.40

EVAPORATED MILK.

Peerless, family size, 4 doz..... 3 40
Peerless, 5c. size, 4 doz..... 1.90
Yacbt, family.....
St. Charles, family size, 4 doz..... 3 75
St. Charles, hotel size, 2 doz.....
Silver Cow, 5c. size.....6 doz. 2.85
Pet, 10-c. size, 4 doz.....per case 3.65
Pet, 5-c. size, 6 doz.....per case 2 65
Van Camps, 6 doz., small..... 2.90
Van Camps, 4 doz., family..... 3.35
Van Camps, 4 doz., large..... 3.90

HIRES CONDENSED MILK



Per case.
Hires Condensed Milk .. } 5.60
Queen..... 4.25
Blue Ribbon 3.95
Premium..... 3.95
Silver..... 4.50
(Each of above brands 4 doz. in case.)

Gold Milk
Packed in cases of Forty-eight 20 oz. cans.
Less than five cases..... 3.85
Five cases or more..... 3.80
Twenty-five cases or more... 3.75
Fifty cases or more..... 3.70

You Can Have the Best Corn Flake Business in Town



Grocers find **Corn Flakes** becoming as staple and important as teas and coffees. Such business is worth having and the way to get it right is by selling

Malta-Vita CORN FLAKES

They are the most crisp and tasty corn flake on the market and the biggest boxful for a dime. They make the best selling proposition for you because the best value for your customers.

UNIVERSAL COUPONS IN EVERY CASE

Malta Vita Pure Food Company, Battle Creek, Mich.

E. C. HARDING & CO., Philadelphia Representatives

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ⅛ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅓s	.26
" ¼s	.28
" ⅓s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10⅝
" Strip, " 120 lbs.	.10⅝

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
S. Itines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1 00
Milk Lunch	1.00
Our Ginger Snaps	50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

—23—

Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars.....per jar	.75
" 5 gallon kegs.....per keg	2. 50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon palls...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.24
.....loaf,	.25
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
In tin.....per lb.	.26
" 1-lb. tins.....per case	3.25
Camembert, in wood boxes.....per doz.	2.75–2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, 18; ⅛ box, 18; less	.19
Muenster Cheese.....per lb.	.18
Brick Cheese, No. 1....."	.16
English Dairy Cheese....."	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box....."	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 doz. in case....."	2.40
Picnic size, 2 doz. in case....."	1.35
Trial size....."	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box..."	1.55
Wm. Tell brand, 12 in box....."	1.40
Neufchatel (Cow brand), 25 in box.....per box	1.05
Star Cream, or Phila.. 22 " ....."	2.20
Miniature Cream, or Phila. 12 " ....."	1.10
Hand Cheese, 8 doz....."	1.35
" 4 " ....."	.70
" 4 " Thuringer....."	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box....."	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages.....per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " ....."	2.75
Carlsbad Speck (Imported Bacon)....."	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, Imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short.....per lb.	.24
" " long.....'	
" Mortadella, Dry.....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75.....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .20½; less	.28
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.21
" Cervelat, Crescent, 50 and 100-lb. boxes, .16; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22½; less	.24
" Salami (E), 50 and 100-lb. boxes, .20; less	.21
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .18; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less	.17
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham.....'	.28
" Petit Delicatess Frankfurters, plain, per doz.	1.00
" Petit Delicatess Frankfurters, with Sauer Krant.....per doz.	1.00
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck.....'	.18
Mettwurst, half-round.....'	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Bintwurst.....'	.18
" Pfefferwurst.....'	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins.....per doz.	1.65
Pickled Meats, in glass.....'	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

The Ohio Blue Tip, Double Dip SAFETY MATCH



is the **only** one that never gets soft and never drops.

All Jobbers. Prices Will Interest You.

OHIO MATCH SALES CO., New York, N. Y.

Philadelphia Office and Warehouse, 411 Marshall Street



Give Me Some Fresh Roasted Peanuts

You know that most everybody eats peanuts, and they all want them freshly roasted, but you may not know that they pay you 300 per cent. profit when they are roasted in an

Acme Peanut Roaster

the simplest and most inexpensive automatic roaster made. There is practically no labor and no expense in operating one, any boy can do it, as there is nothing to get out of order and nothing to break. It will pay for itself in a month's time. Send for full particulars and price to

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.

The Progressive Merchant

supports the Pure Food movement. He understands the consumers' demand for quality and meets it by handling honest goods. He knows the regard in which

HEINZ
57 VARIETIES

PURE FOOD PRODUCTS

(The kind that contain no preservatives)

are held by the public and that they are known by State and Federal authorities everywhere to meet the requirements of all Pure Food Laws.

That is why Heinz products are always found in up-to-date stores where the principles of high quality are observed.

Anything that's "HEINZ" is Safe to Sell

Ask us about our free Retailers' Advertising Service.

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in qnart jars, glass	"	1.60
Lamb tongues, in glass		

HOLLAND AND SCOTLAND HERRINGS.

	Kegs	or Palls.
Holland Herring, mixed, "Y. M."	⅛bbl. 5.50	60–75
" milkers, "	⅛ bbl. 6.5e	75–85
" mixed, Standard, bbl.		
⅛ bbl	5.50–6.5e	
Holland Herring, milkers, Standard, bbl.		
⅛ bbl		
Scotland Herring, mixed, large fulls, bbl.		
⅛ bbl. 8.00		
" milkers, large fulls, bbl.		
⅛ bbl. 8.00		
Marinirte Herring, Imported, abent 40 in pail.		1.25
Roll Herring, Imported, about 25 in pail		1.00
Spiced Herring, Imported, about 40 in pail.		1.00
Norway Stockfish, dry	per lb.	15
Matjes Herring	per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.2e
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.1e

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.1e, 2 qt. tin, .6o, qt. tin	.5o
Brat-Haring, 4 qt. tin, 1.1o, 2 qt. tin, .6o, qt. tin	.4o
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.5o

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.e5
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Rnssian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ⅛ bbl.	5.5e
Repacked in 5-lb. pail	per pail	.6o
" in 10-lb. pail	"	1.1e
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.5o
" in 1-lb. tall tins	"	2.oo
Fancy Kegs—1|1 keg, .8o; ⅛ keg, .42; ¼ keg, .32; ⅛ keg		.2o

SALT SARDELLEN.

Original Package, 1902	per anker	16.ee
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.oo
" large tumblers	"	2.25
" small tumblers	"	1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.5o	⅛ kilo Cans, per dz.			19.5e
½ " "	1e.5e	¼ " "			1o.5o
¼ " "	5.5e	⅛ " "			5.5o
⅛ " "	2.75	1/16 " "			2 75

GERMAN DILL PICKLES.
Regular Size.

6o gal. cask—abont 2000	per cask	
5e " bbl.— " 1200	per bbl.	
15 " keg— " 5oo	per 1oo	
1e " keg— " 3oo	"	1.oe
5 " keg— " 15o	"	
1e lb. pail— " 5o	"	

DOMESTIC SOURKROUT
Long Cut.

6o-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.5o
1e " keg	per keg,	2.4o
5 " "	"	1.25
1e lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkngeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.3e
Basler Lebkuchen, No. 1, 6 " "	"	.5o
" " No. 2, 6 " "	"	.75
" " No. 3, 6 " "	"	1.oo
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.5o,
1e gal. keg	4.5o

SUNDRIES.

German Egg Potatoes, Original Bags, 11o-lb. bags, per bag		2.75
Green Kern	per lb.	.1o½
Potato Flour	"	.e8
German Dried Pears	"	.14
Dried Mushrooms	"	.6o–.1oo
Juniper Berries	"	.e8
St. John's Bread	"	.e5
Bay Leaves	"	.e6–.e8

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COTTOLENE.

3o 2-lb. tins	per case	6.5o
15 4-lb. "	"	6.5o
6 1e-lb. "	"	6.5o

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 3o-doz. crates	.2o
Western	.19

CHEESE.

New York, Full Cream, new, fancy, 4o-lb. bxs.	.15
New York, Full Cream, new, 1st's, 4e-lb. bxs.	12–.14
Picnic, Full Cream, new, fancy, 2o-lb. bxs	.15½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.	.28
Anchovies, in oil, ⅔ bottles	4.5o
" " ¼ "	3.25
Anchovy Paste, fancy, per doz.	4.75
" plain, per doz.	3.75
Bouillon, Burnham, pints, 2 doz. in case	3.75
" " ½ pints, 2 doz. in case	2.oo
Capers, Nonpariel, ⅛ gallon kegs	1.5e
" " Quart, glass per doz.	7.oo
" " bottled, ⅔ size .per doz.	2.35
" " " ½ " "	1.9e
" " " ¼ " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.oo
" small " " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case	7.oo
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.9e
" " 3 lb., 2 dz. case "	2.2e
Currie Powder, pints, per doz.	3.5e
" 4 oz., "	2.25
" 2 oz., "	1.5e
Russian Caviar, ⅛'s	2.65
" ¼'s	5.ee
" ½'s	9.85
" 1's	18.5o

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French Peas, Extra Fins, per case	18.oo
" Fins, per case	16.oo
" Moyen's, per case	13.5e
Hill's Irish Oatmeal, 14-lb. tins, 1e per case	12.oo
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	3o
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, King, pints, per doz.	1.25
" " ½ pints, per doz.	.6o
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.5e
" " " 2 oz., "	3.55
Anker's Extract of Beef, 12o vials	4.oo
" " " 4 oz. per doz.	4.oo
" " " 8 oz. "	7.25
" " " 16 os. "	13.5e
Theodore Marquet Mushrooms:—	
First Choice	27.oo
Choice, 1oo tins per case	25.oo
Extra, " "	
Hotel, " "	23.oo
Truffles, ¼ per tin,	.3e
" ½ "	.55
" ¼ "	1.15
" ½ "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs in Cordial, 1 doz., per doz.	5.oo
Bishop's Figs in Cordial, 1 doz., per doz.	6.5e
Crystallized Ginger, 1-lb. tins, per doz.	4.oo
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.	3.6o
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	e.2e

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.2o
" 8 " 1 "	15.9o
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.2o
" 16 " ½ "	16.oo
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.oo
1 " large " 72 "	1o.oo
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.oo
" 16 " 1 "	14.oo
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.5o
" 12 " 1 "	7.2o
" 5 " per bottle	3.5o
" 2 fancy jugs per jug	1.5o
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.5o
" 12 " 1 "	7.2o
" 5 " per bottle	3.5o
" 2 fancy jugs per jug	1.5o

THE CORN WITHOUT HULLS



All The CORN But The Bad Part

Our **Winorr** Brand of Canned Corn has never failed, once it has been introduced.

One thing, it is a novelty—it gives the dealer something to talk about, and the consumer something new to eat.

Winorr is the tender kernels of the finest corn grown. It makes no difference how fine corn is—the hulls are indigestible and tough.

By a special device we leave them on the cob and can only the meat. It is far and away the most delicious corn packed.

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

The Pressing & Orr Company
Norwalk, Ohio

WASHBURN-CROSBY CO'S
Gold Medal Flour



Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.60
Gold Medal	6.25
Millbourne	6.15
On Top	6.50
Ceresota	6.15
Pillsbury's Best	6.15
Taylor's Fancy	5.50
Semper Idem	4.70
Pride of the West	5.25
Sunbeam	5.05
Quaker City	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.85
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	

FARINACEOUS GOODS.

	Per Bal.
Corn Meal—	
Lea's, white, Table, 100 lbs.	2.00
" yellow, granulated, 100 lbs.	2.00
" " table, 100 lbs.	1.95
Western yellow, granulated, 100 lbs.	1.75
Western white, granulated, 100 lbs.	1.70
Quaker, 36 packages	2.85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, per lb.	.05½
Marrows, Fancy N. Y. State, grain bags bush	2.47½
Medium, Fancy, grain bags, bu.	2.45
Pea, fancy, grain bags, bushel	2.50
Pea, fancy, Michigan, grain bags, bushel	2.50
Red Kidneys "	1.95
Peas—	
Green, per bushel	2.42½
Scotch "	2.55
Split, yellow "	2.05
" green "	

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Lentils—	
00000, 110-lb. bags, per lb.	.05½
Less quantity "	.06
Shaker Corn—	
Fancy, barrels, per lb.	.05½
Less quantity "	.06
Hominy—	
Lea's Breakfast, 10 pkgs., case	1.50
Lea's Pearl, 100 lbs., per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.10
Western Pearl, 100 lb. bags	1.80
Western Grits, 100 lb. bags	1.75
Barley—	
OO	.06
No. 3, 100-lb. bags	3.20
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl.	6.70
" " kegs 100 lbs., per keg	3.55
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.42½
Banner Oats, 20 packages	4.35
H. O. Oats, 18 packages	2.30
Mother's, 18 packages	1.75
Quaker, 18 small size	1.50
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs.	6.20
Avena, per keg, 90 lbs.	3.20
Standard, 180-lb. bbls.	5.90
" 90-lb. bags	2.85
Sago—	
Fine, bags about 160 lbs.	.03¾
50-lb. lots	.04⅛
Admiral, Pearl, 24's	.07¼
Tapioca, Instantaneous, 50 1's	.08⅛
" Colburn's Hasty, 36 pkgs.	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs., per lb.	.04¼
" " less quantity "	.04¾
" Pearl, 150 lbs. "	.04¼
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 s's, per case,	3.85
Ralston Health Food, 24 s's, packages "	3.00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2 65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Maple Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.45
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.75
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.40
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	2.65
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.10
" Acidulated "	1 10
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz. "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz. "	.87½
Jell-O Ice Cream Powder, 2 doz. "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.85
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs., per case	2.70
Knusto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz., per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs.	.05⅛
" Vermicelli, square, "	.05⅛
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs.	1.64
" in boxes, 12 lbs.	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23 00
" Stand, No. 28	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 12.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	18.00
Standard Cash Register	80.00
Tea Caddies, round front, No. 2 per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

Read the Point In Large Type

Here's the proposition of James T. Shinn's **Liquid Rennet** in a nutshell:—

1. It is the cleanest rennet made.
2. It coagulates milk in 2 to 5 minutes.
3. It will not spoil.
4. Every bottle is guaranteed.
5. Jobbers everywhere indorse it.

And last, but not least—this is in large type because it's a large point—it pays 100 per cent. profit. Costs $1.50, sells for $3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

If 1000 Retailers in Philadelphia Recommended Us, Would YOU Believe in Us?

One of the hardest propositions which confront the retailer is to turn their bad debts into cash. Lots of them have tried different collection agencies, paid retaining or subscription fees and got no results; so it is hard to convince them that **any one** can help to bring the beats to book.

We show you how to **collect your own** accounts; nobody handles your money but **you.** We can give you the names of a thousand merchants in Philadelphia whom we have shown how to get money due them which had been charged off long before they heard of us.

It costs you nothing to find out what our plan is—can you afford **not to?**

The Consolidated Law Association, Inc.
1325 SOUTH FIFTY-EIGHTH ST., PHILADELPHIA, PA.

We Are Advertising This Trade-Mark

This trade-mark means to Jams and Marmalades what "Sterling" means to silver; the best that can be made; sound fruit and sugar; absolutely pure. Better get acquainted with it.

Assorted case, 2 doz. 1-lb. jars, $4.50.

MARMALADES—Orange and Grapefruit

JAMS—Fig, Peach, Grape, Strawberry and Blackberry

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA
WM. T. SHERRON, Agent
13 South Front Street

—33—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1¼ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 22	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—		
Indestructible, No. 4...per doz.		9.00
" 5... "		12.00
" 6... "		15.00
Ex. Galvanized Steel Blades, No. 3..per doz.		4.20
" " 4.. "		5.40
" " 5.. "		7.20
X Quality, No. 3... "		2.60
" 4... "		3.00
" 5... "		3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1	
" " " " 1½	
" " " " 2	
" " " " 3	
" " " " 4	
" Butchers', without weights, No. 0	
" " " " 1	
" " " " 2	
" " " " 3	

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.		.90
Tins, Keyed (Jewel) 2 doz. in case.. "		.95
Large cartons or tins, 2 doz. in case "		2.00
Dime Tumblers, 2 doz. in case "		.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.45

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	27.00	14.10	7.15	1.60	1.33
Ex. Norway, No. 4...	23.00	12.10	6.25	1.40	1.17
Ex. Bloaters, xxx.....	38.00	19.60	10.00	2.15	1.77
Ex. Bloaters, xx.....	33.00	17.10	8.75	1.90	1.57
Fancy Shore, No. 1...	30.00	15.60	8.00	1.75	1.45
Med. Shore, No. 1 ...	24.00	12.60	6.50	1.45	1.21
Large Irish, No. 2.....					
Extra Irish, No. 2.....	23.00	12.10	6.25	1.40	1.17
Medium Irish, No. 2..	22.00	11.60	6.00	1.35	1.13
Small Irish, No. 2.....	20.00	10.60	5.50	1.25	1.05
Irish, No. 3.....					
Large, No. 3 ..... Herring.	18.00	9.60	5.00	1.15	.97
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.00	4.10			
Shore, Round, Med...	6.00	3.60			
Ocean Whitefish.....	4.50	2.85	1.62	.45	
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.25	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case.....	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.06½
Medium Bank	.06¼
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring ...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.12
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	.80
" " 100s ..... "	1.25

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.09¼
Fancy N. Y. State, 48 1 lb	.09½
Choice N. Y. State, 50-lb. boxes	
Apricots—	
Extra Choice Royals, 25 lbs	.17
Choice Royals, 25 lbs	.15
Standard Royals, 25 lbs	.13½
Cherries—	
California, unpitted, Black, 25 lbs	
California, pitted, Black, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.07¾
Gold Medal, loose, 25 lbs	.07⅝
Private Growth, extra, cleaned, 36 lbs	.07½
" cleaned, 30 lbs. bulk	.07¼
Peaches—	
Extra Fancy Muirs, 50 lbs	.13½
Fancy Muirs, 25 lbs	.13
Extra Choice Muirs, 50 lbs	.12¼
Choice Muirs, 50 lbs	.11½
Standard Yellow, 25 lbs	.09½
Standard Yellow, 50 lbs	.08¾
Pears—	
Choice California, Bartlett, 25 lb	.09

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.08½	.08	.07¾	.07¼
40- 50, 25 "	.07¾	.07½	.07¼	.06¾
40- 50, 50 "				
50- 60, 25 "	.07¼	.07	.06¾	.06¼
50- 60, 50 "	.07	.06¾	.06½	.06
60- 70, 25 "	.06¾	.06½	.06	
60- 70, 50 "				
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.05½		.05¼	
90-100, 25 "				
90-100, 50 "		.04½	.04¼	
100-120, 50 "				

Raisins—	
Muscatels, 4 crown, 50 lb	.05¼
" 3 " 50 lb	.04¾
" 2 " 50 lb	.04½
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Llano, Layer, Valencias, 28 lbs	.05½
Gilabert's, Layer, Valencias, 28 lbs	.06
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07½
Butterfly, fancy, 36 1s	.08
Owl, fancy, 36 1s	.08
Harvest, choice, 36 1s	.07
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " " 2 doz. 15-cent size, 1 lb..... per doz.	2.47½ 1.35
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

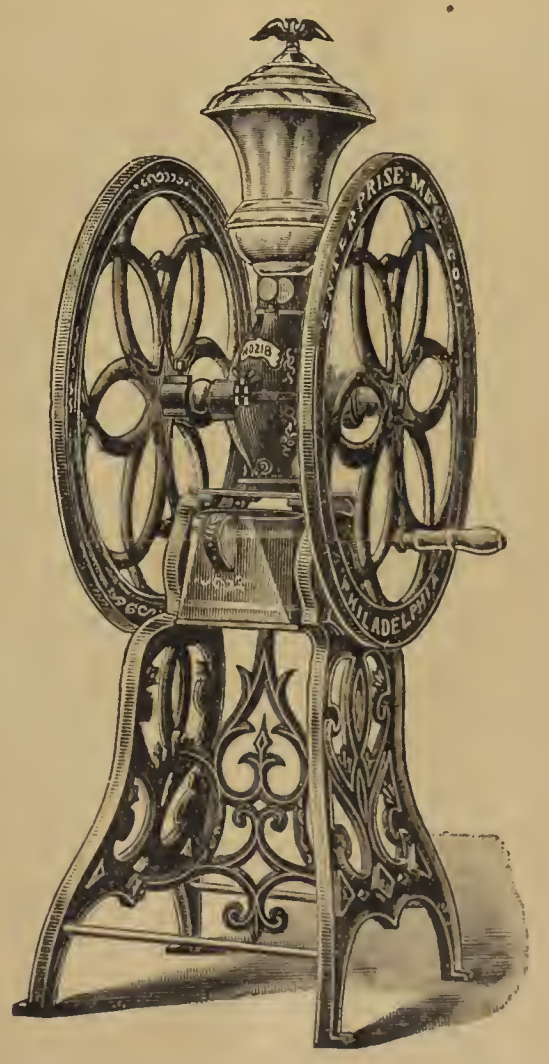
HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.



The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

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INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	5.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 5 doz. in case	per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 55-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.15
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Red Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Poplar, 4 doz	"	1.45

MATCHES.

	Per gro
Ohio Blue Tips—	
200's, 1 gross per case	1.70
500's, 100 packages "	3.25
500's, 1 gross "	4.50
Ohio Noiseless—	
500's, 1 gross per case	3.75
King Bird—	
100's, 3 gross per case	2.85
500's, 1 gross "	4.00

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Swift & Courtney's, 800's, 1-gross case		1.75–1.90
" 400's, 1 "		3.50–3.70
" 500's, 1 "		3.75–4.00
Blue Hen, 800's, 1 "		1.50–1.60
" 500's, 1 "		4.00–4.85
		Per Gross.
Vulcan Parlor, 65's		.41
" 100's, 5-gross in case		.90
" 500's		3.95
Vulcan Safety, 65s, No. 37		.55
" 65s, No. 2		.45
Columbia Safety, No. 2, 5-gross cases		.55
" No. 37, 5-gross cases		.50
" 100's, 5-gross cases		.90
" No. 15, gross cases		1.20
" No. 32, 5-gross cases		.55
Safety		.45
Mazeppa, Parlors, 500's		3.50–3.75
Searchlight, 500's		4.25–4.50
Press, 200's		1.80–1.90
" 500's		4.50–4.75
America, 800's		1.30–1.35
American Paraffine, 500's, ex. qual		4.15
Telegraph, blue head, 5-gross cases		.60
Our Darling, 1 gross, No. 3, 1,000		5.50
Our Darling, ½ gross, No. 4, 1,000		2.75

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¼
18, 37 and 68-lb. buckers, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Snperior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¼
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits,	per lb.	.06
New Year, bbls and kegs and 30-lb. kits,	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kans, 6 to crate	per doz.	9.80
" 5-lb. " "	"	5.30
" 5-lb. Glass Jars, 6 to case	"	6.25
National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Sonthwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.18
Headlight, 150test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	12.50
" Extra, 64 oz	11.50
" Mammoth, quarts,	6.50
" Extra, quarts	6.00
" Extra, pints	4.00
" Mammoth, ½ pints	2.75
" Extra, ½ pints	2.60
Fourees, 19 oz., fluted bottle	4.00
De Lucques, 10 oz.	2.40
Farcles	3.00
Queen, 6 oz.	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 5 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.	9.00
" Sublime, 8-oz. flasks, 2½ doz.	6.50
" " 12-oz. " 5½ doz.	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	5.35
" " ½-gal. tins, 20 to case	5.20
" " 1-gal. tins, 10 to case	5 10
" " 5-gal. tins, 1 or 2 to case	5.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
⅛ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 2 doz. in case per case,	8.50
Pints, " 3 " " "	9.00
½ Pints, " 3 " " "	4.75

Oliver's Olive Oil—

1 dozen large	6.00
2 dozen medium	6.75
2 dozen small	4.25
6 1-gallon tins per gal.	2.10
10 ½-gallon tins per gal.	2.20
20 ¼-gallon tins per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz. per doz.	.55
Stohrer's, No. 16, 2 doz. per doz.	.90
Stohrer's, No. 32, 1 doz. per doz.	1.80
Keystone, bottles, 2 doz. per doz.	.90

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

A Household Word

If you were to say to any woman who came into your store, "What is Ariosa?" She would answer instantly, "Why that's Arbuckles' Coffee." Why? There is only ONE answer. It is the best package coffee ever sold at the price, and it is the most extensively advertised. Ariosa is a product you don't have to sell, you simply put it in stock and take orders for it.

ARBUCKLE BROTHERS NEW YORK

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.85
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.21
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03½
White Tea Paper, 12 x 16, reg	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25

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Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10
Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

	Per case
Brad's "Tip-Top":—	
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

	Per doz.
MacLaren's—	
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 2 doz	1.85
Peanutene, No. 4 jars, 1 doz	.92½

PICKLES.

45 gal., 1200s	per bbl.	9.50
45 gal., 1000s	per bbl.	8.95
William Bros., 16 gal., 800s		6.10
" " 16 " 600s		5.25
10-gallon kegs, 700s		3.25
Sweet Pickles, 500s to 600s, 5 gal.	per keg,	3.30
Sweet Pickles, 700s, 5 gal.	"	3.60
Sweet Pickles, 1,000s, 5 gal.	"	4.15
Sweet Pickles, 2,000s, 5 gal.	"	5.00
Chow-Chow, No. 1, 5 gal. kegs		1.95
Chow Chow, No. 2, 5 gallons		1.75
Chow and Mixed Pickles, 2 gal., per pail		1.00
Williams Bros.—		Per Doz.
Wilco Onions, 5 gals		3.25
No. 8, Sour Gherkins, 2 doz		.90
No. 8, Sweet Gherkins, 2 doz		.90
No. 8, Sour Mixed, 2 doz		.90
No. 8, Sour, assorted, 2 doz		.90
No. 8, Chow-Chow, 2 doz		.90
No. 8, Onions, 2 doz		.90
Crosse & Blackwell's:—		
Whole bbls., 5 doz		3.25
Chow, pints, less quantity		3.30
Mixed, less quantity		3.30
Onions, pints, less quantity		3.30
Plain, pints, less quantity		3.30
Pin-Money Pickles—		
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—		
Glass, per case of—		

2 doz. Pints.	2 doz. Pints.	1 doz. Qts.	2 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

		Per gal.
Duffy's:—		
Pure Apple Vinegar, Extra old, bbls.		.16
" " " 40 grain, bbls.		.15
Pure Cider, 40 grain		.12
Pure Cider, 45 grain		.15
Corson's Gold Seal Cider Vinegar, Pure Apple		.16
White Wine, 90 degrees		.20
Crown Brand Pure Cider Vinegar, qts., p. doz.		.90
White Vinegar, Distilled, 40 grain		.08
" " 45 "		.09
" " Extra Strength		.15
Crosse & Blackwell's	per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs		.11½
" 14–16 lbs		.10¾
" 10–12 lbs		.11½
Picnics, 6–8 lbs		.08¼
N. Y. Shoulders, 10–12 lbs		.10
Dried Beef, sets (city smoked)		.17
" Tenders and Knucks		.17
" Flats		.15
" Air Dried, sets		.21
" " Tenders and Knucks		.21
Jersey Pork, Butt	per bbl.	16.00
" Family	"	17.50
Breakfast Bacon, rib in		.11
" boneless		.12½
S. P. Bellies, 14-15 lbs		.09½
Bologna, 25-lb. boxes		.08
Boiled Boneless Ham		.18
Beef Tongues, smoked, 5–6 lbs	per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes		.10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra		
John Bower & Co.—		
Honey-cure Brand Hams, skinback		.13
" " large		.13
" " medium		.13
" " small		.13
" Breakfast Bacon		.12
" " boneless		.14
Beef, air-dried, regular sets		.20
" " insides and knuckles		.22
Ham Bologna		.11
Beef "		.11
Boiled Hams		.20
Beef Tongues	per doz.	9.00–11.00

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Swift & Co.—		
Premium brand Hams, 10 lb		.13
Premium brand Hams, 12 lb		.13
Premium brand Hams, 14 lb		.13
Premium brand Hams, 16 lb		.13
Premium brand Hams, 18 lb		.13
Premium brand skinned Hams, 18–20 lb		.13
Premium brand boiled Hams, skinned, fatless		.22
Premium brand Bacon		.20
Premium brand Dried Beef, insides		.23
Premium brand Beef Tongues, short cut		.18
Winchester brand skinned Hams, all aver		.12
Winchester brand Picnics		.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	09¼	7⅞
Plain Tubs, 50 and 60 lb. cans	09¼	8
10-lb. Tin Pails, 60 lbs	10¼	8⅝
5 " "	10⅜	8¾
3 " "	10½	9

John Bower & Co.—		
Pure Kettle Rendered, tierces		.09¾
" " tubs		.10
" " 3, 5 and 10-lb. cans.		.11
Swift & Co.—		
Premium brand, tierces		.10⅜
Silver Leaf brand, tierces		.09⅝
Jewel, compound, tierces		.08⅛
Cetosuet tierces		.08⅜

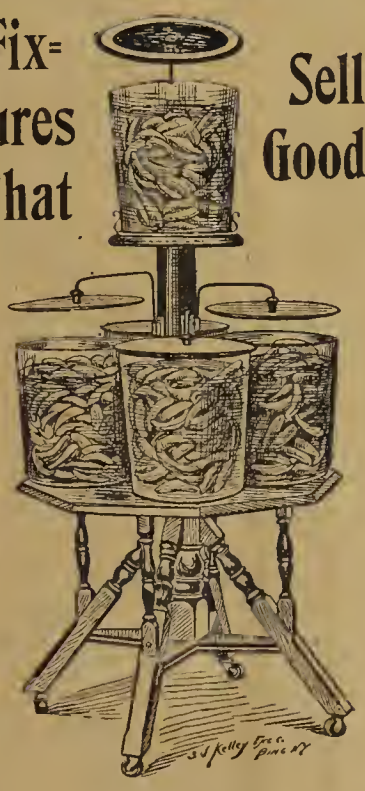
DRESSED MEATS.

	Per lb
City Dressed Beef—	
Choice, native	10⅜–.11
Common to fair, native	.09 –.09½
Western Dressed Beef—	
Choice, native cattle	10½–.11
Common to fair "	.09 –.09½
City Dressed Veal—	
Prime	–.11
Good to choice	–.09
Dressed Hogs—	
Pigs	–.08
Hogs, heavy	–.08
" 180 lbs	–.08
" 160 lbs	–.08
" 140 lbs	–.08
Dressed Sheep and Lambs—	
Lamb, Western, good	.13
Lamb, Western, culls	.10
Sheep, choice	.11
" medium	.10

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00

Fix-tures That Sell Goods



Store Fixtures are not inaminate things, that is, they ought not to be—they have a real selling ability. Take this 5-jar fixture for pickles, olives or anything that will go in a jar. Comes either in oak or cherry, nickel trimmings. Finely made and handsome.

Convenient, sightly and a real help in the sale of goods. Surprisingly moderate in price.

THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Be Proud of Your Olive Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.
103-107 HUDSON STREET, NEW YORK

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		.10
" " western		.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.20 –.22
" Y. T., 15 to 17 lbs	.20 –.22
Old hens and toms	.19 –.21
Common to Good	.15 –.16
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.40 –.50
Philadelphia, fresh killed, 3¾ to 4 lbs to pair	.40 –.50
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.40 –.50
Western, 4 to 4½ lbs. to pair, fancy	.22 –.24
" 3 to 3½ lbs. to pair, fancy	.22 –.24
" fair to good	.17 –.20
Fowls—	
Western, fancy	.14 –.15
Heavy Roasters, 4 to 5 lbs	.19 –.22
Fair to good	.17 –.18
Old cocks	.10 –.11
Western capons, fancy	
" " small	
Squabs—	Per doz.
Prime, large, ancy	3.50–4.00
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.30 –.33
Large Springers	.17 – 20
Fowls	.13½ .14½
Roosters	–.10
Ducks	.10 –.12

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 " "	"	.85
Large or No. 2, 1 " "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ " "	"	3.75
3-lb. " ½ " "	"	5.40
5-lb. " ¼ " "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	4.50
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz. doz.	.75
Spring Garden, fancy, No. 3, 2 doz. doz	.70
Compass, No. 3, cans, 2 doz	.67½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	.97½
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.92½
Schimmel's, No. 10, tumblers	.88
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ⅛ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.97½
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails per pail	1.15
Apple, 20-lb. crocks per lb.	.07¾
Apple, Schimmel's, 30-lb. pails per lb.	.06
Prune, 30-lb. pails per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz	1.70
Southwark, assorted, jars, 2 doz	.98
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. In cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0.85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor		.85	1.95
Spiritz Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Dropz, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	

Laudanum, 15c.-size per doz.,	1.20
Laudanum, 25c.-size per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2.60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk per lb.	.08
" Lump, bulk "	.08
Butter Color, W. & R. per dos.	2.00
Bluestone, bulk per lb.	.08
Copperas per lb	.01¾

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Camphor, gum, 1-oz. blocks		.85
" Flakes, 250 bbls		.02¼
" " less quantity		.02¾
" Tar Balls, bbls., 250 lbs.		.02¼
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.02
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.21
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 25c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.50
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100–125-lb. kegs	per lb.	28½
" ¼-lb. packages	"	.32
" ½-lb. "	"	.31
" 1-lb. "	"	.30
Jamaica Ginger, Hires', flasks	per dos.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.06
" granulated, kegs, 100 "	"	.06
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.55
" 100-lb. bags	"	2.25
" less quantity	"	.03¼
Venetian Red	per lb.	.01
Whiting	"	.02
Husband's Magnesia	per dos.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 dos.	per doz.	.80
Iron Glue, McCormick & Co's:—		
No. 5		.40
No. 10		.75
Tube V		.75
McCormick & Co., Bee Brand—		Per doz
Insect Powder		.80
Root Beer		.80
Talcum Powder		.80
Triangular Quinine		.80
Quinine Capsules		.75



ARMOUR'S TINNED MEAT PRODUCTS are Easy to Sell Because of Constant High Quality and Constant Heavy Advertising

Here you see four lively sellers, Potted Ham, Vienna Sausage, Ox-Tongue and Veal Loaf. These are articles which every housekeeper uses often and will use more often if she knows you will supply her with **Armour's,** because their quality never fails.

Since people stick to **Armour's Tinned Meat Products** be sure to have a full line and they will bring you regular and increasing trade. There is self-respect in selling **Armour's** cleanly, delicious products backed up by the United States Government Guarantee of purity.

ARMOUR AND COMPANY

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W. F. Young's Veterinary Remedies, wholesale prices—

	Per dos.
Absorbino	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00

McCormick & Co.—

Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—

	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00

Sauer's Flavoring Extracts:—

No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 3, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per doz.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla	per dos.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet	per dos.	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20

Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 dos. quarts	3.50
" " 2 dos. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz quarts		3.75
" " 2 dos. pints		4.25

CHEWING GUM.

Adams', countor jars, 100 5-cent packages		2.75
" boxes, 20 packages		.55
Gee Whiz, 72 packs		.47
Fleer's Chiclets, 2 lbs., bulk		1.25
Pulver's, 20 5-cent packages	per box	.55
Pulver's, cartons, 5 boxes		2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.06
" 3-lb. "	.05⅞
Pearl Head, 5-lb. cotton sacks	05¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Prime, 100-lb. bags	.04
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs		2.50
" " 60 bags, 5 lbs., lim		4.00
" " 22 " 14 " ...		3.75
" " 30 " 10 " ...		3.75
" " 115 " 2½ " ...		4.00
Worcester, Irish Linen, bags, 250 lbs		2.50
" " " 56 "		.65
" " " 28 "		.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3020-lb. bags, in bbls., per bbl.		3.00
" Pretzel, bbls. contain 280 lbs		2.40
" " sacks, 180 lbs		1.55
" Cheese, bbls. contain 280 lbs		2.40
Ivory Salt, dime size, 36 wooden boxes to case		2.20
New Ivory Salt, 24 large cartons to case		1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel	per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags		.40
" " " 140-lb. " "		.75
Agricultural Salt, 200-lb. burlaps		.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.	doz.	.87½
Durkee's, large, 1 doz.	per dos.	4.00
" small, 2 doz.	"	2.40
Schimmel's, small, 2 doz.	per dos.	.87½
My Wife's, large, 1 doz.		2.30
My Wife's, small, 2 dos.		1.45
Snider's Salad Dressing:—		
Pints, 1 dos.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Luncheon, 3 dos.	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.65
Kegs, 150 lbs	per 100	.85
60-lb. boxes, bulk or granulated		.65

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 dos		.77½
North of England Sauce, No. 8, dos		.77½
Chef Sauce, 2 doz., doz		.75
Snider's Chili Sauce:—		
Pints, 1 dos.	per dos.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 dos.	per dos.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Maybe Your Competitor's Thinking of It Even Now



¶ We tried **Gurnse** butter first on the Philadelphia retail trade, and it has gone so well there that we're convinced now we've got a splendid thing.

¶ Don't let your competitor be the first to get **Gurnse** butter, because as sure as you live he's going to do business with it. It's a splendid butter! The fanciest dairy butter possible to make. Carefully tended at every stage until packed in brine-dipped paper and wrapped in the handsome **Gurnse** cartons.

¶ If our inspectors were paid a dollar for every bad pound they found, they couldn't be keener than they are.

¶ **Gurnse** butter never varies—don't forget that either.

Packed in 30 and 50-pound boxes—pound and half pounds—32 cents.
Prices subject to market change

P. F. Brown & Co. 39 South Front Street Philadelphia, Pa.

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SEEDS.

Canary, bush. 60-lb	2.75	Mustard, Brown...	.07⅜
Caraway	.12	Mustard, Yellow..	.07
Celery	09	Rape, per lb	.05½
Coriander, bleached	05	Poppy, per lb	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., 110 lbs., kegs, per lb.	.01⅞
Bi-Carb., bulk, 25-lb. boxes "	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs "	.05⅜
Arm & Hammer bd., ¼ s, 30 lbs. per lb.	.05⅜
" " " lbs., 36 " "	.04⅞
" " " ¼, ½, 36 lbs. "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.05½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 dos	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 dos	4.50
" " " pints, 2 dos	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 dos	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Cliequot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz, per doz.	.72
Putz Liquid, large, 3 dos, per gross,	16.50
Putz Liquid, large, 3 doz, per dos.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans "	18.00
No 2, pint cans "	32.00
No. 3, quart cans, per dos.	4.50
No. 4, half-gallon cans "	7.50
No. 5, gallon cans "	23.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 dos. in case, 50 lbs. per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Ravenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.45
" Golden	60	2.55
" Ravenson's	60	2.35
" Hamilton's	60	
" Kirk's	60	2.17½
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	2.70
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.57½
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.35
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Ranb's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 5c cakes	box	1.75
Witch Hasel, 3 cakes, ¼ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	2.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz	2.30
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 dos. per dos.	.43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade		.28	.30
White, Low Grade		.20	.23
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.78	.80
Nutmegs—			
High Grade		.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75
Banqnet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75

Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

"Show All—Sell All"



This is the idea of a store like this. Notice that everything is where customers can *see* it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

18 to 24 S. Seventh St., Philadelphia, Pa.

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Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per dos.	.45
Dime size; 2 and 4 doz.	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.9c
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mng, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.9e
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.	Per lb.
Pepper, Black	.e8
Allspice	.e7
Cloves	.12½
Mace	.48
Nutmegs, large	.17
" Medium	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.3e
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Dnryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		e4¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's. 40-lb., 1-lb, "		06½
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 2e lb. boxes		.07½
Bbls, about 200 lbs		.06¾

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LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03⅝
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.e5⅜
" Linen Gloss, 3-lb. cartons	.e4⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅜
Duryea's, Superior, 3-lb. cartons	.c6¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.e3¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.e7⅝
Niagara, laundry, 50-lb. bulk	.03⅝
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs	e4⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.5e
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish. 20 cakes, per box	.5e
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.e7¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¾
Velvet Gloss, about 2e0 lbs	.c7¼
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 5e lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.9e
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per dos.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.6e
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size "	4.5e
" 10-cent size "	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	2.25
Per box of ⅛ gross	2.50
14 dozen to gross	5.00
10-cent size. No. 10, per box of ¼ gross	2.25
Per box of ⅛ gross	4.50
Per gross	9.00

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F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¼
Excelsior, 24 packs	"	.e5¼
McAllister, 36 packs	"	.053⅜
Rosensteins, 1lb. pkgs., 2 dos.	per lb.	.e5½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, qnarts, 3 dos.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts. 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Tootbpicks, Eureka, 100 boxes	case	1 85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6. 8. 1e's	per case	.90
Carpet Tacks, Silver Steel, 4 oz.	per dos.	.06
6 oz.	"	.06½
8 oz.	"	.07⅛
10 oz.	"	.e8⅓
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.10
No. 11, steel	per doz.	.10½
No. 12, steel	per doz.	.13
G. B. Weiss & Son—		
Sole Leather, No. 2, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into tans, 6 inches high		1.50
5¾ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.e5
2 inches high		.00
Fly Ribbon	per gross	4.80
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 1e cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 2e yds to lb.	per lb.	.10⅜
Emory Cotton Clotheslines, 5e-ft. hanks, doz.		.8e

—60—

Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jnte Rope, 16 yds. to lb.	"	.09
Best Jnte Plow Line, 8 yds. to lb.	"	.09
Jnto Clothesalines, 9e ft. to hank	per dos.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 dez. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 104	.32
Fancy, No. 105	.28
Choice, No.	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 668	.15

GLUCOSE.

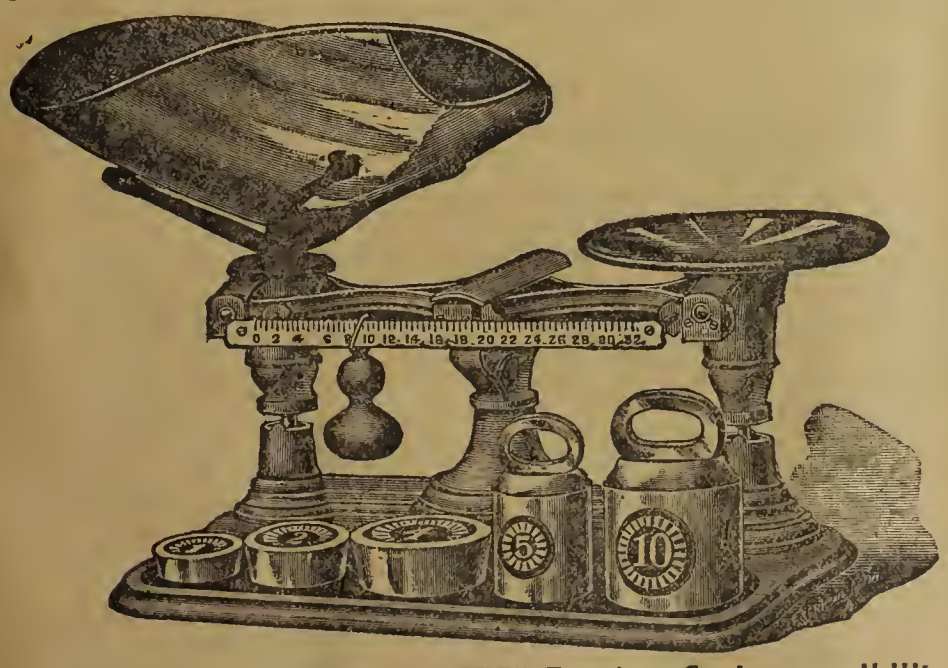
Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

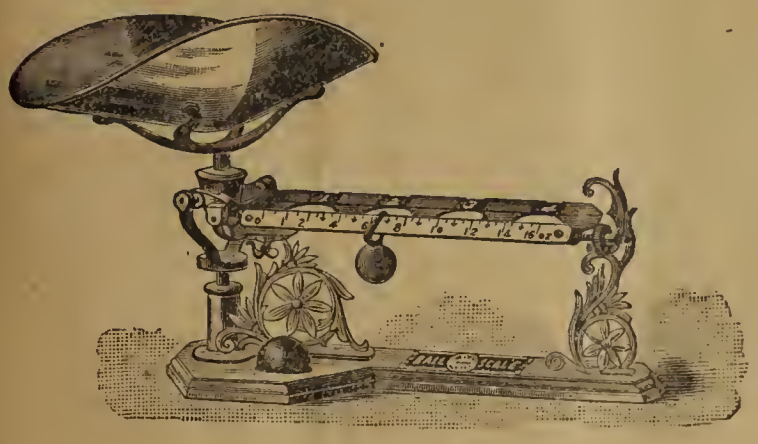
Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 10- oz. bottles, 2 dos. in case		1.45
" 6- oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Qnart Jars:—		
4 doz. in barrel	per doz.	87¼
1 " case	"	.90
Karo, 10 cent size, 2 doz.	per case	1.90
Kare, 25 cent size, 1 doz.	per case	2.30
Karo, 50 cent size. ½ dez.	per case	2.30
Lyle's Imported, No. 2 cans, 2 doz.	per dox.	1.82½
Globe, No. 2½ tins, 2 doz.	"	1.12½
Globe, No. 5 tins, 1 doz.	"	2.20

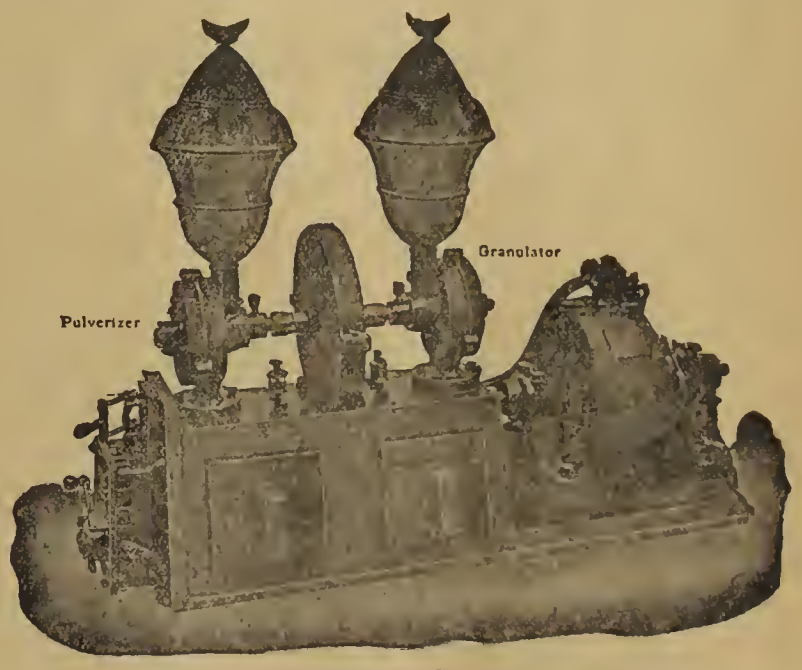


Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 1-32 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE
USED BY ALL LEADING GROCERS



TROEMNER'S

New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET — PHILADELPHIA, PA.

J. A. FLESCH & SON 112 Clark Street, Chicago, Ill.
GENERAL AGENTS FOR UNITED STATES

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Green Mountain Maple Syrup, doz		2.40
" " medium, doz.		1.40
" " small, doz		.90
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.

	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.75
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
120, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.00
Galvanized, 14 quart	2.25

No. BUTTER DISHES.	Per M
1, Solid oval	1.25
2, Solid oval	1.50
3, Solid oval	1.75
5, Solid oval	2.15
1, Wire ends	1.20
2, Wire ends	1.40
3, Wire ends	1.60
5, Wire ends	2.00
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
21, X, crescent shape	1.75
1, strap handle, grey fibre	1.20
2, strap handle, grey fibre	1.65
6, all hair, extra quality	2.75

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.30
4, Bristle outside	1.65
5, All bristle	1.75
16X, All bristle, extra value	2.15
18, All bristle, spotted white	2.80

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.48
8, 8 in., White tampico	.55
6, 5 in., Family, extra heavy	.80
8, 6 in., Family, extra heavy	.95
10, 7 in., Family, extra heavy	1.10
12, 8 in., Family, extra heavy	1.25
6, 5 in., A., hair bristle	1.40
8, 6 in., A., hair bristle	1.65
10, 7 in., A., hair bristle	2.00
12, 8 in., A., hair bristle	2.35
6, 5 in., Ideal, all bristle, 3 row	1.90
8, 6 in., Ideal, all bristle, 3 row	2.25

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.90
21, All hair, wire drawn	2.25
28, White, wire drawn	2.90
1, 7 in., All hair, flat end	2.05
22, 7 in., Mixed, round end	2.10
11X, 7 in., All hair, round end	2.25

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.		
Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58

All polish, there is no clay or other adulterants in

DIXON'S POWDERED Stove Polish

We are making the new Dixon Powdered Stove Polish just as if the most rigid "pure food" law had been applied to it. Notice how light in weight a box of this stove polish is compared to its bulk—graphite, the actual polishing material is very light you know.

Write our Stove Polish Department for profitable points about above polish.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

The STEEL FRUIT JAR CAP from the Chemist's Viewpoint



Prof. Chas. T. P. Fennel, the famous Cincinnati chemist, says that a steel fruit jar cap submitted to the influence of organic acids, such as are contained in fruits, do not corrode as much as zinc caps. He further says that resulting salts from this corrosion in the case of the steel cap are absolutely harmless, and that those from the zinc caps are poisonous to the human system.

If you tell this to your customers you can sell a lot of our steel caps.

THE WM. GLENNY GLASS CO., Cincinnati, Ohio

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particnlars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

DOLLARS IN RETAILERS' POCKETS

Hundreds of Manufacturers and Jobbers of High-grade Standard Selling Goods are offering

UNIVERSAL COUPON CERTIFICATES TO RETAIL DEALERS

as an inducement to push the sales of their goods to consumers. These certificates are given at no increase in the selling prices, or cheapening of quality in their products, but are intended solely as a compensation for your assistance, and are exchangeable through us for valuable and useful merchandise, of which the following list represents a few of the

1000 ARTICLES TO CHOOSE FROM

Pianos	Harness	Buggies	Silverware	Typewriters	Scales	Lamps
Coffee Mills	Safes	Leather Goods	Strong Boxes	Wagons	Trucks	
Desks	Tools	Chinaware	Jewelry	Furniture	Sporting Goods	
Rubber Goods	Watches	Cut Glass	Toilet Articles	Trunks	Rugs	Clocks

Any retailer taking advantage of this liberal offer is simply putting extra dollars into his pocket, as the cost to him is absolutely nothing but represents a saving of 15 to 60 per cent. over the cost if he were to buy them in the regular retail way.

Write To-day for List of Goods and Manufacturers

Manufacturers' Trade-Mark Association, Dept. W, 253 Broadway, New York

No Argument Against Facts

Success in merchandising is a result of close attention to the **little things** and the application of methods which have been proven efficient by actual experience.

If your present system is subject to **losses** by errors in computation or the giving of overweight, remember that it is **your** money and **your** merchandise that is getting away from you.

We offer you our services **gratis** for the purpose of showing you where the losses occur, and how they can be successfully prevented.

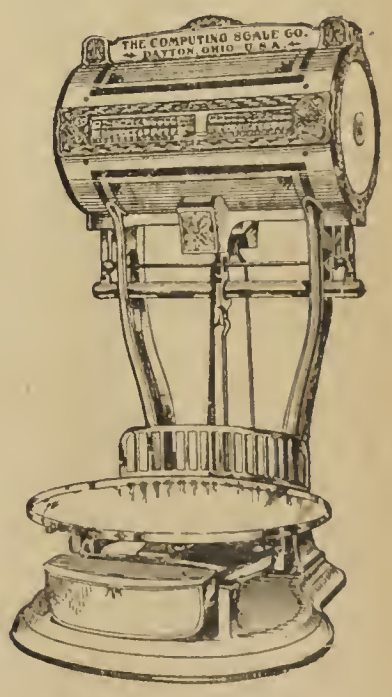
We make no claims or statements regarding

Dayton Moneyweight Scales

which cannot be proven to your entire satisfaction. The accuracy and efficiency of our scales are proven, not only by successful users, but by

FOUR HIGH COURT DECISIONS

If you are at all interested in knowing how to improve your present system of weighing, send us the attached coupon or your name and address. Don't be the **last** to investigate.



The new low platform No. 140 DAYTON Scale

Date.....
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME.....
STREET and NO.....
TOWN..... STATE.....
BUSINESS.....

Moneyweight Scale Co.

35 State Street, Chicago

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

DISTRICT OFFICES: Philadelphia Office, 1651 N. 8th Street. Pittsburg Office, 205 McCance Bldg. New York Office, 11 E. 14th Street. Buffalo Office, 62 Pearl Street.

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



R·O·Y·A·L

Retailers who sell **Royal Peanut Butter** sell the best
Others sell something that won't take its place.
You *make* trade with Royal—the inferior kind drives trade away.
Always sell the best of everything yourself.
Let the other fellow take the chances.

(Universal Coupons (**an extra profit**) in each case for the grocer)

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio

We Want You to Sell This



There are good reasons why you should. It is the finest floor wax ever manufactured. Lots of your customers have hardwood floors, and if you sell **Moore's Floor Wax** to them ONCE they will always buy it. To make it worth your while to tell your trade about it, we are giving you enough Universal Coupons with it to entitle you to a handsome premium with every case.

E. B. MOORE & CO.
76 Wabash Avenue **Chicago, Illinois**

WE NEED YOU

We know we can *make* the best Macaroni, Spaghetti, Noodles and Pastels in the world, but we know we need your help to *sell* them. We know you can work with us or against us and swing your trade either way.
So we make it to your interest to recommend our goods — not only because they will build you a good trade but also because our terms to you are the best.
Besides the regular profit every case has additional value for you in Universal Coupons. You can exchange them for hundreds of useful articles.

The Freihofer **Vienna Baking Company**

Philadelphia, Penna.



It's a Hard Job, but We've Done It

You know how hard it is to please all your customers with coffee. It is natural for you to find it harder than we do, because you have a lot of things to do and we do nothing else. Private Estate Coffee is the result of many years' experimenting to please the popular taste, and it does it so well that we don't know of a grocer who has induced a customer to try it who isn't still using it. This is one important reason for your making a leader of it, and another is that we share our profits with you by giving you Universal Coupons with every case.

F. A. CAUCHOIS & CO.
THE FULTON MILLS **33-34 Fulton Street, New York**

Philadelphia Branch, 139 S. Front Street



Are You in a Sauce Rut?

Many grocers drift into the rut of selling only one or two old-time sauces, and then wonder why it is they don't sell a bottle of sauce a week.

The modern sauce is Tabasco Sauce. A lively appetizing sauce made of the far-famed tabasco pepper of Louisiana. The best is **Moss Green Heart Tabasco Sauce,** made by the New Iberia Extract of Tabasco Pepper Co., of New Iberia, Louisiana.

This sauce captivates everybody who likes sauce at all, and many who never liked sauce before. Think about it a little.

PHILADELPHIA AGENTS

Philadelphia Pickling Co.

260-264 S. Second St. - Philadelphia



This is a picture of Duffey's Cider place at Atlantic City. It is particularly fine work and it is out of the ordinary. If you have out of the ordinary ideas for your store there is one firm who can carry them out.

MILLER & ENGLAND

No order too big, none too small, to be given our prompt and best attention.

7012-14-16-18 Woodland Ave.

PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.



NO SILVER POLISH CAN LIE

No silver polish can deceive its users after the first using. If it scratches, or gives a dull polish, or gives a good polish only after hard work everybody will know it for the worthless thing it is and never use it again.

Only for one reason has it been possible for **Electro-Silicon** to build up the largest silver polish trade in the world—it gives better results than other polishes. Better in two ways—first, by giving a more brilliant polish. Second, by giving it with far less labor than any other polish on the market.

Not one of your customers but has heard of **Electro-Silicon,** packed in the yellow box with lady in red on the cover.

Electro-Silicon Co.

PROPRIETORS

New York, N. Y.



Test Them, That's How

How shall you know what brand of flavoring extracts to sell? Test them—it's not hard to judge extracts. Take our ***Waldorf Lemon and Vanilla,*** which we claim to be just a little finer than the others. Give them all the practical cooking tests you like—let your wife do it. Then try the others you think may be better or as good as ***Waldorf,*** and see what they do.

You'll find what everybody else has found—that ***Waldorf Extracts*** give a certain fineness and delicacy of flavor that no others can.

Hetfield Ex. & Mfg. Co.

370 Greenwich St., New York

You Are the One That Gets Hurt

When you sell your customers a low-priced coffee. You are taking chances unless it's ARIOSA, because it is very difficult to get a good quality of coffee at a low price and yet have the flavor always the same.

You can't afford to take chances. We buy in larger quantities than any five concerns in the country, and we can afford to give quality and make a price that nobody can duplicate.

ARBUCKLE BROTHERS
New York

Something New from An Old House



¶ Our **Café des Gourmets Coffee** is our latest effort to please our friends and to give them a highly perfected blend at the popular price of 25 cents a pound.

¶ It is packed in handsomely labeled, air-tight tins so as to protect its freshness and natural aroma.

¶ **Café des Gourmets** is a satisfying drink and will please your most exacting trade, conforming to the usual high standard set by *Wilde's*, and is backed up by their reputation gained through more than 90 years of fair business dealings. A trial will prove its worth.

SAMUEL WILDE'S SONS CO., Importers

Coffees Teas and Spices

11 DUTCH STREET - - - NEW YORK



Both Perfect and Uniform

Gurnse Butter has two qualities that we talk about a good deal—1, superfine quality; and 2, reliability and uniformity.

It's hard to say which the grocer thinks more important in butter, but if there is any difference we believe that uniformity is the more important. Every grocer knows how dangerous to his business it is to have the second shipment of butter poorer than the first.

But with **Gurnse** Butter it isn't necessary to choose between these two good qualities, for **Gurnse** Butter embodies both. It is the finest dairy butter possible to produce, inspected rigidly at every stage, and it keeps that way always.

You and your customers can handle one pound of **Gurnse** with perfect confidence that it will be exactly like that other pound that suited perfectly.

Packed in 30 and 50-pound boxes—pound and half pounds—28 cents.

Prices subject to market change.

P. F. BROWN & CO.

39 S. Front St., Philadelphia, Pa.

We Pay You to Work for Us

¶ We believe the best sales force we can get are grocers. We want them to work on Mother's Oats with their trade. We don't expect them to do it for the love of it, so we make it worth while. Figure your profits, if you get 12 cents for Mother's Oats, then figure what the coupons mean to you at ½ cent net profit on all you redeem.

¶ We devised this plan to benefit you, and we believe you will quickly see the advantage of concentrating your efforts on the sale of Mother's Oats.

The Great Western Cereal Co.

CHICAGO, ILL.



"GET SOME"

DON'T GO WRONG

on the bean question. Push **Van Camp's Pork** and **Beans.** Why? Because people are learning that beans are more nourishing than meat and the use of them is rapidly increasing.

¶ They all find **Van Camp's Pork** and **Beans** with tomato sauce the most easily digested, the most delicious.

¶ Our scientific cooking makes them better than "home cooked," and our extensive advertising makes the name a byword in every home.

¶ You can't go wrong if you push **Van Camp's Pork** and **Beans.** There's a good profit and a big lively sale that is getting bigger and livelier all the time.

THE VAN CAMP PACKING CO.

INDIANAPOLIS, INDIANA

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

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Pennsylvania Appeal Court Decides Raisin Case in Duff & Son's Favor

Complicated Controversy Between Firm Named and Williamsport Jobbing House Over Excess Price on Car of California Raisins Sold in 1905 is Decided in Plaintiff's Favor. History of the Case.

A most interesting case involving the sale of a car of raisins has just been decided by the Superior Court of Pennsylvania. The plaintiffs were P. Duff & Sons, wholesale grocers of Pittsburg, Pa., and the defendants F. B. Thrall & Co., jobbers, of Williamsport. The plaintiffs won the case.

During the summer of 1905 the defendants ordered through plaintiffs a car of raisins of the crop of 1904, to be shipped directly from the Pacific coast to defendants. The price was to be one-half cent per pound less than the price of the new crop then nearly ready for the market. The price for the new crop is fixed each year, in the early fall, by the Raisin Growers' Association of California. This order, when received by plaintiffs, was by them, with the knowledge of defendants, transmitted by wire to the packers on the coast and by them accepted, on condition that the car should be shipped before the middle of September, and with the understanding that if at the time of shipment the price for the new crop had not yet been fixed an adjustment would be made so as to make the price conform to that the defendants offered to pay, viz., one-half cent per pound less than the new price.

The point agreed on for delivery to the defendant was "f. o. b. coast." The car was duly consigned and shipped on September 7th. On the next day plaintiffs advised defendants of that fact and inclosed a bill covering the entire order, which had included another car of assorted fruit. This bill, which plaintiffs call an "invoice" or "estimate" aggregated $2,397.01, and a draft for this amount was drawn and forwarded for collection to the bank in Williamsport, where it was held awaiting the arrival of the car. The prices in this bill were those named by the Western shipper and, as between him and plaintiffs, were clearly subject to adjustment when the price of the new crop should thereafter be fixed.

On October 5th the price of the new crop was fixed by the association and on the same day plaintiffs sent a circular letter to all of their customers advising them of this action and giving them the new price. It will be observed that at this time the car of raisins had not yet reached Williamsport. On October 10th this was followed by another letter from plaintiffs inclosing a corrected or adjusted bill, at the price fixed by the contract, which aggregated $349.49 more than the original bill or estimate, and defendants were asked to substitute this for the former one, and advised that a corrected draft was being forwarded to the bank.

The car arrived at Williamsport certainly not later than October 10th, and after unloading it the defendants, on the 11th, paid at the bank the original draft for $2,397.01.

The defendants declined to pay the balance of $349.49, and this action was begun for its recovery. At the trial a verdict was rendered for the plaintiffs, but judgment was afterwards entered for the defendants, and this appeal followed. The defendants, conceding that they received the goods ordered, and that they have not yet paid the contract price, resisted any further payment.

They contended first that by their letter of July 29th they reserved the right to cut down the quantity of raisins if the price should be too high. The material portion of that letter is as follows: "In order to secure Santa Clara prunes we have decided to make up a car of prunes and fill out with peaches, and also take a solid car of raisins, subject, of course, to the opening price. In case they should be too high we may decide to cut it down, but in all probability that will not be necessary. However, we want that privilege, should such be the case." This contention the court overuled.

Finally the defendants contended they had the right to assume that the prices named for the raisins in the first bill were the ultimate contract prices; that acting on this assumption they had sold 300 boxes of them before the receipt of the plaintiffs' letter of October 10th inclosing the adjusted or corrected bill; that they then offered to rescind as to the balance of the carload, and hold that portion of the goods subject to plaintiffs' order, and this offer having been declined, they allege they have discharged every liability imposed by their contract. This contention the court also overuled.

The appeal court decided the case entirely in favor of the plaintiffs, closing its decision as follows:—

> Thus it would appear that the false position taken by the defendants rested not on any failure of duty on the part of the plaintiffs, but on the fact that they themselves overlooked or failed to note the information obtained in the circular letter of October 5th. The correspondence shows, as we view it, every element of a contract between the parties, which has been fairly and fully performed by the plaintiffs according to its terms; but the evidence fails to disclose any sufficient reason why they should lose a considerable part of the contract price. The learned court below was right therefore in directing a verdict for the plaintiffs, but was led into error in refusing to enter judgment thereon.

Disastrous Canned Apple Season.

Brands Which Brought $3.50 Last Fall Sold this Week at $1.85. Hard Times Hit the High Prices Hard. Holders Make Heavy Losses.

The slump which has overtaken the canned apple market since last fall is a striking example of the tumble which values in many lines of merchandise have taken within the last few months.

Last fall standard brands of New York State gallon apples sold in a large way at $3.50 per case. During the past week sales of the same brands have been made at $1.85. And while holders hope that the bottom has been reached, it is by no means certain that it has been. There has been a corresponding decline in 3-pound apples, though that size cuts very little figure compared with gallons.

The cause of this extreme decline in a few months is two-fold. First, the general depression which produced the second, inability to pay the high prices asked last fall. At an asking price of $3.50 or anything like that, bakers, who are large users of canned apples, found it cheaper to use green apples, which were selling at a price equivalent to about $2 a dozen for gallon cans. This greatly reduced the demand for the canned article and brought the jobbers' and bakers' supply people into spring with heavy stocks. In order to move them, therefore, they are sacrificing them at a price which means a heavy loss to every holder.

As a matter of fact, the canned apple season just ending has been the most disastrous for years. It is estimated that the shrinkage in apple values, between what the farmer got for his green fruit and what the packer was able to get for the same fruit after canning, was $10,000,000. It cost the packer $2.65 a dozen to pack gallon apples last year, against an average cost of $1.75. This was because the green fruit buyers forced the price up. They did not succeed in holding it up, however, for the green fruit market subsequently went all to pieces, and holders in that branch lost heavily also.

The average selling price of New York gallon apples is $2.10 to $2.25.

National Retailers' Committee See President.

A committee from the National Association of Retail Grocers, which recently met in Boston, called on the President on Monday to ask him to issue an order compelling civil service employees who contract debts to pay them. The committee was headed by John A. Green, secretary of the association. The President requested that a statement in writing be submitted, which will be done.

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COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Warning Against Mercantile Tax Repeal Solicitors

State Association has Evidence that Solicitors are Falsely Representing Themselves as Agents of Pennsylvania Retail Merchants' Association. Erie Merchants are Building Wall Against Soliciting Schemes.

Special correspondence of "Grocery World."

Erie, Pa., May 21, 1908.

The Retail Merchants' Association of Pennsylvania has no agents in the field soliciting funds for legislative purposes. Attention is called to the following statement from H. C. McConahy, secretary of the Merchants' Association at Tyrone, Pa.:—

> Two very nicely dressed men, representing themselves to be agents of the Retail Merchants' Association of Pennsylvania, in an indirect manner, came into our place of business this P. M. and in a very great hurry. They asked Mr. Templeton to sign a petition for the repeal of the mercantile tax law, presenting three petitions. He was very busy at the time and thinking it might be a good thing at least signed their petitions and was asked for a subscription, whereupon he gave them $2. They secured money from a number of firms in our town. Later when the petition was presented to another party here they had $10 set opposite our firm name, evidently having raised it for the purpose of making others believe we had paid that amount. As I am aware our State association does not have men out with these petitions we believe this is a fraud. Will you kindly investigate and notify the trade papers, or warn the associations.

At no time in our association's history have we thought it necessary to solicit funds for legislative purposes other than our natural revenues from entrance fees, capita tax and printed forms. Should it be necessary at any time to do so, the appeal will be made direct to the members of our associations through their local executive officers. Local executives are advised to warn their members not to make contributions for legislative work in any other way—unless they have money to burn.

The Grocers' Credit Exchange of Erie is tightening credit lines to meet present business conditions. No credit will be extended to persons with unsatisfactory credit records. New customers will be required to produce a receipted pass book or clearance card from the store with which they last traded. No credit will be extended without security. The exemption waivers of the State Association are considered satisfactory security. The carrying forward of balances and the extension of credit for longer than thirty days will be discontinued.

* * *

The Erie Business Men's Exchange recently adopted the following rules governing the patronizing of schemes by members:

1. Each member will be furnished on application for display a card. "Notice to Solicitors. Members of the Erie Business Men's Exchange do not patronize solicitors who are not indorsed by its committees. For indorsement call secretary's office, 210 Lincoln Building."

2. No restrictions shall be imposed upon members contributing to organizations in which they hold membership.

3. No indorsement will be given to any organization using raffles, lotteries, schemes of chance, or similar means of raising money.

4. No indorsement will be given to any organization of unsatisfactory credit standing.

* * *

The Wilkes-Barre merchants have instructed the association officers to confer with the employers of the city and ask them to consider the advisability of the posting of notices to the effect that employees are required to pay their bills. It is believed that the moral effect of such a notice would reduce the number of cases of delinquents in treatment to a minimum and be to the mutual advantage of employer, merchant and customers.

A. M. Howes,
State Secretary.

Lima beans are regularly established in market and range from $3 to $3.50. Florida is the sole source of supply. The receipts are of good quality, but the demand is light.

GOOD PROFIT AND A PLEASED CUSTOMER

Result from every sale of

Post (Formerly called Elijah's Manna)

Toasties

It is a delicious Food that has won popular favor on "merit."

Made of pearly white corn, steam cooked, rolled into thin flakes and toasted to a crisp, golden brown. A food you can safely recommend to every customer.

Sale of Retailer's stock guaranteed.

"THE TASTE LINGERS."

Supplied by all Jobbers—Made by Postum Cereal Company, Limited, Battle Creek, Mich.

One Successful Way of Limiting Prices

A Useful Set of Forms Used by a Western Condensed Milk Co. to Compel the Wholesaler and Retailer to Sell at Fixed Prices. Plan Rests on Making the Agreement to Hold the Price a Condition of All Sales.

To the manufacturers who contend that they are helpless against department stores and other retail dealers who cut their prices and thus disorganize trade, the "Grocery World" submits the plan of limiting prices which is used by the Pacific Coast Condensed Milk Co. There is nothing especially new about the principle on which it is based—that of making the holding of the price a condition of the sale, but it has been worked out pretty well, and is worthy of consideration.

Across the face of every invoice that accompanies a sale from the company to jobbers is printed the following:—

CONDITIONS OF THIS SALE.

N. B.—These goods are sold on the following conditions (which are a part of the consideration of this sale):—

1. That the goods shall not be resold to the retail trade for less than the price from time to time fixed by the manufacturer.

2. That on every sale of Carnation Brand Sterilized Evaporated Milk to a retailer, the wholesaler shall, for the benefit of the manufacturer, make it a condition of the sale (as a part of the consideration) that the retailers shall maintain the retail price of the goods as fixed by the manufacturer, namely, 10 cents per can of twenty gross ounces, or 55 cents for six cans, and shall print such conditions legibly on the invoice.

3. That if these goods be resold to a wholesaler, the sale shall be made upon the same conditions as this sale, reserved for the benefit of the manufacturer.

The present price from wholesaler to retailer is fixed at:—

1 to 4 cases, per case.....$4.05
5 to 24 cases, per case..... 4.00
25 to 99 cases, per case..... 3.95
100 cases or over, per case.... 3.90

PACIFIC COAST CONDENSED MILK CO.

Across the invoice that represents a sale from jobber to retailer is stamped with a rubber stamp the following:—

(Rubber stamp on Jobber's Invoice to Retail Merchants.)

CONDITIONS OF THIS SALE.

N. B.—The Carnation Brand Sterilized Evaporated Milk herein invoiced is sold upon the condition (reserved for the benefit of the manufacturer in accordance with the seller's contract and as part of the consideration of this sale) that the goods shall not be retailed for less than 10 cents (straight) per can of twenty gross ounces, or six cans for 55 cents.

(Name of Wholesaler.)

In addition to the above an additional notice is packed in the cases of condensed milk as they are packed:—

(Notice to go in cases as packed.)

CONDITIONS UPON WHICH THESE GOODS ARE SOLD.

N. B.—The goods contained in this case are sold by the manufacturer to the wholesaler, and by the wholesaler to the retailer upon the condition, reserved for the manufacturer's benefit, that the retailer shall not sell the goods for less than 10 cents (straight) per can, or six cans for 55 cents of twenty gross ounces. The acceptance of these goods shall be sufficient evidence that the purchaser is familiar with this condition and will comply therewith

Nothing in the above condition shall prevent the retailer from selling at a price in excess of 10 cents per can when warranted by costs of transportation or other local conditions.

PACIFIC COAST CONDENSED MILK CO.

Pennsylvania News Items.

Items Gathered from Correspondents, Etc., As to What is Going on Around Us.

The word "compound" on a bottle or can of olive oil is a sufficient indication that the merchant selling it does not represent it to be "pure." This is the substance of an opinion filed in the Montgomery County Court on Monday last. Sabatto Chickerina was haled into court by representatives of the Pure Food Department because he was selling at a low price olive oil, which, upon analysis, proved to be cottonseed oil with but 10 per cent. of olive oil in its make-up. He was fined by the Magistrate and an appeal taken. The court found as follows: "It is argued that the word 'blended,' found on the label, condemns the package. We must take the case stated as we find it. No doubt there are various grades of olive oil, and hence a mixture of like substances may follow, which is properly termed a blend. The olive oil was placed on sale as a compound, and the word was plainly stated on the package.

BEST BY TEST CASH TRY it in the PURCHASE of GROCERIES

Van Camp's Evap. Milk, Family Size, 4 doz. . . . per case, $3.00
Pet Brand Evap. Milk, Baby Size, 6 doz. . . . . per case, 2.55
Maryland Leader, Standard Maryland Yellow Table Peaches, No. 3 Cans, 2 dozen . . . . . per doz., 1.52½
Maryland Leader Standard Maryland White Table Peaches, No. 3 Cans, 2 dozen . . . . . per doz., 1.47½
South Haven Brand Pie Peaches California Size Sanitary Cans, 2 dozen . . . . . per doz., 1.15
You will surely not find such bargains in canned peaches as these elsewhere.
Wood Keg Carpet Tacks, large size, ½ gross in box, per box, .82½
This is just about 25 per cent. less than most houses will ask you for the same goods.
Barker's Horse and Cattle Powder, ¼ gross boxes . per gr., 13.25
Note this price on Barker Horse and Cattle Powder.
Knox's Sparkling Gelatine . . . . . per doz., 1.07½
Knox Acidulated Gelatine . . . . . per doz., 1.07½
In gross lots, either Sparkling or Acidulated . . per gr., 12.75
Cream Ridge Brand Fancy Full Cream New York State September Cheese, about 45 lb. average, single boxes . . . . . per lb., .14⅞
5 or 10-box lots . . . . . per lb., .14¾
These are particularly fancy stock and a great bargain. Fancy Old Cheese are very scarce.
Golden Cubes Imported Singapore Pineapple, No. ⅞s cans, 4 doz. in case . . . . . per doz., .60
5 or 10-case lots . . . . . per doz., .57½
You have never heard so low a price on Imported Pineapple as we here name. The quality of the goods is excellent. Elegant to sell at 3 cans for 25 cents with a good margin of profit.

Fancy Japan Rice, an awful good one, bright and clean, a good bean, 100-lb. bags, single bags . . per lb., $0.05⅛
5 or 10-bag lots . . . . . per lb., .05
Gem No. O Lamp Chimneys, in cartons (tubes), 6 dozen . . . . . per case, 1.62
Gem No. 1 Lamp Chimneys, in cartons (tubes), 6 dozen . . . . . per case, 1.92
Gem No. 2 Lamp Chimneys, in cartons (tubes), 6 dozen . . . . . per case, 2.52
No charge for cases. These figure out 27-32-42c. per dozen respectively for Nos. os, 1s and 2s, which prices are very much below the present market value, the manufacturers having advanced some of these sizes 5 to 6 cents per dozen. We advise you to anticipate your wants for months to come.
Horse Shoe Salmon, 4 dozen . . . . . per doz., 1.47½
Surf Brand Pink Alaska Salmon, 1-lb. tall cans, 4 dozen . . . . . per doz., .92½
5 or 10-case lots . . . . . per doz., .90
This is the best bargain in a Pink Alaska Salmon we have been able to offer for many months. It shows you a good profit at 10 cents per can. It will sell rapidly.
Buy Fels-Naptha Soap here. It pays to buy for **CASH.** 5 or 10-box lots, freight paid to your station.
W. H. Baker's Chocolate, ¼s, 12-lb. boxes . . . . . per lb., .31
W. H. Baker's Chocolate, ½s, 12-lb. boxes . . . . . per lb., .31
Cedar Brand Ex. Fancy, Extra Small Green Jersey Lima Beans, No. 2 cans, 2 dozen . . . . . per doz., .97½
Early Autumn Ex. Small Lima Beans, 2 dozen . . . per doz., .90

These Prices for This Week Only—May 25th to May 30th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

Under the act it should not be deemed to be adulterated or misbranded."

—

William H. Anthony a produce dealer, of Allentown, Pa., has filed a complaint with the Interstate Commerce Commission against the Philadelphia and Reading Railway, alleging unjust and excessive freight charges for carrying potatoes to New England. He states that the rate of potatoes from Allentown to New England points is $3.40 a ton, while cement is carried for $1.55, both being shipped in box cars. He asserts that points on other railroads within a radius of 25 miles make a rate of $2.80 a ton on potatoes to New England, and asks for restoration of 60 cents a ton on the 50 carloads he has shipped during the season. Another case is being prepared in which the potato rates to Newark, Paterson and Jersey City from Allentown are declared to be excessive. They range from $2.40 to $3 a ton, while cement can be shipped for 85 cents a ton.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

SELLING TOMATO CATSUP.

Good and all as the advertised catsups are, there's little money in them. Try pushing "'Our Own' brand next week. Here is a full pint bottle of the goods positively equal to any on the market, price 20 cents, with a commission of 1 cent a bottle.

Have a nice layout of butter crackers. Pour a little on one of these, and ask your customer to sample it. Be dainty about it. Ask her to notice the lack of red pepper and the absence of that vinegar taste. Refer to the real tomato flavor and the delicacy of the spices. You'll do some catsup selling, all right.

MEMORIAL DAY

comes Saturday. We close at noon. Store will keep open until 10 o'clock Friday night. Every order will be put up and listed this evening. Work of every nature must be completed, so when we open Saturday morning there will be nothing to do but sell goods. Advertise this Saturday closing every day to every customer.

WE HEAR COMPLAINTS

about the quality and condition of fresh vegetables delivered on orders. No excuse for this. Above all things avoid sending out wilted goods, however laudable your intention may be. Better, far better, dispose of those at a sacrifice than associate this department with questionable dealing. If in doubt about sending celery or lettuce or spinach to any one, refer the matter to the floorwalker.

NEW CHEESE.

In selling new cheese better inform your customer, who has been using the matured goods, about the character of the new article—about its extreme mildness and lack of character. This is important, as customers are not posted on the cheese condition at the present season.

SELL BUTTER.

Now that the drop has come in butter let us push out plenty of the fine Elgin at 30 cents. Show up your 5-pound crocks at $1.43. Talk about the wonderful difference in the price now and three weeks ago. Make a whole lot of it. A good thing about a good salesman is making the most of a situation. Especially on an article so popular, so indispensable, in fact, as butter.

We've dropped the renovated to 25 cents, and It's a mighty fine piece of goods, too. But, of course, you'll use discretion about this as you would other things.

To the Trade:

Do you recognize the fact that in

CEYLON TEA

You have a wide range of choice? That while all the Island's Teas are

Exquisitely Delicate in Flavor,

High in Stimulating Power,

Fragrant, and Full Bodied,

Perfect blends can be gotten in great variety with them?

Grocery World

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Monday, May 25, 1908.

Buying Future Canned Goods by Retailers.

Mr. J. A. Lee, manager of the Steele-Wideles Co., of Chicago, Ill., has issued a statement which strongly defends the buying of future canned goods by retailers. The argument is quite lengthy, but the following paragraphs constitute the core. They are reproduced in connection with this journal's comment:—

> In buying canned goods "for delivery when packed," the retail merchant obtains the goods at a price which is based upon the actual cost of production, with a fair living profit to the canner and jobber. After such advance sales and deliveries are made, spot prices from maker to dealer or from wholesale dealer to retail dealer, are crowded up to the very last cent that the market or demand will bear.

This is not stated quite correctly. The price made on future goods is not based on the actual cost of production at all, because in January no packer knows what the cost of production next summer will be. The future price is based on what the packer thinks the cost of production will be. Having nothing to guess by, the price becomes a simple gamble.

> In buying canned goods, in advance of their manufacture, the retail merchant can, therefore, know that he is securing them at a fair valuation above cost. If he waits and buys his goods as he may need them he puts himself at the mercy of operators and manipulators who are always trying to corner the market.

For the reason above set forth the retailer *cannot* "know that he is buying future canned goods at a fair valuation above cost." At the time he agrees to pay the future price, he cannot know anything about it. The price may prove to have been very low and it may prove to have been very high. It is a simon pure gamble and nothing more nor less.

> A great advantage is secured by the retail grocer in contracting for canned goods in advance in obtaining uniformity and excellence of quality. The custom of contracting for canned goods futures has become so general that the packers of reputation who pack the best qualities are nearly always entirely sold up, or oversold, and if a dealer refuses to buy canned goods for future delivery and takes his chances to get spot goods, his selection and choice are frequently reduced to the surplus goods packed late in the season of inferior quality, or to products of canneries which pack poor goods and cannot therefore sell in advance; or products of new or inexperienced packers who are apt to have irregular and undesirable qualities.

If this is a contention that a retailer must buy ahead in order to get good quality canned goods, the "Grocery World" denies it flatly. There is scarcely a packer or jobber but who has a surplus of good stock to sell after his future orders are filled. In years of large or normal packs it is absolutely certain that they will have.

> The buyer of spot goods exclusively in canned goods always has irregular qualities and is constantly coming into collision with the popular preference for uniformity and regular merit. He is a market skinner, is constantly getting skinned and must find a new line of customers every few months, for it is not something cheap in food that desirable customers want, but something reliable, uniform, of good value.

From the "Grocery World's" knowledge on the subject, this is believed to be not at all in accord with the facts. While nearly all buyers buy futures, the very largest buyers, in a good season, exhaust their futures within a very few months after delivery, and start in to buy on spot. If their season has been anything like good, the chance is that they will be handling spot goods exclusively during 65 per cent. of the selling season. This means, if Mr. Lee is correct, that practically all large canned goods handlers are "market skinners" during 65 per cent. of the season, because they are selling "irregular qualities" during the whole of that time. This is so absolutely untrue as to scarcely even need denial.

> The only argument presented by those who oppose the buying and selling of future canned goods that is worthy of attention, is that there is in the custom a temptation to speculate and over-buy. This argument is not, however, to be taken seriously.

Why not? The "Grocery World" thinks that it *is* decidedly to be taken seriously. More, it is not by any means the only argument worthy of note. The whole present plan of selling goods that have not even been planted is in its essence ridiculous, unbusinesslike and expensive. In years when crops are good and packs large, he naturally never makes anything by having bought ahead, and in years when crop and pack are light and he would have made something, he doesn't get the goods.

Undeserved Aid.

The New York Wholesale Grocers' Association has sent to the American Sugar Refining Co., usually known as the Sugar Trust, a communication emphasizing the deplorable condition of the sugar trade and requesting the Trust's aid in placing it on a better basis. The concluding paragraph in the association's letter is as follows:—

> The general impression of the wholesale grocers is, that it would result to mutual interest of your company and the wholesale grocer, if the distribution of your product could be placed on a fair and reasonable basis, and with that end in view we invite your co-operation.

The jobbers' letter fails to say why the Trust could expect aid given jobbers now to succeed better than the aid it has extended many times before. And unless there is some chance that the present effort would produce better results, the Trust would be perfectly justified in refusing any aid at all.

Whatever may be said of the Sugar Trust, it has befriended the jobbing trade to an unprecedented degree. Controlling the sugar trade almost absolutely, it has at much expense, and with no direct benefits to itself, created and operated plans for compelling jobbers to hold a limited price on sugar, so that all could get an equal profit. It has done this several times. All of these plans eventually failed. They succeeded for a while in a way, but in every case some jobber to whom contracts and affidavits were simply things to be violated, knifed them in the back.

It will always be so, until the character of some wholesalers changes.

The New York Letter

General Opposition to Increased Freight Rate. Retailers Discuss Manufacturers Fixing Retail Price. Tobacco Trust Fighting for Life. Small News of New York Trade.

Special correspondence of "Grocery World."

New York, May 22, 1908.

The sale of Toasted Corn Flakes at 5 cents in a New York department store, to which attention has been called editorially in the last two issues of the "Grocery World," is said to have been checked. After Siegel & Cooper announced the cut on goods which while listed as "Toasted Corn Flakes" the Kellogg Co. denies were their brand, Macy & Co. made a similar announcement, this time actually on Kellogg's goods. The Macy price was 6 cents. It was given out this week by E. W. Murphy, sales agent, that he had tried to buy the flakes at the cut prices and could not get any, so he believed that the sales at the reduced prices are no longer taking place. He also said that he was trying to learn the sources from which the stores which cut prices had been supplied and that if necessary legal proceedings would be instituted to prevent the cut rate sales.

* * *

The proposed increase in freight rates, if made effective, will naturally increase the freight charges to grocers, and it is predicted that the smaller jobber will be put to special disadvantage. On shipments of canned goods the minimum weight for carload rates is 40,000 pounds from the Pacific coast to the East, the weight limit having been increased lately 4,000 pounds. The so-called official minimum weight has been advanced from 30,000 to 36,000 pounds. The Southern minimum weight remains 30,000 pounds. This means that the buyer must take larger quantities than here-

tofore in order to get the benefit of the low rate given for carload lots. The small jobber will find it that much more difficult to get the low rate and will the more often find it necessary to pay the higher rates charged on shipments of less than carload lots.

New York City's jobbers, at least the large companies, have no objection to offer to the changes, but the small jobber does object. A number of the jobbers outside the city are remonstrating to the railroads against the increase in the official weights for carloads, but thus far without effect.

As to the increase in the rates themselves the advance, if made, will be paid by the jobber and the buying exchange and passed on to the retailer.

* * *

The regular meeting of the New York Retail Grocers' Union, Monday night, was enlivened by a debate on the action of the National Association at the Boston convention in relation to manufacturers fixing and maintaining minimum prices. Opinions on both sides were expressed on the question as to whether it would be advisable for New York to take advantage of the National Association's offer to assist in establishing minimum prices in any locality. Some of those present were of the opinion that the trade would be greatly benefited by the establishment of price standards—that this would be an excellent way of curbing the rate-cutting proclivities and of discouraging advertisements of a misleading character as to bargain sales.

Others argued that in a city like New York, with its varied population and differing conditions, efforts to attain anything like uniformity of prices would be fruitless and that such uniformity is not desirable here. It was pointed out that in parts of the city where rents are high and where grocers cater to a high-class trade prices of food are necessarily higher than in other localities where rents are lower and where the trade is not of so high a class.

No action was taken and the subject may be further discussed at another meeting.

* * *

The New York Association of Manufacturers' Agents met Tuesday and appointed a special committee to call on some of the grocery jobbers who have been slow or negligent in filing orders sent by the agents. It is believed that the trouble will be readily adjusted. President J. T. Austin was authorized to appoint committees to confer with committees of the Philadelphia Association and the Northeast Pennsylvania Association with reference to plans for widening the scope of the organization.

* * *

Post-office inspectors have been investigating the operations of a man or of a gang of men who advertised largely and sent circulars through the mails in order to induce apple growers to ship apples to the alleged swindlers in this city. The man or men who received the apples here then sold them, but failed to pay the growers. One arrest has been made.

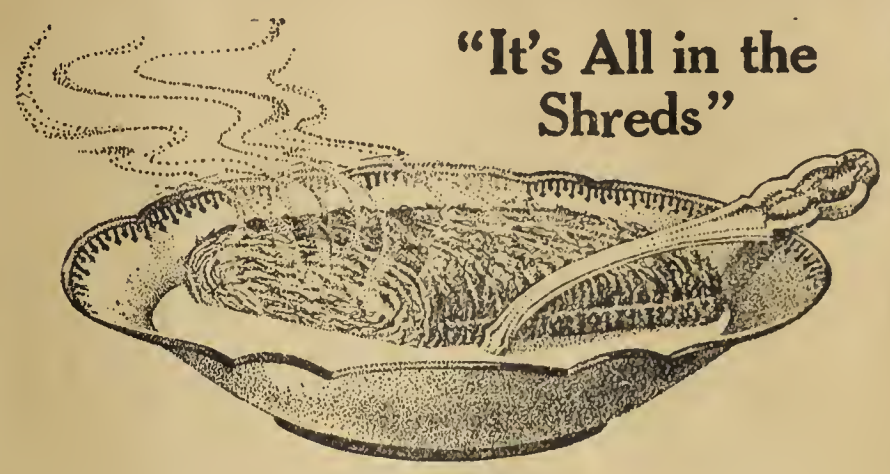
* * *

The Acker, Merrall & Condit Co. have a fine show window display in the new Brooklyn subway which touches the back of the Fulton street store.

* * *

Arguments as to the right of the American Tobacco Co. to exist were heard this week in the United States Circuit Court before four judges. The case is to go to the United States Supreme Court, it is believed. The Government charges that the company is an illegal monopoly. In his argument J. C. McReynolds said that the Government is not seeking for gentle means of breaking up the company, but rather for means that would hurt and that would put an end to what are claimed to be violations of law by the company and by its allies. He said that six men, Duke, Ryan, Brady, Widener, Elkins and Payne, control the tobacco business of the entire world, except in countries where it is a government monopoly. The attorney claimed that the principal company violated not only the Sherman law, but also the earlier Wilson law, by restraining trade. He reviewed the connection of the American and British companies.

Mr. McReynolds charged that the American Tobacco Co. has obtained control of the tinfoil, the bag and the licorice root industries, and that its increasing control, directly and through allied interests, over other industries is



"It's All in the Shreds"

Through the daily newspapers in

200 CITIES

through magazines, demonstration, and other forms of publicity we are making new consumers of SHREDDED WHEAT, the cleanest, purest cereal food made.

We are making more business for YOU. Are you ready to take care of it? Remember there is

No "Substitute" for Shredded Wheat

It stands alone—the only "hard times" food because it is the only cereal that can take the place of beef, eggs and other expensive foods.

The Natural Food Company, Niagara Falls, N. Y.

Are Your Customers Permanent?

Do they come back for the same thing twice? If not, maybe there is something wrong with some lines of your goods. Quality is the one sure thing on which to hold trade.

HEINZ
57 VARIETIES
PURE FOOD PRODUCTS
(The kind that contain no preservatives)

bring customers back and they'll get you into no trouble with the food laws. Guaranteed pure and guaranteed to please or money refunded.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York **Pittsburgh** **Chicago** **London**

one of the evils and dangers of the present conditions.

The company has a number of the best known lawyers in the city to defend it. The first argument on its side was made by Junius Parker, who claimed that the company in acquiring tinfoil and licorice concerns had acted legitimately for the protection of the main business and that there has been no monopoly in any line. He argued that the parent company has always acted fairly and lawfully and that its operations have proved of benefit to the tobacco growers and to the public. De Lancey Nicol then argued that the Government by suits of this kind is throttling legitimate industries and that as a result business men everywhere are crying to be let alone.

Other lawyers were to follow and the case will continue at least all week.

* * *

A number of the department stores in this and other cities of the State have protested against a bill introduced at Albany for the purpose of giving the State Labor Commissioner power of inspecting the stores. It is argued that the inspection by local Health Board authorities in each city is sufficient.

FRED. A. MCGILL.

Says Manufacturer Ought by All Means to Fix Retail Price

Well-known Western Grocers' Association Man Strongly Argues that the Only Way Reckless Price Cutting can be Cured is by Having Manufacturers Name the Retail Selling Price. Outlines a Plan by Which it Can Legally be Done.

[Below appears the greater portion of the address delivered by Mr. J. J. Higgins, Secretary of the Washington State Retail Grocers' Association, before the National Convention of Retail Grocers in Boston last week. The subject was, "Shall the Manufacturer Make and Maintain the Minimum Selling Price of His Goods?"]

I propose to present to you three fundamental propositions, which appear to my mind absolutely unanswerable, and which I believe require this convention, in the interest of the retail grocery trade of the country, not only to adopt a resolution indorsing the maintenance of minimum retail prices by the manufacturer, but to begin an aggressive campaign to secure, as soon as possible, the universal observance of that policy. I submit:—

First.—That reckless and indiscriminate price-cutting is the greatest single evil which afflicts the grocery trade to-day; and therefore the most important business before this convention is to espouse some effective and legal policy which will control that evil.

Second.—That the system of minimum retail prices maintained by the manufacturers of proprietary articles is an absolutely effective and legal method of controlling that evil; and

Third.—That there is no other method of controlling the evil that is either effective or legal.

Upon the first proposition I am sure that there is no difference of opinion among us. Cut-throat competition in the form of indiscriminate price-cutting is not only the greatest single abuse from which the retail grocery trade suffers to-day, but I think it may fairly be said that all the other evils the trade is heir to do not, by their combined effect, inflict a loss upon the grocers of this country which even approaches in magnitude the tremendous losses suffered from the reckless and unjustifiable slaughter of prices.

For years our associations throughout the country have fought this evil with only indifferent success. It still hangs over the trade everywhere, and condemns the average grocer to a desperate and often fruitless struggle for existence. It has reduced the retail grocery business in many parts of the country to the lowest level of commercial hopelessness and demands an immediate and effective remedy.

Do not understand me to say that this association should espouse a policy which would prevent competition. The old saw that competition is the life of trade still remains true in all its essentials. So far as competition means keen rivalry to sell clean goods of good quality at honest weights and reasonable prices, to display them in an effective manner and to deliver them promptly, to treat customers with courtesy and serve their convenience with diligence and skill, let us have more of it, and yet more. But reckless and indiscriminate price-cutting is not competition. It is plain business suicide. It results in inevitable ruin to the merchant and in no permanent benefit to the customer, and it must be stopped. If we, who are assembled here, ignore or reject any plan to secure for the retail grocers of this country a fair return upon their labor and investments, we will fail to do our full duty as business men, and will betray the trust imposed in us by our brothers whom we represent.

Since we are all agreed upon the evil of price-cutting and the necessity of finding some way to remedy it, there remains to be considered the second and third propositions, to the effect that the system of maintaining minimum retail prices through the manufacturers is a legal and effective method of preventing indiscriminate price-cutting, and that there is no other method which will legally and effectively accomplish that end.

If our associations throughout the country have discovered any other remedy for price-cutting, why are we all crying out against that evil, deploring the ruin that is daily working among us, and struggling in desperation to minimize and circumscribe its havoc? Down in our hearts we all know that it is the one great menace of our business life, the skeleton at every grocers' feast. Would that be true if, as a body, we had found and applied an adequate and lawful remedy?

It is true that in the past we have made some headway against the evil, but our remedies have been at best only partial, and one of them of very doubtful legality. In the main we have tried two plans; we have tried them thoroughly and found them wanting. We have all tried, first, the plan of education, and some have tried the plan of coercion.

Our campaigns of education have accomplished some good. Here and there the grocers have been educated to the folly of making themselves free distributing agents for the wholesalers. But what good does that education so painfully won do a man when some crazy neighbor, perhaps a new recruit in the trade, takes it into his head to slash prices in the vain belief that he can get rich by giving his goods away. You can educate the whole city full of grocers to the wisdom and necessity for maintaining a reasonable price and then one new or stubborn idiot can compel them all to forget their dearly-bought wisdom and sell their goods below cost to protect themselves from piracy. Until an all-wise Providence shuts the gates of the grocery business against the constant invasions of the business fool, our campaigns of education will give us no protection against our common enemy, the reckless and indiscriminate cutter of prices.

The numerous instances in which the policy of coercion, of boycott and blacklist, has ran against the law proved its futility and inequity. Out of it all had come the inevitable conclusion that the only man who has a legal right to determine the retail price of the goods is the man who makes them.

As the final proposition the new, legal and effective system is that by which the manufacturer who alone has the lawful right to do so, maintains and enforces the minimum retail price at which his goods shall everywhere be sold. He does that by means of a contract entered into with the wholesalers who distribute his goods, and through the wholesalers with the retailers who buy from them. The system adopted by the Western firm which first put the system into practice is typical. The results have more than justified our fondest hopes. The plan adopted is typical. The attorney of the association drafted a series of contracts in accordance with the decisions of the courts, to be entered into by the company and the wholesaler, on the one hand, and by the company and the retailer on the other. The contract with the wholesaler binds him to sell the company's goods only to those retailers who in turn con-

ract to maintain the minimum retail prices fixed by the company. The contract with the retailer who may purchase directly from the company obligates him to maintain that minimum scale of prices on the goods wherever purchased. That form of contract is printed on every invoice sent by either the company or the wholesaler to the retailer and is likewise packed with every box or consignment of the goods themselves.

The Crescent Co., which uses this method, has discovered three instances where cutters have violated that contract, and in each case has instituted suit against the offender for an injunction and for damages. In every one of those cases the attorneys for the defendant, upon an examination of the law, found the manufacturer's rights under such contracts so overwhelmingly supported by the decisions of the courts throughout the country that a successful defense by the offending retailer was hopeless, and the cases were immediately settled upon the company's own terms. The legal righteousness of the plan was thus early vindicated and practically no one concerned could be tempted to revert to the old plan.

It has been suggested that if the manufacturer maintains the minimum retail prices on his goods the retailer will become a mere automaton, just a kind of cash register. As an objection to a plan reasonably calculated to cure the evil of price-cutting, it is so far-fetched that it becomes ridiculous. For my part, I should be willing to become an automaton, or even a cash register, if the plan which made me one, at the same time insured me enough cash to register, and enough profit to run my auto-mechanism and perhaps my automobile. An opposition which can produce no better argument than the one we have just considered confesses its own weakness and invites defeat.

ASSOCIATION NEWS.

Helena, Mont.

At the last meeting of the Helena (Mont.) Retail Grocers' Association, the following resolutions were passed:—

Resolved, That owing to the advance in the wholesale price of groceries, and the insistence of prompt settlement by the jobbers, we are compelled to place our credits on a strictly thirty-day basis, and after April 1, 1908, no balances will be carried by us.

Resolved, That owing to the small profits now being made in our line, the practice of giving presents upon the payment of a bill will be discontinued.

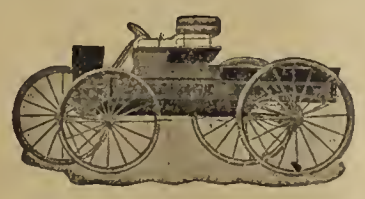
Portland, Ore.

At the last meeting of the Portland (Ore.) Retail Grocers' Association, the following resolution was adopted:—

Resolved, That it be the sense of this meeting that the present weight of oat packages of two pounds be adhered to by local manufacturers, and that every member of the association do his utmost to sell local goods to the exclusion of the Eastern product.

This was inspired by the statement that a large Eastern manufacturer of rolled oats had recently reduced the size of his package.

All the cucumbers on the market are from Florida, except a few from Georgia and Charleston, and range from $1 to $1.25. The Charleston cues average $1.50 and show up a little better than the Floridas. There are too many cucumbers on the market and the demand is slow.



Not an Experiment

Do you feel as if it would be risky and reckless to give up your delivery team for a **Lindsley Car?**

So it would if you were taking a leap in the dark. But when it is an established fact that the **Lindsley Car** will do more than three teams—it will carry 1,500 pounds 30 miles on a gallon of gasoline—then the recklessness lies in *not* giving up the team.

Particularly when the car costs so much less to keep than the team. Less to feed, less to drive, less to keep healthy.

Let's have a little correspondence about this.

Write

J. V. LINDSLEY & CO.
Suite 1112 Monadnock Bldg., Chicago

TIN CANS

Get Our No. 4

A copy of our Catalogue No. 4 will help you to decide a lot of questions.

It is called "Grocers' Tinware," and contains photographic descriptions of everything in the line of tinware that a grocer can possibly use. A price-list comes separate. Having them both saves a lot of correspondence.

First write us for the catalogue and then order from your jobber. Always remember to specify

"American" Goods

They are as good as the name always.

AMERICAN CAN COMPANY
NEW YORK CHICAGO
SAN FRANCISCO

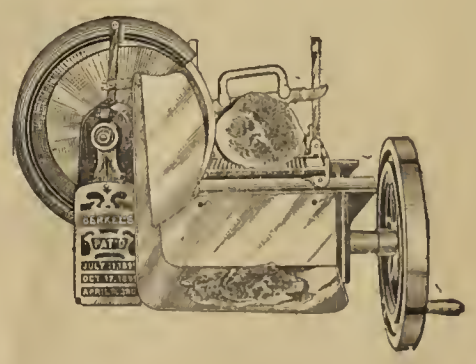
PAILS BOXES

WHICH ARE YOU DOING?

Some merchants spend all their spare time and energy gathering in new trade at the expense of the other fellows.

Other merchants spend all their spare time and energy—and then some—endeavoring to recover some of the trade that the other fellow—up-to-date and progressive—has taken away from them.

Which has the best of it?



The American Slicing Machine

will get for you all the sliced meat trade of your locality.

People will come to you from a distance for even, uniform, appetizing, just-right slices.

People who buy sliced meats will develop into steady customers on other things as well.

You make a better profit on each sale, with less trouble.

Catalogue and full particulars free to anyone interested.

American Slicing Machine Co.
54 Fifth Avenue, Chicago

SOME OF OUR SEASONABLE GOODS ARE

Hammocks **Lawn Mowers**

Cherry Seeders **Refrigerators**

Ice Cream Freezers

We have lowest priees on all. Let us sell you *now*.

JAMES M. VANCE & CO.
Hardware Jobbers
211 and 213 Market St., Philadelphia



WOODCOCK MACARONI

is not just dough with holes in it. It has a fine, rich flavor that keeps people coming for more and beats the best imported as a seller. Your best customers will thank you for starting them on it and we will give you a good profit.

WOODCOCK MACARONI CO., Rochester, N. Y.



Do You Realize

that you can make an average profit of 25 per cent. by selling

PAW-NEE OATS

Positively the highest grade rolled oats on the market to-day that is sold at a popular price.
Made from high-grade White Oats and sold to you at a price that is *right*, so that you can sell at "popular prices"—and *we* don't *dictate* your *price* to the consumer—we leave that to your judgment.
Better order now



THE GROCERY MARKETS

Tea.

The tea market shows no change whatever since a week ago. The demand is fair, without quotable change in the price of any grade. The new season for all teas is approaching, and holders of old teas are desirous of cleaning up before new teas arrive. Stocks this year, however, especially low and high grades, are much smaller than usual, and for that reason this year is not seeing as many bargains about as usual.

Coffee.

The Brazil coffee market shows no change for the week. Early in the week the syndicate controlling the valorization coffees pushed up the price of options 15 points, but left actual Rio and Santos unchanged. Later on an unconfirmed report that some syndicate coffee had been sold abroad, the market reacted. There has been no change in actual Rio or Santos coffee, and the demand for both is from hand to mouth. Mild grades are very firm and show an upward tendency. Some grades, notably Venezuelas, have advanced ¼ to ½ cent during the week. Javas and Mochas are unchanged and steady.

Sugar.

The sugar market is weak and were this any other time of year refined would almost certainly decline. Raws sold at ⅛ decline during the week and the situation seems temporarily quite soft. The fact that stocks of raws are unquestionably short of last year, however, would indicate that the weakness can be only temporary. Nevertheless it is so marked at the present time that it is not unlikely that the market may decline 10 points. The demand for refined sugar is slow.

—

Late in the week the refined market nominally declined 10 points, but as the refiners had been selling at the reduced price right along, the decline is of small moment.

Syrup and Molasses.

The corn market is high and firm, but glucose shows no change whatever. The fact is that glucose has for some time been high enough to allow for several advances in corn. Compound syrup is dull and unchanged. Sugar syrup is in some demand for mixing at unchanged prices. Molasses of all grades is unchanged and dull.

Fish.

The fish market is practically unchanged. The demand for mackerel is decidedly better than it was, and all grades maintain about unchanged prices. Cod, hake and haddock are unchanged and dull. Domestic sardines are unchanged, no new prices having yet been made by any packer. The demand is light. Imported sardines are unchanged and light. Salmon is unchanged in price and in very moderate demand, this applying to all grades.

Canned Goods.

Spot tomatoes are in good demand at unchanged prices. Futures are dull at the same prices which have ruled for several weeks. Corn is dull and unchanged in all grades. Possibly the market is slightly firmer, but without quotable change in any grade. Peas are weak and very dull. The outlook for the coming crop, with the exception of the Southern grades, is not particularly promising, by reason of the lateness of the season and the wet weather North and West. Prices on spot or future, however, show no effect of this as yet. Peaches are unchanged and very much demoralized, holders now, as future prices have been named, being anxious to clean up at any price in reason. New prices have been named by some packers on a basis of $1.05 for seconds yellows in a large way. This is 15 to 20 cents above a normal price, but about 70 cents below the price reached last season. Apples are also very weak, sales of New York State gallons having been made during the week at $1.85, against $3.50 last fall. The line of small Baltimore canned goods is unchanged and in light demand. California canned goods are quiet at ruling prices.

Dried Fruits.

Prunes are unchanged. The market on the coast is much firmer than anywhere else. On spot they are asking around 3½-cent basis out there, and for futures 3¾ cents. In the East goods can be bought on spot at 2½ to 2¾ cents. The demand, however, is not brisk. Peaches are quiet on spot, but are selling fairly well for future delivery. Apricots can be described in the

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

same way. Many holders believe both future peaches and apricots will be lower. Currants are unchanged and dull. Raisins are weak and very quiet. Apples are dull and weak. Citron for future delivery is moving well, but the spot demand for it, as well as for figs and dates, is light.

Beans and Peas.

Pea beans are still firm at unchanged prices, the demand being fair. Marrows are about 5 cents per bushel higher, on account of scarcity, good demand and sympathy with pea beans. California limas are unchanged and in fair demand. Split peas have advanced 25 cents per barrel, and now command $6.75. The demand is moderate. Other grades of dried peas are firm and unchanged.

Butter.

The receipts of fresh butter have increased during the week. The quality of most of the receipts is showing grass flavor and good keeping qualities. The market early in the week declined 1 cent per pound, but recovered later and now rules unchanged. There is a very good consumptive demand and some speculative demand, and the market is now healthy. If the present weather continues, there is likely to be a good supply of butter at unchanged prices. There is, however, a strong speculative feeling, and if the weather should turn dry the make would shorten and prices would likely advance. The above applies to near-by butter as well as the Western grades.

Cheese.

The cheese market is firm and unchanged. New cheese is still arriving, but it doesn't show much grass flavor, and will not for about two weeks yet. Meanwhile the price will depend on the consumptive demand. There is now a normal movement, and cheese is selling about 10 per cent below a year ago. As soon as new cheese becomes full new grass there will likely be a slight advance. Old cheese is about used up and what is about is bringing a good price.

Eggs.

The egg market is unchanged. The quality of the present receipts is very good, and there is still some speculative demand. There will probably be no change in price during the coming week. The receipts are about normal, and the consumptive demand is good, though the market is 5 per cent. below a year ago.

Provisions.

All cuts of smoked meats are firm and unchanged. The demand is very good for regular, skinback and picnic hams, and the market throughout is healthy. Both pure and compound lard are firm and unchanged. Barrel pork has advanced $1 per barrel. There is a better demand and the producing cost is higher. Dried beef is firm at an advance of 2 cents per pound, owing to scarcity and better demand. Canned meats are unchanged and in fair demand.

Produce.

Pennsylvania potatoes, 80 to 85 cents per bushel; York State, 80 to 90 cents per bushel, demand good; sweet potatoes, $2 to $2.25 per hamper, $1 to $1.25 per basket; seconds, 50 to 60 cents per basket, demand fair; Bermuda onions, $1.25 to $1.35 per bushel crate; Texas, $1.25 to $1.35 per bushel crate; Egyptian, $2.75 to $3 per 2-bushel bag, demand good; spinach, 80 cents to $1 per barrel, demand fair; rhubarb, $1.50 to $2 per 100, demand fair to good; watercress, $1.50 to $2 per 100, demand poor; red and white radishes, $1 to $2 per 100, demand poor; scullions, $1 to $1.25 per 100 bunches, demand good; horseradish, domestic, $2 to $2.50 per barrel; Western, $3 to $4 per barrel, demand fair; salad, $1 to $2.50 per 100 bunches, demand poor; asparagus, 12 to 20 cents per bunch, demand slow.

Green Fruit.

Apples, Baldwins, $2 to $3 per barrel; Spy, $3 to $4 per barrel; Russets, $2.50 to $3 per barrel, demand fair; pineapples, $1.25 to $2.50 per box, demand fair; grapefruit, $2.50 to $6 per box, demand good; lemons, $2.25 to $2.75 per box, demand poor; Florida oranges, $3 to $3.50 per box, scarce and good demand; California, $3.25 to $4 per box, demand good; bananas, jumbo, $2 to $2.50 per bunch; firsts, $1.50 to $1.75 per bunch; 8-hands, $1 to $1.35 per bunch; 7-hands, 75 to 90 cents per bunch; 6-hands, 50 to 65 cents per bunch; red, $1.50 to $3 per bunch, demand fair.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7½ cents per pound; roasted, choice, $1.15 per bushel; fancy, $1.50 per bushel; jumbo, $1.65 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12½ cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Coffee.

The falling off in the receipts at Rio and Santos, referred to by us, has become more accentuated since our last report, so much so that they are now running on a smaller scale than two years ago. We reiterate that we firmly believe the current crop will prove to be rather under than over 10,500,000 bags for both Rio and Santos.

As a rule, some new crop coffee reaches shipping ports during the month of June, and we include average receipts of new crop during that month, in making up our estimate. The next crop, however, appears to be late in ripening. Furthermore, rains which set in (in the coffee-growing districts in the State of Sao Paulo) about two weeks ago, and continued for some time, have retarded picking and drying, so that the Santos crop will very likely be later than usual, in which case the June receipts may be as much as 250,000 bags below the average receipts for that month.

The valorization people, who control the larger part of the existing visible supply in consuming markets, are well aware of the advantage which their position would gain through a delay in marketing the coming crop. They have recently put their shoulders to the wheel again to establish a higher level of price. In order to succeed in these efforts the purchase of only a moderate quantity of Rio coffees was required, and whilst Rio coffees are not generally wanted by the trade, the effect of relieving the market of the few lots that were pressing for sale was immediately felt and resulted in an advance of the price. The trade in Europe and the United States has shown considerable reluctance for some time past in taking up Rios, but there are signs of their gradually getting into favor again. The difference in price between Rio and Santos (now amounting to 1 to 1½ cents per pound) will eventually force those who want a cheap coffee to pay attention to Rios, despite the fact that their flavor in the cup is obnoxious to many consumers.

This so-called Rio flavor has been found to exist in a good many parcels of coffee shipped here from Santos this year, and we must say that it is less pronounced in old crop high-grade Rios, of which there is quite a fair stock in warehouses here. These latter coffees deserve attention for their intrinsic worth, and will fill the wants for a real good article at a moderate price.

Consumption of Brazil coffee keeps up to its record figures, having amounted to 11,300,000 bags during the ten months of July to April, inclusive, and promising to reach 13,500,000 bags during the crop year, as compared with 13,000,000 bags the previous year and 12,000,000 bags two years ago.

The existing world's visible supply of Brazil coffee was on the 1st inst. 13,560,000 bags, of which the Government owns 7,780,000 bags, leaving available for the trade 5,780,000 bags, of which 1,350,000 bags were then in Brazilian shipping ports.

The size of the 1908-09 Rio and Santos crop depends to some extent on the hulling outturn, i. e., on the weight of the bean per measure of cherries. We get reports regarding this outturn, as a rule, during the month of June.

Our advance information, however, is to the effect that the Santos crop will not exceed 9,000,000, nor that of Rio 3,000,000 bags.

The Sao Paulo Government's estimate of the Santos crop is 8,000,000 to 8,500,000 bags. The Rio planters' estimate of the Rio crop is 2,500,000 bags. But the interests these parties have at stake in circulating small crop ideas prevent us from accepting their estimates at face value.

Nevertheless, we are reasonably certain that the coming Brazil crop will be at least 1,000,000 to 1,500,000 bags smaller than the world requires for consumption.

As long as the crops are less than the world consumes, we can see no danger to the market, but should we have an excessive crop again, which may happen in a year or two, or even later than that, then it will be time to look out for breakers. On the other hand, the advance in the price is limited to that at which the Government is willing to supply the trade.

The arrivals of mild coffees in Europe and the United States since January 1st are somewhat in excess of those of recent years during the same period, despite reports from the best sources that these crops are ½ to ¾ million bags smaller than they were of late years. These larger arrivals cause us to doubt the correctness of the small crop estimates heretofore prevalent, although there are good reasons for the rapid marketing of these crops to be found in the fact that consuming markets were virtually bare of supplies and were therefore eager to buy new crop coffees as soon as they became available. We learn, in fact, from several small Central American States, that their total crop has already been shipped out. If this is correct, then the into-sight movement of these kinds will be unsually small during the next eight months.

HENRY NORDLINGER & CO.
New York, N. Y.

—

Baltimore Canned Goods.

The first picking of the Bahama pineapples arrived last Monday and the quality is all that can be desired. For the next three or four weeks every pineapple canner will be at work full blast and the recent improvement in the demand is encouraging. Strawberries and peas will be sufficiently plentiful in the next week or so to commence canning, and there is a fair demand for them. The outlook for all crops of fruits, berries, cherries, peaches, excepting pears, and all early vegetables, is considered to be excellent. The unseasonable weather of the previous three weeks was followed this week by ideal weather for the growing crops. The peach crop will be the largest we have had in several years, and the jobbers are showing increased interest in them.

There was, by far, larger buying of both spot and future tomatoes this week than at any time since the first of the year, and the market shows unmistakable signs of increased activity from now on in both spot and futures. There are some good trades in them offered here and intending buyers would do well, we believe, to look them up now. Watch the corn market also, especially for future delivery. The present indications point toward some improvement in that article by-and-by. There was some good buying of it this week.

Outside of tomatoes and corn, the character of the buying has not changed, excepting that the small orders for assorted goods are gradually increasing in size, if not in number, and they cover nearly every article in the list. It is the usual spring buying, but on a very reduced scale.

THOS. J. MEEHAN & CO.
Baltimore, Md.

—

Spices.

We can report an active market during the week and prices are firmer throughout the list. Stocks are unusually small.

Pepper.—Futures are much firmer. Spot sales are quite satisfactory at steady prices. It is estimated that the Lampong and Java crop is about 170,000 bags. This is somewhat more than the average total crops will be and there is no question but that the consumption of peppers will be increasing.

Cayennes rather quiet and unchanged in price.

Cloves are very steady and in good demand, which will increase over the next three months.

Pimento (Allspice) is firmer in price; demand good, and Europe has bought heavily. Prices are unquestionably firmer, with upward tendency.

Mace is unchanged in price. Good grades are scarce and firm.

Nutmegs.—Very active for spots as well as futures. Prices continue low and the present is strictly a buyer's market.

Cassias.—Saigon and China Bark are unchanged. Batavia is scarce and the tendency appears upward.

Gingers.—The demand is increasing and prices are safe.

Seeds.—Celery and Mustard are in demand for pickling. Prices throughout the list are unchanged. Caraway continues very firm.

MCCORMICK & CO., INC.
Baltimore, Md.

MARKET NOTES.

Asparagus is mostly coming from New Jersey, and ranges from 10 to 20 cents per bunch. Fine Pennsylvania asparagus is coming along now, and ranges from 18 to 30 cents. The demand is active, though the receipts are heavy.

—

The first huckleberries are in from North Carolina and average 12 cents per quart. North Carolina huckleberries average 15 cents. The quality was only fair and the demand limited.

—

Florida is still shipping all the tomatoes on the market. The range is $2.75 to $3. The quality is good and so is the demand.

—

A few watermelons are coming forward from Florida and average $1 per melon. The fruit are of small size and the demand is good.

—

Peas of good quality are coming forward from the Eastern Shore of Maryland and range from $1 to $1.50. The demand is good.

—

Good string beans are scarce. The first North Carolina beans are coming in and bring $3.50 per crate. South Carolina beans are running poor and run from $1.25 to $1.50. Many of them don't bring over 75 cents to $1.

—

The first Florida corn is coming forward and averages $2 per case. The quality is poor and the demand light.

—

North Carolina cabbage ranges from $1 to $1.25 per crate and Norfolk $1.25 to $1.35 per barrel. The demand is fair.

—

Good new potatoes are scarce and command $4.50 per barrel. The receipts are mostly from Georgia and Charleston.

—

Commission men who have been watching the fruit situation predict now the biggest crop of peaches in the history of the State of Georgia. While the weather has hurt the fruit slightly in some sections, as in the valley lands of North Georgia, the damage has been comparatively small and large numbers of new trees have come into bearing this year to add to the crop. There is no reason to believe now that there will be any further danger from the weather, and with good conditions prevailing until the fruit ripens, commission men say that Georgia should easily ship 6,000 carloads, an amount of fruit which will be worth approximately $2,000,000. Last year the total shipments were but little over 1,000 carloads. If Georgia ships 6,000 carloads of peaches this year it will be a record breaking crop. The record heretofore is but little more than 5,000 cars. As a result of the heavy crop, commission men are predicting low-priced fruit this season. The best peaches, which sold at $2 to $2.50 a crate last year, will, it is expected, sell for $1.25 this year, and at times even lower than that.

Dried Fruit Controversy Still On.

Jobbers Still Refuse to Accept Dried Fruit Association's Contract, and the Association Shows No Disposition to Modify It.

There has up to this time been no settlement of the controversy between the Dried Fruit Association of California, comprising all the large dried fruit packers of the coast, and the wholesale grocers of the United States. The association still persists that jobbers who buy future dried fruit must sign the exceedingly drastic and one-sided contract which was recently adopted by the association and the text of which recently appeared in this journal. On the other hand, all but a very few jobbers have refused up to this time to do this, and the result has been extremely small sales of dried fruit futures up to this time. The Philadelphia Grocers' and Importers' Exchange has appointed a committee to hold the Philadelphia trade firm, and they have had considerable success up to this time. The New York jobbing trade, barring a few jobbers on the East Side who can never be depended on for anything, is solidly against the proposed contract.

Up to this time there has been practically no disposition to compromise on either side. The Dried Fruit Association refuses to modify its contract, and the National Wholesale Grocers' Association, representing the jobbers, has not suggested any agreement to take the place of the one rejected. The jobbers seem to be feeling rather comfortable over the situation, being content to let the packers carry the stocks instead of themselves.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Mount Kisco, N. Y., May 11, 1908.
Editor "Science of Advertising."

Dear Sir:—For a number of seasons we have been getting out a booklet similar to the inclosed, which is our latest number, and would like to have your opinion on same. Do you consider this a good scheme to land new trade? Our object in distributing these booklets is to get them in the hands of new trade, which we are able to do by keeping in touch with the real estate men and getting the names of parties who are about to, or thinking of, making Mt. Kisco their home, and then mailing this booklet to their out-of-town address.

We think this to be an original scheme and would like to know your candid opinion of same.

Your reply will be appreciated.

Yours very truly,
A. L. BANKS & SON.
Per V. G. B.

P. S.—We also mail each new issue to every customer we have, thinking this good policy.

The booklet inclosed with this had eight pages and cover, 4¾ x 6 inches. The printer had used good paper and the little book presented quite a good appearance. Here is the cover reproduced natural size:—



The matter which appears in the pamphlet is reproduced in full, not to show the style in which it appears in the book, but simply to reproduce its text. I have had one page photographed to show the style of printing:—

PRICE LIST. WE ISSUE NONE.


CATHOLIC CHURCH.

BECAUSE, we cannot in full and do justice to our patrons and ourselves. A constantly changing market prevents us from doing this; but we are always willing to quote prices on request. Customers are thus, at all times, assured of lowest market rates on all goods.

Remember in comparing prices, quality must be compared also.

We ask no favors. All we ask is comparison. We make no claims that we are unwilling to have settled by the test of results.

Anyone can make big claims, on paper: but you do not have to take our word for it, for the test of our claims is easy, sure and simple. On the basis of thorough comparison, we are pleased to have our goods placed alongside those of any other firm in the field.

QUOTING LOW PRICES ONLY, AS AN INDUCEMENT FOR TRADE, IS AN INSULT TO INTELLIGENT BUYERS.

Here is the matter verbatim:—

ABOUT MOUNT KISCO.

Less than thirty-seven miles from New York City, with a mean elevation of over 500 feet and surrounded by the highest peaks in Westchester County, it offers a variety of scenery seldom equaled. With the many beautiful drives, the clear streams, the rugged hills and fertile valleys, presenting a never changing panorama, finds one always in pleasant places.

Mount Kisco offers you all the comforts of the city, with electric lights, an enlarged water works system, five churches, a modern free library progressively managed, well-kept walks and drives and strictly up-to-date stores.

Washington tarried here to eat. People still eat well in Mount Kisco and enjoy their living by patronizing "THE LEADING FAMILY GROCERY."

"GUARD HILL," one of our highest mountains, receives its name, it is said, from Washington posting a company of soldiers there to guard against surprise by the British troops, and also to protect his historic retreat.

Like sentinels, the surrounding mountains watch over our charming village; and when the shadows lengthen, the sunlight may still be seen shining on their lofty summits. Likewise they give us warning of the approach of day.

BEAUTIFUL FOR SITUATION, the pride of Westchester County, and peopled by all that is desired.

MOUNT KISCO WELCOMES YOU TO SHARE WITH HER.

"THE NEWCOMER."

WE WOULD GAIN YOUR CONFIDENCE.

Twenty-five years of experience and our reputation for fair dealings, we feel, should count greatly in establishing the same.

With the broadest guarantee, "All goods as represented or your money refunded," we ask your patronage.

Our discount of 10 cents per dozen, of course, makes it to your advantage to purchase in quantities. This applies to straight goods of one-half dozen and over. (By straight goods, we mean an article of a single brand and variety.) We should greatly appreciate a trial order.

PERMANENT SUCCESS IS RARELY ACHIEVED BY ACCIDENT.
Arthur W. Little.

AFTER MANY SUCCESSFUL SEASONS, we approach you with confidence; confident that we have the goods and also that we can please you.

We solicit your patronage as the leading firm in the field; priding ourselves in offering to the public a line of goods that must meet with your approval.

Not by blowing horns or sounding trumpets are we gaining the attention of the intelligent buyer, but consistent prices and unequaled qualities, coupled with plain common sense in merchandising, is winning for us a standing for which we are proud.

TO OUR MANY FAITHFUL FRIENDS AND PATRONS WE EXTEND OUR THANKS

For your loyal support in the past, for the good words you have spoken of us, and also for all just criticism you have offered, all of which has greatly assisted us in perfecting our service.

This little booklet we present to you, trusting you may grant us the few moments required to read its pages. Herein we have tried to explain our reasons for being unlike other stores. Our aim is not to pattern after, but to lead, and now at the beginning of our Twenty-fifth Year, we are firmly established, "THANKS TO YOU," as

THE LEADING FAMILY GROCERS
of Mount Kisco, N. Y.

PRICE LIST. WE ISSUE NONE.

BECAUSE, we cannot in full and do justice to our patrons and ourselves. A constantly changing market prevents us from doing this; but we are always willing to quote prices on request. Customers are thus, at all times, assured of lowest market rates on all goods.

Remember in comparing prices, quality must be compared also.

We ask no favors. All we ask is comparison. We make no claims that we are unwilling to have settled by the test of results.

Any one can make big claims, on paper; but you do not have to take our word for it, for the test of our claims is easy, sure and simple. On the basis of thorough comparison, we are pleased to have our goods placed alongside those of any other firm in the field.

QUOTING LOW PRICES ONLY, AS AN INDUCEMENT FOR TRADE, IS AN INSULT TO INTELLIGENT BUYERS.

CHEAP GOODS.

OUR STAND ON THIS PROBLEM.

There are many goods while comparatively low in price, possess much merit. We make a specialty of this class of goods; but in no instance fall below that price where merit ceases. We will not handle trash.

"QUALITY IS OUR WATCHWORD." Price for price, our values are the best. To all classes of trade we offer full value for every cent expended. Small or large orders receive equal attention here.

WE OFFER NO BAITS, but sell you everything on the right basis, instead of on scattering items only.

A REPUTATION OF A QUARTER OF A CENTURY, WE CANNOT JEOPARDIZE BY CHEAP MERCHANDISING.

WE CATER TO AN INTELLIGENT TRADE ONLY.

WE THANK YOU if you have read with us so far. We ask for only a little more indulgence and we will rest our case. The several illustrations in this little booklet we have added with the hope of pleasing you. If we have succeeded we would be pleased to furnish extra copies and envelopes for mailing same, providing you desire to mail them to your friends.

TELEPHONES.

"THE MORNING SHOPPER GETS THE CREAM."

SEND YOUR ORDER EARLY. We most earnestly urge you to do this, not only that you may have the choice, if any, but that we may give you better service.

Telephone before nine, if you can. (We know we can serve you better if you do.) But you who can telephone, do so at any time and we will do our part.

NEW TELEPHONES. Double service until noon. You should have perfect service. Our installation is new; if your call is delayed, please report to us at once. When in town you are invited to use our phone.

LONG DISTANCE PAY STATION ON THE PREMISES. Privacy assured by sound-proof booth.

FRUITS AND VEGETABLES.

"We do not leave you in the lurch."

ALL THE YEAR ROUND we offer you the finest to be obtained. We appreciate this trade and make every effort to supply you with the choicest goods. Not depending on this branch only for an income, claim we are in a position to offer the finest products at most reasonable prices.

We can afford to offer but one quality, and that is the best.

"THOUGHTS OF THE HIGHEST QUALITY LEAD YOU HERE."

LASTLY.

We take the risk, you get a certainty.

In your dealing with us, we have but one aim, "To make you a permanent customer." Hence our guar-



WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

antee—All goods as represented, or your money refunded.

Again thanking you for the interest shown, we are,

Most respectfuly yours,
A. L. Banks & Son.

* * *

This in my judgment is a very clever scheme. Take persons who are, as Banks & Son say in their letter, thinking of moving to Mt. Kisco. They have looked the place up and have gotten all the information concerning it that they can possibly get. As is the case with all persons whose faces are set toward a new home, their minds are peculiarly receptive to all information concerning it. When this little booklet reaches them they are pretty sure to read it, and to remember the firm who sent it. The only question that comes to my mind is whether the field is very large. I have no idea how many people move into Mt. Kisco in the course of a year, but if it is the average country town, there might not be more than the merest handful in a year. The point of this is that this is rather an expensive pamphlet to get printed up to send to half a dozen people a year. I don't think a great deal of sending it to people who already live in the town.

* * *

I believe that this plan can be carried out much more tastefully, however. In the first place I should never have had it set in italic. A solid page of italic is an exasperating thing to read. Here and there through the booklet little photographs of the town appear, and this is a very pretty feature. The typographical arrangement, however, could be much improved by the use of Roman, that is, non-italic type, and by putting a delicate border about each page. To give an idea, I have had page 1 reproduced, exactly as in the original, and then reset according to my own ideas:—

About Mount Kisco.

LESS than thirty-seven miles from New York City with a mean elevation of over 500 feet and surrounded by the highest peaks in Westchester County, it offers a variety of scenery seldom equaled. With the many beautiful drives, the clear streams, the rugged hills and fertile valleys, presenting a never changing panorama, finds one always in pleasant places.

Mount Kisco offers you all the comforts of the city, with electric lights, an enlarged water works system, fine churches, a modern free library progressively managed, well-kept walks and drives and strictly up-to-date stores.

—:o:—

Washington tarried here to eat. People still eat well in Mount Kisco and enjoy their living by patronizing "THE LEADING FAMILY GROCERY."

—:o:—

"GUARD IIILL," one of our highest mountains, receives its name, it is said, from Washington posting a company of soldiers there to guard against surprise by the British Troops and also to protect his historic retreat.

About Mount Kisco.

LESS than thirty-seven miles from New York City with a mean elevation of over 500 feet and surrounded by the highest peaks in Westchester County, it offers a variety of scenery seldom equaled. With the many beautiful drives, the clear streams, the rugged hills and fertile valleys presenting a never changing panorama, finds one always in pleasant places.

Mount Kisco offers you all the comforts of the city, with electric lights, an enlarged water-works system, five churches, a modern free library progressively managed, well-kept walks and drives and strictly up-to-date stores.

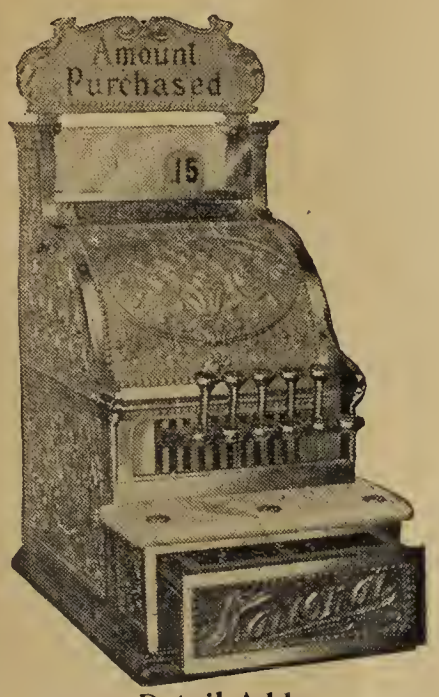
Washington tarried here to eat. People still eat well in Mount Kisco and enjoy their living by patronizing "THE LEADING FAMILY GROCERY."

"GUARD HILL," one of our highest mountains, receives its name, it is said, from Washington posting a company of soldiers there to guard against surprise by the British Troops, and also to protect his historic retreat.

Following this general plan would have greatly improved the elegance of this booklet.

* * *

I think the matter in this booklet can also be improved. There is too much of it, and it reiterates too much. I should not mix the data regarding the town with the advertising for the store. There should be a few pages in the beginning devoted to exploiting the town, its historic interest, its beauties, and everything interesting about it that can be condensed into a small space. All the pictures of local features need not go in these pages, but can be scattered through the book. After I had finished with the town, I should print a page or two about the store. A page would probably be enough to well say all that has been drawn out into two or three times that in the book before me. The matter regarding the store is much too verbose. There should also be a photograph of the store, taken from the angle that will give it the best appearance.



Detail Adder
Protects Your Cash

All Over the World

in large stores, in small stores, department stores, in candy stands—no matter what size or what is sold

National Cash Registers

have proved their worth by increasing profits.

Storekeepers from Alaska to Cape Horn are using National Cash Registers and would not be without them.

More than 600,000 of the most progressive storekeepers in the world agree that National Cash Registers are

Profitable Investments

You *must* be convinced that such a conclusion is correct. You can learn exactly how a National Cash Register, suited to your particular business, will make money for you as it has done for thousands of other merchants.



Total Adder. Money Saver

Prints amount of every sale and shows who made it. Gives separate record of "charge sales," "money paid out," and "money received on account."



1908 Model. Money Maker

This new model is the most complete register ever manufactured. It is equipped with a time printer to print the time of day every sale is made. It can also be used for recording the time of arrival and departure of clerks.
It also has an autographic attachment which is very valuable in making records of goods wanted or articles called for that are not carried in stock.

WRITE US TO-DAY

It will cost you one cent, and not obligate you in any way, to find out how you can increase your profits and your business. We make more than 200 different styles and sizes—price $15.00 and up—easy terms if you wish.

If you have a Cash Register and want to trade it in for a later model, or a larger one, write for LIBERAL EXCHANGE offer.
We buy and sell Cash Registers of all makes.

Our Great Guarantee

We guarantee to furnish a better Cash Register for less money than any concern in the World.

The National Cash Register Co.

Dayton, Ohio

U. S. A.

Fill Out and Mail This To-day

(1)

The National Cash Register Co.
DAYTON, O., U.S.A.

I would like to know how a National Cash Register can increase my profits and do the other things you say it will. Sending this coupon places me under no obligation to buy.

Name.....
Business.....
Street.....
City..... State.....
No. of Clerks.....

SHOW THESE ONCE!

Anker's Bouillon Capsules



If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Oakdale Pretzels
Are What You Want

¶ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

¶ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

¶ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.

There is No Speculation in This!

The *Pure Food Beef Company* of Philadelphia are selling some of their capital stock at *One Dollar a Share* to obtain money to open more stores quickly. The sooner they have a full complement open the sooner will they be able to pay the dividends that chain stores pay —about *thirty-five* per cent.

The Company have now in successful operation *Eight* meat stores, located at

2112 Ridge Avenue,
2431 Ridge Avenue,
4205 Haverford Avenue,
3508 Haverford Avenue,
2022 Montgomery Avenue,
726 North 44th Street,
12 North 52nd Street,
2416 Brown Street.

The officers of the Company are practical meat men, well and favorably known to the trade and there is no doubt but that they will be able to do as they claim. They invite the fullest investigation and will gladly furnish full particulars.

Pure Food Beef Co.
2112 Ridge Avenue, Philadelphia
A. L. HANWAY, Pres.

CHIPMAN & WILLS BROOM CO.
Manufacturers of High-class Brooms
5 Granite St. Philadelphia

Every CHIPMAN broom means the best material, put together in the best way, by the best workmen, with the best machinery, and sold at the lowest price.

What the sterling mark means on silver "Chipman's" means on a broom—just perfection, that's all.



SPECIAL OFFER for two weeks—A 25c. broom, the best 25c. broom ever offered, made by our best mechanics, 3-sewed popular size, good quality, price, $2.25 per dozen. We manufacture 30 different styles of brooms.

Send for price list and learn about our good brooms.

How a Dozen Retailers Changed from Credit to Cash

Extracts from Active Experiences of Merchants Who have Put Their Business on a Cash Basis.

[The following summarized description of Methods of Retail Merchants who have changed their business from a credit to a cash business, have been collected by Butler Bros., who keep in close touch with the retail business.]

This may be called a change to a gradual cash basis. Following is an extract from a letter which a certain merchant mailed to his trade: "I propose to cater more to the cash trade than in the past. On all cash sales of $1 or more at one time I will pay in cash (10) ten per cent. rebate to the purchaser, excepting on sugar, flour, tobacco, nails, kerosene and barbed wire. No rebates on sums less than $1. It is not my intention to entirely suspend selling on credit, but it is my intention and wish to cut down the credit sales to a minimum. Cash means cash when the goods are delivered, and not to-morrow or any other day."

* * *

Following is a self-explanatory quotation from a letter used by a retailer in gradually changing to the cash basis: "As an evidence of our intention to secure more business, and as an extra inducement for all cash buyers to favor us with their patronage, we will agree to furnish each of our cash customers, absolutely free of charge, a complete set of handsomely decorated, hand-painted dishes. The set consists of cups and saucers, pie plates, dinner plates, sugar bowls, platters, bakers, pitchers, bread plates, etc. We attach to this letter a coupon representing purchases amounting to $1. Return this coupon to our store and we will give you a piece of chinaware and explain our plan in detail."

* * *

Here is part of an advertisement used by one merchant that suggests a good mode of procedure for any merchant ready to adopt the cash basis:—

THE CASH SYSTEM.

"On and after March 1st next our terms of business will be:—

"1. We sell for cash only.

"2. We will return the money if our goods are not satisfactory or as advertised.

"3. We will send goods to any amount on approval. Such goods to be returned to us or paid for within three days.

"4. We shall mark all our goods in plain figures with fixed prices from which there will be no reduction; these prices will be marked in red ink on the existing ticket so as to enable purchasers to see the amount reduced.

"These terms give every guarantee and protection to the honest buyer, and they insure us against undue loss. They are successfully applied in retail stores elsewhere, and we feel sure that when they are understood here they will be appreciated; and will still more closely unite us to the people of —— whose patronage we solicit and whose interests we have always endeavored to serve.

"We are most anxious to act in the fairest possible way to those of our retail customers who have taken goods at our old prices. We wish them to profit by the great reductions the cash system will enable us to make in all our prices. We, therefore, will reduce:—

"Ten per cent. from all outstanding accounts paid before 1st of April.

"Five per cent. from all outstanding accounts paid before 1st of May.

"Two and a half per cent. from all outstanding accounts paid before 1st of June.

"But if, notwithstanding our liberal terms, any accounts remain unpaid on the 1st of July they will be handed over to our lawyer for collection without further notice."

* * *

Here is some advice from a merchant who has made a success of the modified cash basis:—

I would advise using some good kind of coupon or pass books in about $2, $5, $10 and $20 sizes.

Occasionally you will be obliged to turn down a slow pay customer who will feel sore and go to your competitor until his bill gets so large

that he is turned down there, then he will come back to you rather than pay up his bill across the street.

When you do issue a pass book for a note, simply record the amount in your sales book and in your indexed bills receivable book and file the note away in an indexed file; and that is all there is to it until the note is paid, when you merely check it off the bill book and give up the note. Never any trouble settling, no wrangling over accounts, and no long itemized statements to render.

* * *

Following is a form of a note that another retail merchant uses in connection with a change to the cash basis:—

$_____

_____ 190

____ days after date _____ promise to pay to the order of _____

_____ dollars.

Value Received.

Interest at ___ per cent. after maturity.

_____

No. _____

* * *

One form of definite credit that is proving successful in a certain case is suggested by the following, which is about the answer the merchant returns to each request for credit:—

Very well, I will give you just what you ask for in the matter of credit, and will make the memorandum right here on the ledger page which will carry your account. But let us understand one thing clearly, right from the start. You are not to ask me for 5 cents more than the amount of credit I have given you, nor are you to ask me for an extension of time. Certainly you can't complain at my making this rule rigid, when I have given you at the beginning all that you have asked for. You have set your own stakes, and cannot reasonably resent it if you are asked to abide by them.

* * *

Here is the experience of an Illinois retail grocer told under date of January 1, 1906, and retold under date of April 3, 1908:—

I quit the credit business December 1, 1903, with $1,800 on my book. I collected $1,000 of it and had to pay 10 per cent. to have some of that collected. I started in a month ahead to notify all my credit customers, collect and shut off, had big signs printed and put up all over store and windows, also advertisements in all the county papers, so when December 1, 1903, came I had my cash store ready to start with a big cut rate sale.

Sold more goods for cash than I had ever sold for cash and credit combined. My first cash year in the same room, same line of goods, gained $6,000 over any cash and credit year, my second cash year, $1,200 over my first cash year.

Any good, pushing, price-making business man can sell more goods for cash than on the cash and credit plan, and he is not checked by the fear of the words, "charge it." I will also say that more goods are not charged than are lost on bad accounts.

A business man will drive more trade away from his store by saying, "Yes, I will credit you," than if he says "No"—on account of the disputes over accounts and by credit to some and not to others, and when people get in debt they go to some other store to trade, for fear they will be asked to pay what they owe.

In the two years I have been in the cash business I have had only twelve people ask me for credit, and four of them were newcomers.

I think the best time to start a cash store is right in the season, rather than after the season is over. And I would start with low prices and not premiums. Premiums are good afterwards when you want more profit.

This spring, when asked to tell how the plan had worked out, this merchant wrote: "I will say in regard to the cash system that I have not cause to regret adopting it. My letter of 1906 still covers the case."

Large Shipment of Flour Seized by Government.

Charge is Misbranding Under Food Law. Ohio Flour Said to Have Been Branded Minnesota. Confiscation Suit Begun Under Federal Food Law.

Special correspondence of "Grocery World."

Washington, D. C.,
May 22, 1908.

Another confiscation suit has been brought in the District of Columbia by the Department of Agriculture, this time against a shipment of flour claimed to be misbranded.

The shipment consisted of 1,440 sacks, and it was all consigned to dealers in the city of Washington. The charge in a nutshell is that the label falsely conveyed the impression that the flour was Minnesota flour. It is said to be an Ohio product.

Agricultural Department Inspector C. A. Mesene states he saw the consignment of flour ground and can testify that Ohio winter wheat was used.

Secretary Wilson's communication to the United States District Attorney, suggesting prosecution, sets forth that the Orville Milling Co., of Orville, Ohio, had sent to F. G. Swain & Son, of this city, 240 bags of flour labeled "Paragon, Minnesota Cream Roller Process. Sales agent, F. G. Swain & Son, Washington, D. C." Also that 1,200 sacks of flour had been sent to the Sanitary Grocery Co. of this city labeled "Cereta High Grade Patent Flour, Sanitary Grocery Co., Washington, D. C." Both shipments, according to the inspector, were made in the same mill in Ohio and of the same kind of wheat.

HOLT.

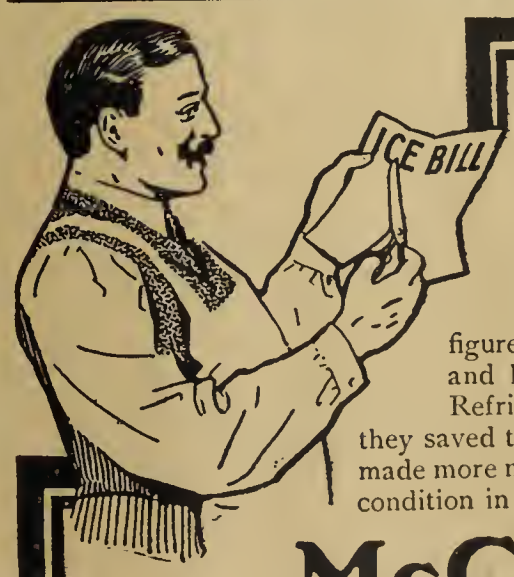
In Advertising

Fels-Naptha soap, there is no "on" or "off" season.

We are always studying and planning publicity. Women are daily telling the good news, making more users.

You, the dealer, can reap the benefit of this by keeping **Fels-Naptha** soap so well stocked that women can always get it promptly.





Cut Down Your Ice Bill

When you buy a McCray Refrigerator you use less ice—and it actually pays for itself. Many grocers have figured it up in dollars and cents, and have found that their McCray Refrigerators cost them nothing—they saved the money on the ice bill and made more money on account of the perfect condition in which their goods were kept.

McCray
Grocer's Refrigerators

have the best system of circulation. They keep everything sweet, free from taint, and absolutely dry. A McCray Refrigerator in your store will attract attention because of its elegant finish, and it will actually sell more goods for you because they will be kept in better condition, and be more tempting to your customers. McCray Refrigerators are made in all sizes for immediate shipment, or built to order, and every refrigerator is absolutely guaranteed.



Write your name and address on a postal—ask for catalog No. 65 for grocers, or No. 58 for meat markets. Don't delay a minute. Do this now before you forget. Every moment's delay means the loss of real money and trade to you.

McCray Refrigerator Co.
714 Mill Street,
Kendallville, Indiana.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Tapioca.

Tapioca, or white sago, as it is sometimes called, is a farinaceous substance derived from the large knotty roots or tubers of two species of South American manioc plants, the bitter cassava and the sweet cassava, known respectively as Manihot utilissima and Manihot aipi, both of the Euphorbimu tribe, which perhaps includes the most venomous botanical growths in nature.

Tapioca is raised chiefly in Brazil, but also extensively in the eastern Straits Settlements, in Penang, Singapore, and in the Mascarine Islands.

The roots resemble large parsnips, and grow to perfection within six months. When washed, peeled of their dark rinds, they are grated into a pulp, which is subjected to pressure in a screw press under water and in a kind of bag made of rushes. The crude juice which is forced out contains a poisonous amount of prussic acid, and this is commonly employed by the Indians to poison the barbs of their murderous arrows and spears. When all the juice or starchy matter has settled to the bottom of the water, it is removed, roasted and stirred well with an iron rod, and finally dried on hot plates, where it separates into a sort of white powder, called tapioca flour, or Brazilian arrowroot, and by the French moussaché. It consists of small irregular transparent granules, some of which burst and agglomerate into lumps.

The fecula or Pearls thus formed are afterwards sifted into several grades of sizes known as small, medium, bullet and flake tapioca. The pulpy mass left in the rush bag, being dried, is called Conaque. This is made into Manioc flour or Cassava bread. Pearl or Bullet tapioca is often imitated or adulterated with pellets made of potato starch. Tapioca itself consists largely of starch; it is not very nutritious; but potato starch is a much cheaper and inferior article.

Tapioca is used in the same way as sago, but requires to be previously steeped for some hours, or to be simmered for a long time. For soups and broth the small crushed tapioca is much better suited than either the bullet, pearl or flake varieties, and should only be added a short time before serving, so as not to spoil its transparency.

—

Thyme.

A dwarf herb of the mint family. One kind is botanically indicated as Thymus vulgaris, and grows wild as a bushy undershrub from six to ten inches high, with very small ovate leaves, which have an agreeable, strong and penetrating odor; but the kind cultivated in gardens is a native of the South of Europe. It loves rich sandy soil in the sun, and is more delicate in perfume than the other. The leaves should be gathered for drying at end of July or in August. It is used, both green and dried, as a warm, pungent, aromatic seasoning for soups, stews, stuffings, sauces and other culinary preparations.

Thyme was formerly burnt as incense by the Greeks. It was also used in cooking by the Romans, and in preparing their aromatic liquors.

"Veribest"
Vienna Sausage

"Veribest"
Corned Beef Hash

The **"Veribest"** line of tinned meat products sells in the four corners of the earth,—North, East, South, West, you mind all folks want **"Veribest"** and no matter what corner you are in you need this line.

ARMOUR AND COMPANY

Here are four leaders. Every one is an article of daily use in many families; a builder of steady, satisfied trade for you.

Purity guaranteed by United States Government Inspection

"Veribest"
Ham Loaf

"Veribest"
Ox Tongue



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Baltimore Fruit Jobbers.

Granville, Pa., May 19, 1908.
Editor "Grocery World."

Dear Sir:—Will you kindly give us the addresses of several wholesale fruit dealers in Baltimore. We want houses that handle fancy fruits.

Yours truly,

* * *.

Baltimore Banana Co., F. Borders' Sons, Dix & Wilkins, Stewart Fruit Co.

* * *

Now Says it Wasn't Kellogg's.

New York, May 19, 1908.
Editor "Grocery World."

Dear Sir:—As I agreed with you yesterday morning, I called at Siegel & Cooper's and found the Corn Flakes referred to was Ma-Zall, a product of the American Cereal Co.—they have never sold Kellogg's Toasted Corn Flakes for 5 cents. We wish you to make this statement in your next issue, that the Kellogg Toasted Corn Flake Co., of Battle Creek, does not sell to Siegel & Cooper or any other retailer direct or indirectly, neither do they connive with any jobber to fill these orders at any other than the regular price—$2.80 per case—and we wish you to understand that this firm is fair and honorable in its dealings.

E. W. Murphy,
Sales Agent.

* * *

Flat Iron Shoe.

Editor "Grocery World."

Dear Sir:—Would like you to let me know in as early an issue of your paper as possible where I can buy wholesale a flat iron shoe made out of aluminum or nickel. Retails at from 50 to 60 cents. They are on sale here by peddlers and I would like to procure some.

Yours truly,

J. J. B.

Write the Enterprise Mfg. Co., Third and Dauphin streets, Phila.

* * *

Addresses of Paper Mills.

Northampton, Pa., May 4, 1908.
Editor "Grocery World."

Dear Sir:—Could you favor me with the addresses of several paper mills located somewhere near the central part of the State?

Thanking you in advance, I remain,

Yours truly,
E. A. Day.

New York and Pennsylvania Co., Lock Haven, Pa., and Williamsport Paper Co., Williamsport, Pa.

* * *

Buyers of Pulp Wood.

Northampton, Pa.,
May 18, 1908.
Editor "Grocery World."

Dear Sir:—Will you please publish some addresses of buyers of pulp wood for paper making, and oblige,

Yours truly,
E. A. Day.

Pulp Wood Co. and Dill & Collins, both Philadelphia, and Moorehouse Paper Co., Bridesburg, Philadelphia, Pa.

* * *

Grocers' Fixtures.

St. John, N. B., May 15, 1908.
Editor "Grocery World."

Dear Sir:—Can you give me the name or names of firms who make or deal in grocers' fixtures and utensils, such, for instance, as meat slicers and articles of such

The "Premium" Brand on Ham



WE must make **EVERY** ham that bears "**SWIFT'S PREMIUM**" brand give satisfaction, or the brand would cease to mean anything.

And you should have that ham if you want to satisfy your trade and build up a good ham business.

SWIFT'S PREMIUM HAMS are always tender, deliciously flavored, properly cured. What we tell you about them you can tell your customers with confidence.

PREMIUM HAMS we keep well advertised, and that makes it easy for you to sell them.

Swift & Company, U. S. A.

You Can Have the Best Corn Flake Business in Town



Grocers find **Corn Flakes** becoming as staple and important as teas and coffees. Such business is worth having and the way to get it right is by selling

Malta-Vita
CORN FLAKES

They are the most crisp and tasty corn flake on the market and the biggest boxful for a dime. They make the best selling proposition for you because the best value for your customers.

UNIVERSAL COUPONS IN EVERY CASE

Malta Vita Pure Food Company, Battle Creek, Mich.

E. C. HARDING & CO., Philadelphia Representatives

convenience about a grocery store? Thanking you in advance.

Yours truly,
H. S. Scott.

Write the Enterprise Manufacturing Co., Third and Dauphin streets, Philadelphia, Pa., for meat slicers, choppers and articles of that description. The Walker Patent Pivoted Bin Co., 18 to 24 South Seventh street; Henry Troemner, 911 Arch street; Miller & England, 7012 Woodland avenue, all Philadelphia, will furnish catalogues of other grocers' fixtures.

* * *

Process Butter and Other Questions.

Troy, N. Y., May 18, 1908.

Editor "Grocery World."

Dear Sir:—We desire to ask a question or two, believing that your advice will be valuable and conclusive.

There is considerable unrest among the trade here in regard to the enforcement of the law covering process butter. We understand that certain grocers have been held up and fined for not stamping cut packages of process butter.

We would like to know just what the law was on the subject.

Does it compel the stamping of each cut of butter, or is the stamp on the original package and a sign sufficient?

What is your opinion as to the utility and expediency of the new mechanical systems of bookkeeping, of which the McCaskey is a type?

It seems to us that, while possessing many valuable features, that of always presenting a posted up account being especially good, its saving in time and bookkeeping is more apparent than real, the time being used a minute or so at a time a hundred times a day. Then it violates the modern law of specialization, making each clerk his own bookkeeper, which must be at a sacrifice of efficiency and take longer.

On the order routes the system seems totally unsuited; it destroys the cohesion and connection between the orders gotten on each trip and breaks them up into individual accounts. When a lot of orders is put on the register it is almost as much out of our reach, as a whole, for inspection and correction, as though it were in Panama.

As to the alleged impossibility of mistake, it seems to us that if an error occurs against the customer she will be sure to bring back bill for correction, but if the error is in her favor there is no such surety.

When account is paid charge slip is destroyed. There should be some record that it is paid. It would be the easiest thing in the world for anyone having access to register to remove charge slip and destroy it, and the whole system appears to lie in every one in the establishment using the register.

Yours truly,
Bowman & Rowley.

Under the law and the regulations it is not enough for a retail grocer to stamp an original package of process butter and to post signs that he sells process butter. He must inform each consumer to whom he sells it that it is process butter, and this must be done by stamping each individual package.

The "Grocery World's" opinion of short bookkeeping systems, such as the one named, and many others, is that they have many labor-saving features, and, generally speaking and within limits, are good. The "Grocery World's" custom, however, is to turn over such practical questions to its subscribers for answer. The opinions of men who have used such appliances is sure to be better than the most logical theory. So that we pass this question along to the readers of this paper—what do they think of these systems of bookkeeping? We shall be extremely grateful, and so will Bowman & Rowley, if some opinions on the subject can be sent in for publication.

Fifteen cents buys the best strawberries and from that the price ranges downward to 10. Nearly all the berries now in market are from Maryland and Eastern Shore. Everywhere the crop promises to be heavy.

Two-Minute Sermons for the Retail Grocer

XXXIX.—Customers' Foods.

Show interest in the customer's fad and cultivate a better customer.

It seems that fads are almost as numerous as people, but at the same time those who make the effort can keep enough knowledge on hand to talk interestingly for a few moments on most of them, and there is no surer way to keep your faddy customer interested in your store than to be able to say a few interesting things about his particular fad to show your interest in him.

Every man has his weak points, and they are generally his fads. Touch him there and you have his best thoughts; get your store associated in his mind with the thoughts he likes best and he is mighty likely to be a good customer.

About all that is necessary for the merchant to do to acquire knowledge along the fad line is to be able to show that he is interested. If he can keep from looking bored he will generally get enough information each time the faddist comes in to make his next visit a pleasant one and cause him to go away feeling that he is keenly interested in him.

You can even encourage your customers to become faddy about the brands of goods you handle, so nothing else will exactly please them, for a customer who has one fad is more than likely to take up another, as the disease spreads through the system quite rapidly.

Fads must not be ignored by the merchant, for they can be made too profitable to him, and the man who can be really interested in all of them, and not catch any of them himself, will find it easy to build up his business.

F. A. P.



Slices Everything from 6-pound Knuckles to half-ounce Ends.

Johnson's Eversharp Slicer Makes Money for Mr. Potter. It will do the same for you

Middletown, N. Y., May 7, 1908.

Mr. A. W. Johnson, New Brunswick, N. J.:

I have used one of your **Eversharp** dried beef slicing machines in my store for about eight months, cutting thousands of pounds of the finest beef sold in our city, and I wish to add a *testimonial* in behalf of the machine It has never caused me one bit of trouble by being out of order or by having a dull blade. It is very simple to keep sharp and slices the beef in perfect shape, piling nice, thin slices up like so many sheets of paper. My customers remark to one another "I get the nicest shaved beef here of any place in the city." We can use up the ends very close, therefore saving quite a loss which we always had with other machines. The **Eversharp** is a perfect machine. Would not trade it for any other machine we have ever witnessed, even though they cost two or three times as much. It is a satisfaction to be able to sell moist beef shaved in tissue slices.

Yours truly, GEO. B. POTTER.

For Sample of Sliced Beef Address the Manufacturer, A. W. JOHNSON, New Brunswick, N. J.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Dessert Window.

First take a package of Jellycon. make the dessert according to directions, and take six Jellycon molds and make six molds of jelly according to directions. Then get a large round flat glass dish, wash thoroughly and set molds on same. Cover the floor of your window with white crepe paper and if possible have a white background. Set your dish containing the jelly in the centre of the window and on one side make a pile of each kind of dessert, already flavored, such as Jellycon, Tryphosa, Jello, Bromangelon, etc. On the other side put a can each of strawberries, blackberries, peaches, apricots, cherries, pears and any other canned fruit. On top of each can put a package of unflavored gelatine, such as Cox's, Nelson's, Knox's, etc. On the side containing the flavored gelatine hang the following sign:—

The Quick Kind
Easy to Make and Made in a Short Time
Bromangelon — Tryphosa
Jellycon — Jello
All Flavors — 10c. a Box

And on the other side:—

The Best Kind
Is the Kind You Flavor Yourself with

Blackberries,	—c. Can
Strawberries,	—c. Can
Peaches,	—c. Can
Pears,	—c. Can
Plums,	—c. Can
Apricots,	—c. Can
Cherries,	—c. Can
Oranges, —, —, and	—c. Dozen
Lemons,	—c. Dozen
Limes,	—c. Dozen
Extract of Vanilla,	—c. Bottle
Extract of Almond,	—c. Bottle

In the centre of the semi-circle, formed by the canned fruits, distribute limes, lemons and oranges, and at one end of the semi-circle put a couple bottles of extract of almond and at the other end a couple bottles extract of vanilla. On top of the fruit lay a half-pound cake of bitter chocolate and a couple of cakes of sweet.

The sign headed "The Quick Kind" should be suspended just above on one side and "The Best Kind" above on the other side. The following sign should be suspended above the centre:—

Unflavored Desserts

Knox's,	—c. Package
Cox's,	—c. Package
Nelson's,	—c. Package

For Chocolate Flavor

Baker's Bitter,	20c. Cake
Wilbur's Sweet Clover,	5c. Cake
Lowney's Sweet,	5c. Cake

The desserts made in the molds should be frozen and then put in the window. If desired, something may be added to preserve their shape in hot weather. The results prove that this display sells quite an amount of canned fruits in addition to gelatine, especially in hot weather.

H. L. Loop.

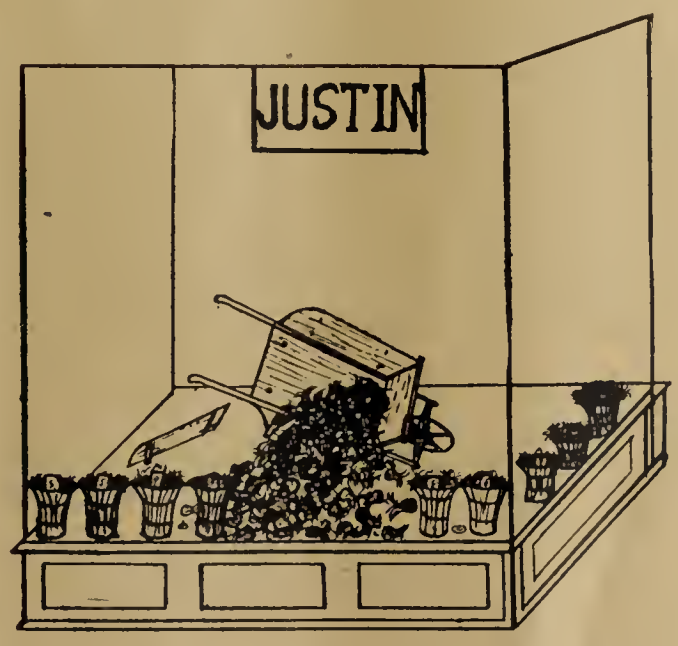
Philadelphia, Pa.

"Just In."

Follow these suggestions in decorating your window and you will be surprised to see what a great attraction it is.

Cover the floor of your window with clean paper.

Place a brand new wheelbarrow in the window, or if a new one cannot be had, clean up an old one and place it in the rear of the window(half upset), so that it rests on the rim and hub of wheel and one leg.



Place apples, oranges, pineapples or any other fruit you wish to make the subject of your display on and in front of wheelbarrow out to the glass, as though they were dumped from the wheelbarrow.

Allow the fruit to spread about three feet along the glass, and on both sides of the fruit place baskets of various other fruit and vegetables you may wish to advertise, placing them as close as possible, and not more than two inches from the glass, with a price tag in each basket corresponding to the fruit or vegetables you have in them. Hang above the baskets, at the top of the glass, a sign about eighteen inches wide and thirty-six inches long, or in proportion to the size of your window, on which have printed in large letters these words:—

Just In

Then watch the people crowding around your window to see the fresh seasonable fruit and vegetables, and if they are outside your window it requires only the magnetism of a neat, clean and up-to-date stock to draw them in and cause them to buy.

G. A. Strobeck.

Red Lion, Pa.

JOTS FROM A JOBBER'S NOTEBOOK.

It is going to be interesting to note whether the unusually high prices of fruit jars this year will have any effect on the consumption. It is the general opinion that this year's fruit crops are going to be large and this would naturally mean a heavy demand for jars. They are so much higher this year than last, however, that the retailer who charged 50 cents per dozen quarts last year will probably feel that he has to get 70 cents this year. Up to the present time very few jars have been sold. This is partly because a large number of jobbers carried a supply over from last year, and partly because this

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell
Millbourne
Are you among the 7 per cent. who don't?
MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.



CODFISH CAKE PACKAGES

Talisman Brand, made of the same medium sized tender Georges Codfish that goes into **Talisman** glass jars. A practical labor-saving package that has sold everywhere we introduced it.

Wrapped in waxed paper and in a heavy, handsomely lithographed varnished wrapper. We put them in a hinged-cover display box which helps to make a handsome display.

Take the word of experience—**Talisman Codfish Cake** will sell to your trade. Us direct, or nearest Swift branch.

SWIFT & COMPANY
Gloucester, Massachusetts

year's prices are too high to make jars attractive. In order to boom business the combination that controls Mason jars has issued notice during the week that all jobbers holding unsold jars next November will, if the opening 1909 prices are any lower than the jobber paid, receive a rebate on his unsold stock equal to the difference between the price paid and the 1909 opening. This was done to remove the uncertainty as to buying jars at present high prices, with the coming demand in doubt.

* * *

I heard an interesting discussion during the week touching one phase of the ethics of business. A certain jobbing house has for years sold a given brand of Maine corn, with other brands. One of its retail customers insisted upon having this particular brand, and for years placed a good-sized order for that every spring. Not long ago the broker who has sold this corn to the jobbing house in question got into a controversy with them, and the jobber announced that he would not buy the usual order to ship to the retail customer referred to, but would switch him, if he could, to the brand of another packer. The question which arose was this: Was the retailer the jobber's customer or the packer's? Had the packer the right to consider the jobber's attitude an attack upon his (the packer's) business, and for that reason to sell the retailer direct? Or was it purely the jobber's own business? In other words, was the customer his and did he have the moral right to change him from one brand to another without regard to whether the packer was hurt or not? My own opinion is that inasmuch as the retailer had been led to stick to that brand of corn year after year, not because of anything the jobber had done, but purely because of the quality of the goods, the packer had a right to consider him his customer and to hold him even if he had to sell him direct.

THE JOBBER.

The first few peaches are coming north both from Florida and Georgia. The Georgia fruit averages $4 and the Floridas $5. The quality is good for the first fruit and the demand fair.



Ruined by His Own Wife.

Ain't it all hen what a woman can do with a man's good sense?

Many a fellow would go all to pieces if it wasn't for a good woman to help him.

But many a one goes all to pieces because a woman does help him.

I expect to live to see the time when we'll have a commission to show darn fools the error of their ways.

I know a fellow out in Cincinnati, Ohio—a mighty fine man. he has one of the highest-class little grocery stores I know of.

He's got a trade that he can sell anything to. One of his lines, to give you an idea, is home-made preserves, at a dollar a quart jar.

Does he sell any? You can just bet he sells some—sells a lot.

And a lot of other high-grade stuff like that.

He don't do such a hefty business—I should suppose maybe $300 or $400 a week, but he makes good money out of it. He's got a mighty fine little store—I've envied him it a good many times.

This grocer is married to one of the most blooming little females I ever saw. Gee, but she is a peach! Not much educated, but a good looker from the word go. One of these soft, plump kind, with eighteen-karat curves.

This woman is destroying her husband as fast as she can. Not that she means to—good Lord, no! She's an affectionate little thing and she loves the very ground he walks on. And he's the same with her. If she could be made to understand that what she's doing is as serious as it is, I believe she'd cut herself down. But may be she wouldn't either—she's a good deal like a butterfly.

I have no idea what her husband's income is, but from the sort of stuff he sells, and the profit I know there is in it, I'll bet he clears $3,000 a year out of that little business.

No need for a man to go beyond an income like that, is there?

But she's pushing him beyond it—way beyond it. She's the most recklessly extravagant woman about some things I ever heard of. Not so much on clothes, though she goes some there too. Mostly on fitting up her house. I've never been in it, but those that have tell me it's fitted up like a millionaire's. That wouldn't be so bad, but she's all the time throwing out perfectly good things and getting new.

She'll buy a new carpet for the parlor. It'll make everything look so shabby—she thinks—that everything else has to be got new, too.

People tell me buying stuff for the house is a perfect mania with the woman.

Her hifalutin ideas have already got her husband into two or three little financial holes where he had to borrow money. Once he went to a shark loan company and paid about 100 per cent. interest. That's pretty dangerous business, if I know anything about it.

He's up against it all the time. His credit isn't half as good as it was five years ago.

Understand, there's no scrapping between the grocer and his wife about money. She simply can't help spending, and he simply can't help letting her. She's a mighty lovable little woman, and he can't refuse her anything.

I understand he tried to shut down two or three times, but each time she put her arms around his neck and pretty soon it was all over.

I can understand how it is. I don't say it disrespectfully of her, but if that little lady were to put her arms around *my* neck I believe I'd agree to anything.

I don't know this grocer very well personally, but I know a good deal about him in a business way, and I'd give a lot to help him. For really, he's in a bad way, boys. Why, that wife of his, loving him all the time and with the warmest little heart in the world, is going to bust him up! You mark my words, she'll do it!

I don't know how to help him. I don't know how anybody can help him. When I heard his story I felt as if I'd give a dollar to drop in on him and just show him where he stood. Of course he knows, but it's probably never been rubbed in.

But if I did, he'd kick me out, and he'd have a perfect right to. I've been complimented quite some on my cheek, but it's going a little too much even for me to tell a man his own wife, that he loves dearly, is ruining him.

My commission would come in in just such cases as this. I'd make a complaint, and they'd hold an investigation. If they found that the complaint was true, they'd call that dear little woman before 'em and lay down some law.

It would help a lot. It's a pretty tough thing when you have to stand by and see a good man squeezed to death, even by his own wife. Pretty tough, indeed!

If I'd only had a commission like that to take up my own case, I wouldn't be working to-day.

—

Berlin, Conn., May 20, 1908

MY DEAR "STROLLER."—I have read your articles for a number of years and once in a while you strike a responsive chord, or else I feel like saying something back. In fact, I enjoy it immensely when some one else does make a reply. A few weeks ago you gave us a couple of temperance talks, and that always interests me, because I know that some people read the "Grocery World" who will not listen to a minister.

Now I am sending to you a sermon, which has recently been published, and was preached by a very highly esteemed minister near here, which, I think, is very good summing up the great saloon problem. Kindly read it when you have the opportunity.

This letter, of course, is not for publication, and I will not expect a reply, but if you ever happen to be going through this town in your big automobile, just kindly have your chaffeur stop for a moment while we say "Good morning."

Respectfully yours,

A.

I got the sermon and have read it, too. It's fine, strong stuff—I agree with every word.

THE STROLLER.

Florida cantaloupes are now coming forward and range from $2 to $3.50 per basket. The quality is only fair and the demand slow.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: * * *, N. J.—Will you kindly give your opinion of this case: In November, 1906, I bought a piece of property with the understanding that same was free and clear from all encumbrances. After I paid a deposit and received a receipt the agent asked for the receipt for a moment and wrote on it, "subject to payment of 1906 taxes," the receipt being copied in the book, with the exception of the tax item, which was added to receipt after same came from copy book.

After giving the matter some thought I refused to pay the taxes for 1906, claiming that this would not leave the property free and clear as agreed in the beginning. I agreed to give the owner the December rent and have him pay the taxes, as he then had the income for the entire year. This he did, but charged me interest from November 24, 1906, till January 1st, which amounted to $15.17.

As my interest in the property only began on January 1, 1907, I believe I should be returned the interest paid from November 24th till that date. Can I legally recover the amount in question? The owner has since died and the estate has been settled.

I have never received a deed for the property and when I asked for it they claimed that it was mailed to me. I could get no further satisfaction, only they had a real estate agent write up a deed, which I understand has no value. Can I force them to give me the original deed or certified copy of same? I am willing to take an affidavit that the deed was never delivered to me. Thanking you in advance for your advice.

Answer.—This looks as if you had been imposed upon. In the beginning, if the owners of the property contracted to sell it to you free of all encumbrances, you could have compelled them to do so, and could not have been compelled to accept the property subject to any unpaid taxes, which are a lien. Having compromised on the basis of allowing the owner the December rent in consideration of his paying the 1906 taxes (which he should have done anyway) there was no decent reason for charging you interest, for the reason that your ownership of the property actually did not begin until January 1, 1907. In my judgment the sum paid as interest can be recovered by an action begun against the owner's estate.

As for the deed, the executors or administrators of the estate can be compelled by a bill in equity to furnish you a proper deed for the property, and my advice is to proceed against them for that purpose just as soon as possible. It is risky to have a property standing on the records in the name of some one else.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued January 14, 1908:—

876,549. Egg beater. J. A. Hoffman, Cleveland, Ohio, assignor of one-half to W. G. Black, same place.

876,633. Kneading machine. William and M. E. Gray, Rochester, N. Y.

876,660. Apparatus for cooking canned goods. J. P. Ritchie, New Tazewell, Tenn.

876,662. Cornmeal product. E. W. Simons, Schuyler, Neb.

876,757. Egg preserving apparatus. H. J. Wintherlich, Omaha, Neb., assignor of two-thirds to W. R. Smith and A. M. Lundgard, Council Bluffs, Iowa.

876,786. Corn poper. N. W. Emmer, Gas, Kans.

876,806. Process of preserving. Edward Janitsky, Pymble, New South Wales.

Patents issued January 21, 1908:—

877,310. Bake oven. William Ernst, San Francisco, Cal.

877,468. Egg and sponge beater. C. H. Overkamp, Cincinnati, Ohio, assignor to The Triumph Manufacturing Co., same place.

Patents issued January 28, 1908:—

877,642. Cheese cutter. A. A. Guldenarm Buffalo, N. Y.

877,675. Dough raiser. Elizabeth A. Smothers, Mills, Neb.

877,703. Process of sterilizing foods. C. C. L. G. Budde, Copenhagen, Denmark.

877,796. Cake hive. Emma C. Olson, Chicago, Ill.

877,806. Flavoring compound. J. M. Stukes, Austin, Texas, assignor to Texas Pure Food Co., same place.

Patents issued February 4, 1908:—

877,973. Coffee or tea pot. I. J. Webster, Paulding, Ohio.

878,154. Machine for making cereal biscuit. H. D. Perky, Glencoe, Md.

878,174. Fish scaling and cleaning machine. G. P. Yeakel, Norristown, Pa., assignor of one-third to Charles Keller, same place.

878,374. Percolator. Friedrich Geissler, Klotsche, Germany.

878,436. Vegetable slicing machine. J. J. Vavruska, Cleveland, Ohio.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For soap. Smith, Kline & French Co., Philadelphia, Pa. The word "French's."

For washing blue. The Sawyer Crystal Blue Co., Boston, Mass. A red disk.

For chow-chow. Sylvania King, Pomeroy, Wash. The words "Golden West" and a representation of a pine tree.

For oleo oil. Schwarzschild & Sulzberger Co., Chicago, Ill., and New York, N. Y. The word "Harrison" and a representation of a Maltese cross.

For soap. Solon Palmer, New York, N. Y. The word "Alberta."

For canned fruits and dried fruits. The J. K. Armsby Co., Chicago, Ill., and San Francisco, Cal. The words "Green Cord" and a representation of a green cord and knot.

For bread. Greeley Printery of St. Louis, St. Louis, Mo. A circular green field with the words "Fluffy Ruffles" thereon and a representation of a young woman.

For casein food product. R. B. Irving, New York, N. Y. The word "Plasmon-milk."

For dried fruits. The J. K. Armsby Co., Chicago, Ill., and San Francisco, Cal. The words "Stripe Brand." A representation of a red shield upon a field of yellow stripes. A representation of a blue shield and a field of red stripes. A representation of a red shield and a field of green stripes. A representation of a red shield upon a field of blue stripes. A representation of a red shield upon a field of purple stripes. A representation of a white shield upon a field of black stripes.

For an abrasive soap. The Cudahy Packing Co., Chicago, Ill., and South Omaha, Neb. The words "Dutch Hand Soap" and a representation of a woman in Dutch costume holding a stick.

For soft soaps. C. W. Young & Co., Philadelphia, Pa. The words "Honk Honk."

For candy. G. S. Feeny Co., Wheeling, W. Va. The words "White Rose" and a representation of a white rose.

For sugar cane syrup and molasses. Florida-Georgia Syrup Co., Jacksonville, Fla. The words "Florida Kracker."

For a blended pure corn and cane syrup and molasses. Florida-Georgia Syrup Co., Jacksonville, Fla. The words "Georgia Kracker."

For soap. International Chemical Co., Los Angeles, Cal. The word "Juba."

For soap. Sour Lake Chemical Co., Houston, Texas. A representation of a bearded man wearing a high hat and carrying a long stick, and the words "The Original Dr. Mud."

For dough cutters and crimpers. O. J. Coppins, Hobart, Ind. A representation of a seal with a knife across the same and the letters "O. J. C."

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

As the Season Advances

it is well to anticipate your needs in seasonable goods and be ready to meet the demand promptly.



SYRUPS—All our Syrups are now "summer boiled," giving them a heavy body, suitable for warm weather. Our **Royal Table Syrup**, at 30c., has grown in favor, light color and fine flavor; **Gilt Edge Table Syrup**, at 29c.; **Extra Amber Drips**, light and cloudy, at 29c.; **White Clover Drips**, at 27c.; **Quaker City Syrup**, at 30c. (freight prepaid); **Cruiser Syrup**, at 27c.; **No. 222 Syrup**, at 26c. In fancy sugar goods—**New Century Syrup**, at 32c.; **Grainy Sugar Syrup**, at 30c.; **No. 575 Fancy Sugar**, at 26c.; **AAA Sugar Syrup**, at 25c. **Sunlight Syrup**, at 23c. We carry all the above lines in stock; also a full line of strictly pure **New Orleans Molasses.**

SUMMER DRINKS—Have you looked up your stock on these? We quote as follows: Clicquot Club Ginger Ale, pints, 2 doz. in case, per case $2.10; Hires Carbonated Rootbeer, 2 doz. in case, per case, $1.65; Clawson's Ginger Ale, champagne quarts, per doz., 95c.; Clawson's Rootbeer, champagne quarts, per doz., 95c.; Heinle's Sarsaparilla, 2 doz., per doz, 85c.; Schimmel's Fruit Syrup, half-pints, 2 doz., per doz., $1.00.

DRIED PEACHES—We have some choice lots of California Peaches, nice dry fruit; all packed for more money than we are selling them for: Standard Yellow "Belle Rose," 25-lb. boxes, at 9½c. per lb.; extra choice large fruit, Castle Bros., 25-lb. boxes, at 10½c.; Fancy Crawford Yellows, large, dry fruit, Pansy Brand, 25-lb. boxes, at 11c. At these prices you will have a trade for them all summer.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

For a chili spice preparation. Gebhardt Chili Powder Co., San Antonio, Texas. The word "Eagle," and a representation of an eagle within a wreath.

For ham, bacon and sausages. W. H. Miner, Chicago, Ill. The words "Heart's Delight Farm."

For bread. Alton Baking & Catering Co., Alton, Ill. A representation of a sheaf of wheat and a monogram "A. B. C. Co."

For macaroni, spaghetti, vermicelli and noodles. Kahn-Beck Co., Los Angeles, Cal. A representation of a bell and a crescent.

For catsup, chili sauce, salad dressing, mustard, fruit preserves and jellies, pickles, olives, table sauces, vinegar, mince meat, dried and evaporated fruits, canned fruits and vegetables mushrooms, soups, beans, stuffed melon, pepper mangoes, horseradish and chutney relish. E. C. Flaccus, Wheeling, W. Va. The words "Stag Brand, Flaccus," and a representation of the head of a stag.

For canned fruits and vegetables. A. & R. Loggie, Loggieville, Canada; Island Pond, Vt., and Columbia Falls and Vanceboro, Maine. The words "Eagle Brand," and a representation of an eagle.

For canned clams. A. & R. Loggie, Loggieville, Canada; Island Pond, Vt., and Columbia Falls and Vanceboro, Maine. The words "Sea Gull," and a representation of sea gulls.

For butter. The Elgin Butter Co., Elgin, Ill. The word "Keystone," and a representation of a keystone. The words "White Rose," and a representation of a white rose.

For hams, bacon, sausage, lard, oleomargarine, lamb tongues, dried beef and cooked ham. Swift & Co., Chicago, Ill. A representation of an arrow and the letter "S."

For dried fruits. The J. K. Armsby Co., Chicago, Ill., and San Francisco, Cal. The words "Red Cord," and a representation of a red cord. The words "Purple Cord," and a representation of a purple cord.

For coffees, teas and spices. W. T. Bass & Co., Norfolk, Va. A representation of the fight between the Monitor and the Merrimac, and the letters "M. M."

For canned fruits, vegetables and oysters. H. J. McGrath Co., Baltimore, Md. The word "Champion"' and a representation of a mounted knight.

Perfection in Canning Vegetables Accomplished at Last.

There is no business so little understood nor so misrepresented as the canning business. The object of this article is to give grocers a more intelligent idea of the business (because it is something they *should* know).

The canner, as a rule, is a man of intelligence and ability; he goes into the business to make money and he realizes that he cannot do this by selling the trade *once*. He knows that he could only sell the trade once if consumers didn't ask for his goods a second time. This means if he is to expect the trade to prefer *his* goods, he must make the quality to induce the trades' *customers* to prefer them.

For many years the processes of canning have been identical in most factories. With corn, for example, it has always been considered necessary, in order to destroy the living organism, to cook it at least sixty-five minutes, at a temperature of 250 degress. The reason green vegetables decay so quickly is because of these living organisms. You will probably be surprised to know that canned vegetables when properly prepared are much more wholesome than fresh, because all the decay-producing bacteria have been eliminated.

To return again to the canning of corn. To subject it to 250 degress of heat for sixty-five minutes naturally liberates a certain amount of sulphur, which is natural to corn, and this causes discoloration in the canned product, giving it a slightly brownish tinge. This discoloration doesn't impair its food value, although if cooked too long or at too high a temperature, or if the cooking isn't uniform, the product may lose its flavor or have a scorched taste.

To overcome this it became customary for canners to use sulphite of soda to restore the natural color, but the pure food laws stopped this and you now get corn of a variety of shades, unless it has been prepared by that marvelous twentieth century invention, the Automatic Cooker, which gave the first hint of a revolution in the canning industry in the plant of the Iroquois Canning Co., at Onarga, Ill.

Before describing the new process, a word about the old method. After the goods are put in the cans and sealed, they are sterilized in retorts at temperatures ranging from 242 to 250 degrees Fahrenheit, for periods of from sixty to seventy-five minutes. As the cans occupy the same position while undergoing the process of sterilization, it is easy to understand that the corn near the tin will be cooked quicker than that in the centre of the can. When the corn in the centre of the can is done, that near the tin is over-done, that is the reason no packer has ever been able to open from his pack twenty-four cases of corn from any one of his retorts and the contents of all the cans show alike. Another reason for this is the imperfect circulation of steam in the retorts.

Now for the Automatic Cooker.

For the past twenty years or more, canners have been trying to perfect the retort by devices for the better circulation of steam within it, and the attention of packers everywhere has been directed to methods for improvement in this direction. The new automatic process is the only thing that has been devised that meets the requirements perfectly. This new system carries the cans automatically by rolling and stirring through a boiler 100 feet long, from which they are discharged onto an apron which carries them in the same way through a cooling tank 120 feet long, and up into the boxing machines, from which the cans are carried to the warehouses automatically, every can being subjected to identically the same conditions, the corn within the cans being constantly moved from the circumference, changing the position in the can continually, until the goods are delivered into the boxes and carted away to the storehouses.

In this way the goods are cooked exactly the proper length of time at the proper temperature, and every particle of corn within the can is cooked exactly like every other particle, and every can that passes through the cooker receives identically the same treatment. With this new process, if the class of corn in the cans is the same and the consistency of every can the same, the goods will show an absolute uniformity through the entire pack.

We not only pack corn by this new process, but everything we turn out of our factory passes through the same treatment. This means goods that it is impossible to duplicate by the old process.

L. J. Reisser, President,
Iroquois Canning Co.,
Onarga, Ill.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

Fine Catalogue and Color Work

No. 927 Arch Street, Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—Two six-feet Ridgway meat counters, cheap. Apply C. W. Hause, 730 S. 52d St., Philadelphia. 22

FOR SALE.—Good square meat block, cheap; 30 in. by 30 in. Apply C.W. Hause, 730 S. 52d St.; Philadelphia. 22

FOR SALE.—Fine cut-under carriage. Made to order. Leather curtains and leather cushions. In best of condition. Cost me $325. Will sell for $100. H. H. Mellbourne, 1500 Sellers St, Frankford, Philadelphia. 22

FOR SALE.—Yale Touring Car—top—full equipment; seat five; perfect order; $325. Four H. P. gasoline engine, $30, 13 ft. cedar batteau, $15. 26 x 7 sloop yacht, $50. 20 x 6 ft. yacht, $25. Two rotary beef chippers, $3 each. Two Enterprise meat choppers, $1 each. C. E. Allinson, Burlington, N. J. 22

FOR SALE.—Three good beef cutters, cheap. MacMunn, 2000 N. Third Street, Philadelphia. 21

FOR SALE.—One Neostyle copying machine and supplies. MacMunn, 2000 N. Third Street, Philadelphia. 21

FOR SALE.—One 79 Cash Register; perfect condition. MacMunn, 2000 N. Third Street, Philadelphia. 21

FOR SALE OR RENT.—Modern store building, three floors, 20 x 120 feet, on the best corner in booming town, with stabling, warehouse and railroad on the premises. Desirably located for doing large business, or as department store. Address, John A. Bowman, Minersville, Pa. 20

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 313.—In heart of Philadelphia's most aristocratic residential district. Store 22 x 60. Does $500 weekly, half cash, balance monthly. The people who buy at this store are the promptest payers in the city. Stock $2,000-$3,000, net profits 20 per cent., owing to the fact that customers are mostly wealthy. Owner going to the country and will sell at inventory. This store is a little old-fashioned in some respects, but is thoroughly prosperous and can be very greatly increased.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 346.—In West Philadelphia. Groceries, meats, provisions. Size, 16 x 30. Does $200 to $250 weekly, three-quarters cash, balance weekly. Stock about $500. Push cart delivery. Net profits 12 per cent. Low rent and expenses. Satisfactory reasons for selling. Price inventory. For stock and fixtures about $1,200 required. This is an extremely strong small proposition.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22 x 60. Does $500 weekly, all cash Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

No. 360.—In West Philadelphia. Groceries, meats and provisions. Size, 17 x 30 feet. Does $400 to $500 weekly, half cash, balance weekly and monthly. Stock, $6co. Owner takes out $40 weekly, beside living expenses. Uses one team. Good dwelling attached. Owner is going into the saloon business and will sell at inventory. Will take around $1,000. This is a splendid money-making proposition.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does $425 weekly, half cash. Stock, $1,000. Clean net profits, 15 per cent. Dwelling connected for sale. Owner has Government position and cannot give attention. Will sell at inventory. Will take around $1,500 for stock and fixtures and around $2,500 for the property. Full investigation.

No. 363.—In West Philadelphia. Groceries, meats and provisions. Store 17 x 38 feet. Does $17,000 to $18,000, two thirds cash. Stock $500. Net profits 10 per cent. Good 10-room dwelling connected for sale. Uses one team. Owner has seashore hotel and wants to give it his whole time. Take $2,500 on the property and inventory for stock and fixtures. Established 10 years ago and a very successful business.

No. 365.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 30 feet. Does $350 to $400 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything. Stock about $900. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell at inventory. Will take all told about $1,600. Fullest investigation.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24 x 60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO,
927 Arch Street, Philadelphia, Pa.

SITUATION WANTED.

WANTED.—Three months' position with specialty or manufacturing concern to travel for same, by good specialty man, through Central Pennsylvania. Well acquainted with the retail and jobbing grocery trade. Address G., Ashland, Pa. 23

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.



Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, delivered. Book 10-B free. **Absorbine, Jr.**, for mankind, $1.00 bottle Removes Soft Bunches, Cures Varicose Veins. Allays Pain. Genuine, mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.



A Revolving Display Stand

Filled with green vegetables at this time of the year would be simply irresistible, and your sales would be increased, goods saved from waste and profits doubled

Let Us Tell You About It

Galesburg Cornice Works
142 E. Ferris Street Galesburg, Illinois.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. May 25, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel	$2.00 per bunch
Selected, 9 hands, packed 1 in barrel	1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.25 per bunch
Selected, 8 hands, packed 2 in crate	1.20 per bunch
Selected, 8 hands, packed 3 in crate	1.15 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA GRAPE FRUIT.

Fancy Bright, 36's to 46's, per box	$4.50
Fancy Bright, 54's to 64's, per box	5.50
Fancy Bright, 80's per box	5.00
Golden Russetts, 36's to 46's, per box	4.00
Golden Russetts, 54's to 64's, per box	4.50
Golden Russetts, 80's, per box	4.00

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$3.25
Fancy quality, 126 to box	3.50
Fancy quality, 150-176 to box	3.85
Fancy quality, 200-216 to box	4.00
Fancy quality, 250-288 to box	3.65
Extra choice, 96-112 to box	3.00
Extra choice, 126 to box	3.35
Extra choice, 150-176 to box	3.65
Extra choice, 200-216 to box	3.65
Extra choice, 250 to box	3.50

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box	$2.50
Fancy Quality, 126 to box	2.75
Fancy Quality, 150-176-200 to box	3.60
Fancy Quality, 216-250 to box	3.60
Fancy Quality, 288-360 to box	3.00

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	3.00
Fancy quality, extra large, 270 to box	3.00
Choice quality, 240 to box	2.75
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65

MESSINA LEMONS.

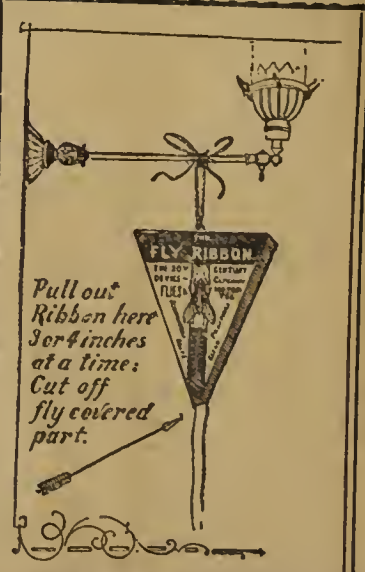
Fancy Messina, 300 size, per box	$2.75
Choice Messina, 300 size, per box	2.60
Choice Messina, 360 size, per box	2.60
Extra Fancy Large, 150 size, per half box	1.60

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN ::: ECONOMICAL ::: SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, $4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributers for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.16
"B" Santos	.15
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.10½
No. 2 Rio	.09
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00
Seven Day, 100 lbs. to case....per case	11.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Ooleng	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	1.03
Wagner's, 3 lb., sauce, 2 doz	1.08
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.25
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.50
Pin Money, standard early June, 2 doz	1.00
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.95
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.90
Standard, 3s, 2 doz	.85
Gallon, ½ doz	2.75
Fair Quality, 3s	.80
2s, 2 doz	.65

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	2.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.10
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
¼ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Lederney Brand, 100 cans	3.75
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.50
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	1.40
Pie Peaches, 3 lb., 2 doz	1 25
Pears, 3 lb., 2 doz	1.20
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.15
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.35
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	09
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.10½
Best, 25 lbs	.12½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 86	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.20
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	.08½
40- 50, 25 lbs	.08
50- 60, 25 lbs	.07½
60- 70, 25 lbs	.07
70- 80, 25 lbs	.06½
80- 90, 25 lbs	.06¼
90-100, 25 lbs	.05
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	.07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.78
Fine Dairy, 3s, 100 to bbl	2.64
Fine Dairy, 4s, 70 to bbl	2.63
Fine Dairy, 5s, 60 to bbl	2.52
Fine Dairy, 8s, 35 to bbl	2 38
Fine Dairy, 10s, 28 to bbl	2.38
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per case	1.60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.50
Lady Washington Beans, about 200 lbs. to bag	2.60
Green Peas, dried, abont 165 lbs. to sack	2.55
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.00
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O	.30
Julian F. Bradshaw's Molasses, No. 44	.32
Cheapside Molasses	.28
Black Strap Molasses	.18
Gilt Edge Syrup	.31
Gold Medal	.31
King Syrup	.31
OrangeBrand Syrup	.33
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	At very lowest prices day order is received.
Cut loaf	
Powdered	
XXXX, powdered	
Cubes	
Fine Granulated, American	
Fine Granulated, 100 lb. sacks	
Confectioners' A	
No. 1, A	
Light Yellow	
Fine Granulated, 2 lb. bags	
Fine Granulated, 5 lb. bags	

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	4.00
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.35
Red Cross, 4 doz	4.25
Star, 4 doz	4.35
Dime Brand, 4 doz	3.75
Lion, 4 doz	4.25
Preminm, 4 doz	3.95
Hires' Silver, 4 doz	4.35
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	3 95
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	.25
Our Pet, baby size, 6 doz	2.50
Peerless, small size, 4 doz	1.90
Peerless large size, 4 doz	.50
Columbia, 4 doz	.50
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 200 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philladelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	100	3.75
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.40
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti. Imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3 75
Sweetheart	50	1.90
Lava	100	3 75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	8 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3 50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 3 dozen, per case,	2.90
Qnarts, 2 dozen, per case,	2.90
Sngar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2¼-lb., 2 dozen, per case,	2.30
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, connt 35@ 95	$2.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, count 300@400	23.00
Norway, count 400@450	22.50
Norway, count 300@350	27.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.03½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, qnintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibnt, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	

TEAS.

Gnnpowder—	Per lb.
Common to fair	.15@.18
Snperior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
mperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Snperior to fine	.22@.30
xtra fine to finest	.35@.40
aoicest	.45@.60
Hyson—	
Common to fair	@.14
Snperior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Snperior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.33
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fonchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucnta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twalo	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleacned	.20@.21
Ginger, Calcutta	.08
Nntmegs, 75- 80s	.22@.25
Nutmegs, 105–110s	.18@.20
Nntmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nntmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½

Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nntmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	.90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cnt	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.85

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Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.30
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plnms, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ½s, mnstard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb
Fancy, 1-lb. cartons	.09¼
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08
California, 3 cr., 50 lbs	.07
California, 2 cr., 50 lbs	.06½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2¾-in., 10 lbs	10
2½-in., 12 lbs	
2¼-in., 12 lbs	.09
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.06¾
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs.; 30-lb. case	.10
Persian Dates—	
60 lbs	.05½
Prnnes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.07½
40x50, choice	.06½
50x60, choice	.06
60x70, choice	.05½
70x80, choice	.05
Choice. 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in 25-lb boxes.	
Fancy 40x 50	.11¼
50x 60	.10¾
60x 70	.10
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.07½
40x50	.07
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs.	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.12
Extra Choice Muir	.11½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 30 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 180 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnnts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.13½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Redneed quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ½s, accord'g to qnal.	19.00@35.00
Mushrooms, ½s, accord'g to qual.	15.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Columns.
Corn Meal	29

DECLINES.

	Columns.
Dried Peaches	35
Apricots	35
Butter Dishes	62

ADDITIONS.

Columns.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	56 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	45
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	63
Brushes	63
Buckwheat Flour	29
Bung Borers	32
Butchers' Sundries	44
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Buttez	7
Butter Color	47
Camphor	47
Candles	56
Candles	7
Canned Goods	8
California Fruits	50
Vegetables	8
Fish	12
Pie Fruit	50
Sardines	23
Meats	13
Soups	25
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	16
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	37
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	25
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
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Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	32
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	35
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	56
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Puddine	31
Putty	48
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	59
Rosin	48
Sago	30
Salad Dressing	52
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Salt	53
Sapolio	55
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Scales	32
Scoops, Grocers'	33
Scouring Soap	55
Seeds	53
Shoe Dressing	4
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Smoked Fish	35
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Soda, Bicarb	53
Soft Drinks	53
Soups	55
Specialties	56
Spices	56
Whole	57
Starch	58
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Soap Powders	55
Sugars	64
Sugars	1
Sulphur	48
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	49
Teas	25
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	67
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	41
Wringers, Clothes	
Woodenware	61
Witch Hazel	48
Yeast Cakes	63

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SUGAR.

Confectioners' Lozenge, XXXX	5.75
" Powdered	5.75
" Crown A	5.95
" Crystal A	5.60
" Coarse Granulated	5.85
Eagle Tablets	6.90
Crystal Dominoes	7.95
Cut Loaf	6.40
Patent Cubes	5.85
Powdered	5.70
Extra Fine Granulated	5.70
Coarse Granulated	5.70
Granulated	5.60
Fine Granulated	5.60
" in 50-lb. bags packed 2 in 100-lb. bag	5.65
" in 25-lb. bags packed 4 in 100-lb. bag	5.65
" in 10-lb. bags packed 10 in 100-lb. bag	5.75
" in 5-lb. bags packed in bbls	5.80
" in 5-lb. bags packed in 100-lb. bags	5.80
" in 2-lb. bags packed in bbls	5.90
" in 2-lb. bags packed in 100-lb. bags	5.90
" in 2-lb. cartons in cases	5.80
" in 2-lb. paper packages in cases	5.80
Confectioners' A	5.40
1—Keystone A	5.35
2—American A	5.30
3—Centennial A	5.25
4—California A	5.20
5—Franklin B	5.15
6—Keystone B	5.10
7—American B	5.05
8—Centennial B	5.00
9—California B	4.95
10—Franklin Extra C	4.90
11—Keystone Extra C	4.85
12—American Extra C	4.80
13—Centennial Extra C	4.75
14—California Extra C	4.75
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
Formosa—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
Foochow—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
Gunpowder—Choice to Extra	29 @ 35
Cholcest	40 @ 45

—2—

Moyune—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
Imperial—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
Young Hyson—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Cholcest	35 @ 40
India—Common to Fine	18 @ 38
Ceylon—Common to Fine	18 @ 40
English Breakfast—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Cholcest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ⅛s and ⅓s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea — .50

Almoco, lead foil package teas, ⅛s and ⅓s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas — .40

Tetley's Tea—	Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades — per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—			
100 lb. barrels — per lb. net			.18
5 lb. silver bags	"	"	.19
1 lb. silver bags	"	"	.19½
½ lb. silver bags	"	"	.20
¼ lb. silver bags	"	"	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per dos.	.85
Purple Ribbon Brand, quarts, 1 doz. per dos.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	3.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. — per doz.	.75
Colburn's, quarts, 1 doz — per doz.	.90
Colburn's, quarts, 3 doz. — per doz.	.90
Colburn's, ½ gals., 1 doz. — per bbl.	1.80
Violet, pints, 2 doz. — per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross — per gross	9.25
Mica, ¼ gross — per gross	8.40
Peerless, ¼ gross — per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 dos. in cass	3.00
½ lb., 2 doz. in case	3.80
1 lb., 1 dos. in case	3.45
5 lb., ½ dos. in case	16.75

Davis' O. K., ¼-lb., 4 doz. — per dos.		.45
Davis' O. K., ½-lb., 3 doz. — per doz.		.90
Davis' O. K., 1-lb., 2 doz. — per doz.		1.65
Davis' O. K., 5-lb., ½ doz. — per doz.		7.20
Cleveland's, 10-c. size, 4 doz. — per dos.		.84
Cleveland's ¼-lb.,	4 doz. — per doz.	1.23
Cleveland's, ½-lb.,	2 dos. — per doz.	2.28
Cleveland's, 1-lb.,	1 doz. — per dos.	4.40
Leslie's, ¼-lb. cans, 1 or 2 ds. cartons, 4 dz. cases		.45
Leslie's, ½-lb. cans, 2 doz. cases		.90
Leslie's 1-lb. cans, 1 dos. cases		1.65
Leslie's, 5-lb. cans, 6 cans in case — per lb.		.18
Sea Gull, 6 oz., glass, 4 doz.		.45
Parrot and Monkey, 4 doz.		.45
Rumford's Yeast Powder :—		
4 oz. glass, 2 doz.		.85½
6 oz. glass, 2 doz.		1.07½
6 oz. glass, 4 doz.		1.04
6 oz. glass, 6 dos.		1.03
6 oz., 1 gross, in bbl. — per gross,		12.25
Rumford Baking Powder :—		
5c.-tins, 4 doz. — per doz.		.45
10c.-can, 4 doz. in box — per doz.		.90
½-lb. cans, 2 doz in case — per doz.		1.25
1-lb. cans, 1 doz. in case — per doz.		2.50

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Royal, 10c. size, 4 dos.	.86
" ½ lb., 4 doz.	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ dos. case — per dos.	12.00
" 1 " 3 " — "	2.50
" ½ " 2 " — "	.58
" ¼ " 3 " — "	.75
Purity Brand 5 " ½ " — "	6.00
" 1 " 1 " — "	1.30
" ½ " 3 " — "	.80
" ¼ " 3 " — "	.45

BLACKING—Shoe. Per Gross.

Shinola — per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free — per gross	8.75
Bixola, 3 dos. in box, with knife cleaner, free, per dos.	.78
Blackola, 3 doz. — per gross	6.80
Bixby's Best, No. 1	2.75
" B. B. B. M. — per ¼ gross	4.50
Jacqnot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " small	5.00
Mason's No. 1, ¼ gross	2.25
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.35
" " 5, "	7.50
T. M. French — per dos.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 dos.	1.25
Bixby's Royal Polish, 1 doz.	.75
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz.	.85½
Brown's, Army and Navy, 1 dos.	.80½
Boyer's French Dressing	.65
" Oil Polish	75
Admiral Russet Combination	70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

		Per lb.
Rio Golden Fancy	.09	@.09½
" Prime		@.08
" Choice		@.07½
Santos Peaberry, extra fancy		@.12½
" Fancy	.10	@.10½
" Choice		@.09½
Maracaibo, Strictly Fancy, Mild	.12	@.12½
" Choice		@.11½
Washed Caracas, Fancy	.14	@.14½
Laguayra, Fancy		.10¾
Java, Extra Fancy Old Government	.20½	@.21
" Extra Fancy		@.20
" Fancy		@.19½
Mocha, ¼ and ½ bales, genuine, finest		@.19
Mocha Seed, Santos, Fancy		@.10¾
Mocha Seed, Santos, Choice		@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.32
" " " 2	.30
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—

Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Arbuckle	15¾	15 15/100
Lion	13⅜	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Salvador, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Vly, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.— Per lb

Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21¼
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ⅓-lb. cans per ⅓ lb	.35

Levering Coffee Co.—

Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	.14¼

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—		
50 tins in box	per box	3.80
12 tins in box	per carton	.95
2 lb. tins	per doz.	5.75
George Floto's Sons—		
Floto's Coffee Essence, ⅛-gross improved cans	per gross	2.85
Floto's Coffee Essence, ⅛-gross cans, tin ends	per gross	2.70
Floto's Coffee Essence, ⅛-gross cans, all tin	per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.		.04½
Floto's Vienna Coffee Essence, Manilla, ⅛ gross	per gross	2.25
Hummel's Essence, tin can, ⅛ gross, per gross		2.85
" " tin ends, " "		2.70
" " Improved " "		2.15
Chicory, Selig's, 65's		.05¾
" English Gronnd, bags about 160 lbs.		.05¾
" Francks', stick, 65 lbs		.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs		.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.60
Ball Blue, 2 oz., 3 doz	4.80

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.25
" First, "	.24
" Second, "	.23
" Third, "	.22-.26
" Imitation, 30-60 lbs	.21-.24
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.26
Ladles, 30-60 lbs., bakers' use	.20
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.29
B. B., E. D. brands, 20-50-lb. boxes	28
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.27
Sheaf ("400") Elgin, 20-50-lb. boxes	.26
Sheaf	.25
Milhen Farm, lbs. and ½ lbs	.30
Gurnse, pounds or half pounds	.28
Belle Spring	.26

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10⅜
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " per box	2.20
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints per gross	6.35
Mason's, quarts per gross	6 50
Mason's, half-gallons per gross	8.75

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Jelly Tumblers—	
Barrels, 22 doz.	per doz.
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	2.50
Jar Rubbers—	
Lip, wide	per gross .35
Acme, wide, 1 doz. cartons	per lb. .45
" medium, 2 doz. cartons	" .40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium	per lb. .25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram	per doz. .25
" Sage	" .25
" Thyme	" .25
" Savory	" .25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory	per case 1.00
A. Colburn's brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 doz	per doz. .40
¼-lb. " "	" .75
½-lb. " "	" 1.25
¼-lb. screw cap bottles, 2 doz	per doz. .90
¼-lb. square cans, 2 doz	" .85

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.20
DuBois' Frying	1.10
Jersey King, No. 3, Standard Jersey	.90
Blue Hen Chickens, No. 3	.92½
Silver Lake, fancy, Jersey	.97½
Hoffecker's, standard, No. 3	.85
Plantation, No. 10, 1 doz	2 45
Silver Lake, No. 10, 1 doz	2.75
Golden Rule, No. 3, off standard	.77½
Alta, No. 2	.60
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Little Darlings	1 30
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.60
Mikado, Penna., fancy	.90

Getting What You Bought

Do you want to enjoy the novelty this year of knowing when you buy canned goods futures exactly how many you are going to get?

Chance is you never have had that certainty before.

To have it now order **Blue Bell** and **Clover Farm** canned goods of your jobber's salesman.

Very likely he handles them already; if he does not he can. Every jobber gets from us on these goods a contract to deliver 100 per cent. He will give it to you when *you* buy.

The finest canned goods packed in Maryland.

STRASBAUGH, SILVER & CO.
ABERDEEN, MD.

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company

QUINCY CHICAGO BUFFALO



THE FINEST MATCH MADE

The ideal modern match is the **Ohio Blue-Tip Safety Match.** While you can strike it on anything, it is a Safety Match because you can strike only the tip.

Far better than other double-tip matches, because it never gets soft, never flares up spontaneously, never drops or flies around.

The finest match made by all odds.

OHIO MATCH SALES CO.
New York, N. Y.
Philadelphia Office and Warehouse
411 Marshall Street

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Boyer's, 2s	.72½
Acorn, 3s	.95
Acorn, No. 2	.67½
Safe, No. 2	.55
White Wax Beans—	
Champion	.70
Winsom, N. Y., No. 10, 1 doz	3.60
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sance	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1.05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sance	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
2-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Martin Wagner's, No. 2, 2 doz	.72½
Van Camp's, No. 2, 2 doz. per doz.	.77½
Corn—	
Paris, fancy Maine	1.17½
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.77½
Shoe Peg, Osborn's	.67½
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.65
Vanity, No. 2, Whole Grain	.62½
Royal Exchange, Whole Grain	.60

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10.75
Boyer's, Midgets	1.75
Boyer's, Extra Sifted	1.45
Boyer's, Sifted	1.27½
Boyer's, Early June	1.05
Jumbo June	1.00
Little Nell's, Baltimore	.62½
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.05
Chatauqua, No. 3	.95
Succotash—	
Quaker, extra fancy	1.05
Poland, extra fancy Maine	.92½
Splnach—	
Champion, No. 3	1.10
Shawnee, No. 3	1.10
Farren's, No. 3	2.05
Farren's, No. 10	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz	
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz	2.35
Asparagus—	
Superior, large, No. 2½	3.50
Staple, medium, No. 2½	3.00
Swan, medium, No. 2½	3.25
Del Monte Tips, No. 1½	3.00
Extra Tips, No. 1½	2.90
El Dorado Tips, No. 1½	2.80
El Rio, medium, No. 2½, 2 doz	2.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.50
Extra standard	2.45
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2.65
Bartlett, extra standard, 2½s	2.40
Bartlett, standard, 2½s	2.25
Cherries—	
Extra quality, 2½s	2.80
Extra standard, 2½s	2.75
Standard, 2½	2.55
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.45
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.25
Agate, No. 2½, standard lemon cling	2.00
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.45
Columbus, No. 2½, pie peeled yellow free	1.70
Columbus, No. 2½, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.50
Keystone, No. 3, 2 doz	.85
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Maryland Leader, yellow, No. 3	1.75
Maryland Leader, white	1.70
P. & B. yellow, No. 3	1.75
Gypsum, No. 3, pie	1.40
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Ayres Good, No. 3	1.05
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.40
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz	
Strawberries—	
Anchor, No. 2	.90
Jumbo, No. 1, 4 doz	2.00
Silver Lake, No. 2	1.35
Defence, No. 2	2.00
Pineapple—	
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.35
Singapore Chunks, No. 1½, 4 doz	1.00
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	.95
P. & B., grated, No. 3	.85
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.70

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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

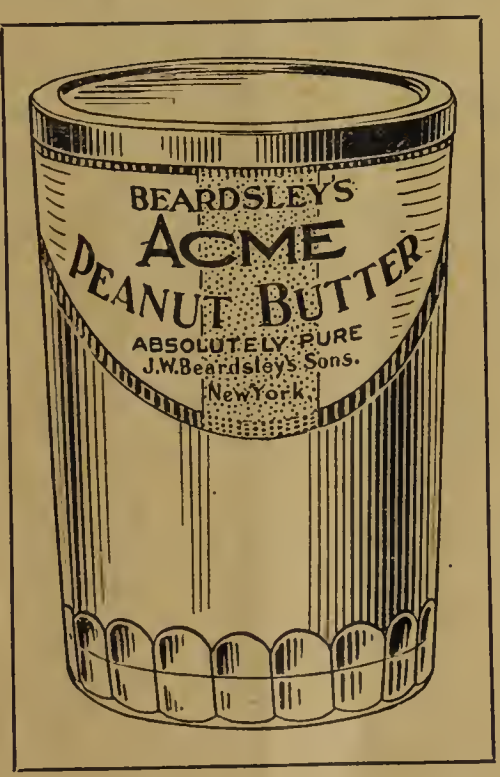
Chop Tan Hin, ⅞ lb., cubes	75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.17½
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1.05
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.45
B. & M., No. ½, flat, 4 doz	2.40
B. & M., No. 1, tall, 2 doz	4.35
B. & M., No. ¼, flat, 4 doz	3.00
Star brand, No. ¼, flat, 4 doz	1.25
Star brand, No. 1, tall, 4 doz	3.95
Star brand, No. 1, flat, 4 doz	4.00
Shrimps—	
Peerless Brand (Barataria), dry, No 1, 2 doz	1.17½
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.12½
Cotton Bale, pickled, No. 1, 2 doz	1.10
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.92½
Boyer's, No. 2, 2 doz	1.80
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.85
Victory, No. 1, 2 doz	87½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.85
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.35

THE BETTER KIND

Packed With the Beardsley Care



Every Package Has Red Band

Guaranteed to comply with National Pure Food Law

Packed in sealed glass tumblers which can be utilized by the consumer when empty

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

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Horseshoe, No. 1	1.47¼
White Bear, red, No. 1, tall	1.30
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Cbampagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Gerard, ¼'s, key	31.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ½s, boneless	17.50
Mustard—	
¼s, Irma, 100 cans	3.60
¼s, Raven, key, 100 cans	3.30
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.60
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	
½s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Owl, key, 100 cans	3.55
Gold Label, ¼s, oil, 100 cans	6 40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1 40
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7 00
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1 40
" with key, No. 2, 1 doz	2.32

Chipped Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1 40
Glass, No. ½, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.35
Fairbank's, No. 2, 1 doz	2.35
Armour's, No. 1, 2 doz	1.40
Armour's, No. 2, 1 doz	2 35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Klagan's, No. 1, 2 doz	1.85
Klagan's, No. 2, 1 doz	2 27½

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¼, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Curtice Brotbers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	9.00
Whole Ham, No. 2½	13.50

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Devilled Meats.

Curtice Brothers, "Blue Label"—

	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.50	2.50
Tongue	1.50	2.50
Chicken	2.10	3.25
Turkey	2.10	3.25

Potted Meats.

Curtice Brothers, "Blue Label"—

	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.25	2.25
Tongue	1.25	2 25
Chicken	1.95	3.00
Turkey	1.95	3.00

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted. 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—

	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.25	1.75	1.25
Bouillon	3.25	1.75	1.25
Beef	3.25	1.75	1.25
Julienne	3.25	1.75	1.25
Printanier	3.25	1.75	1.25
Vegetable	3.25	1.75	1.25
Tomato	3.25	1.75	1.25
Ox Tail	3.25	1.75	1.25
Mock Turtle	3.25	1.75	1.25
Tapioca Creey	3.25	1.75	1.25
Pea	3.25	1.75	1.25
Mutton Broth	3.25	1.75	1.25
Clam Chowder	3.25	1.75	1.25
" Broth	3.25	1.75	1.25
Chicken Gumbo	3.25	1.75	1.25
Mulligatawny	3.25	1.75	1.25
Chicken	3.25	1.75	1.25
" Broth	3.25	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz	.92½
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.85
Gallons, 6 jugs in crate, per jug	.8



WHERE the GLASS JAR COMES IN

The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.



When the Children Come

Lay a path for children to your door and trade will come as straight as the needle to the pole.

That's one great thing about our plane of advertising **Ralston Health Food and Purina Whole Wheat Flour**—they advertise these superfine products to everybody, but particularly to the little folks.

Any of these:

Ralston Children's Checkers and Board
Ralston Children's Wagons
Ralston Checkerboard Satchels
Checkerboard Window Display

When you advertise **Ralston Health Food and Purina Whole Wheat Flour** you've got something to advertise—the most perfect cereal foods of their class, whose purity from the very beginning has been absolute and unimpeachable.

RALSTON PURINA MILLS, St. Louis, Mo.
T. A. JAMES & CO., General Distributers, 12-16 Chestnut St., PHILADELPHIA

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case.
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.33
" ½-lb. " "	.34
Premium Chocolate, ½s, 12 lbs	.34
" ¼s, 12 lbs	.34
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hershey's—	
Milk, ¼s, 6 lb, per box	1.55
Cocoa, Epp's, ¼-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.43
" " ¼s, 6 lb	.45

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35
" ½-lb. tins, 6-lb. boxes, per lb.	.34
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.33
Sweet Clover, ½s, 6-lb, per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.38
Cocoa, labeled, ¼s	.40
Premium Chocolate, ½s	.33
Premium Chocolate, ¼s	.35

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ½s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ¼s, 12 lb. "	.31
" " ½s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
¼-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ⅛-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ⅛-lb. cans, 6-lb. boxes	.29½
" ¼-lb. " 12-lb. "	.29
" ½-lb. " 6-lb. "	.31½
" ½-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
¼-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.85
Defiance, 4 doz	3.90
Magnolia, 4 doz	4.45
Rose, 4 doz	4.20
Dime, 4 doz	3.50
Winner, 4 doz	4.20
Baby, 1 doz., glass	1.90
Red Cross	4.40
Peninsular	4.35
Leader	3.90
Banner, 4 doz	4.10
Star, 4 doz	4 42

EVAPORATED MILK.

Peerless, family size, 4 doz	3 40
Peerless, 5c. size, 4 doz	1.90
Yacht, family	
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.85
Pet, 10-c. size, 4 doz, per case	3.65
Pet, 5-c. size, 6 doz, per case	2 65
Van Camps, 6 doz., small	2 90
Van Camps, 4 doz., family	3.35
Van Camps, 4 doz., large	3 90

HIRES CONDENSED MILK



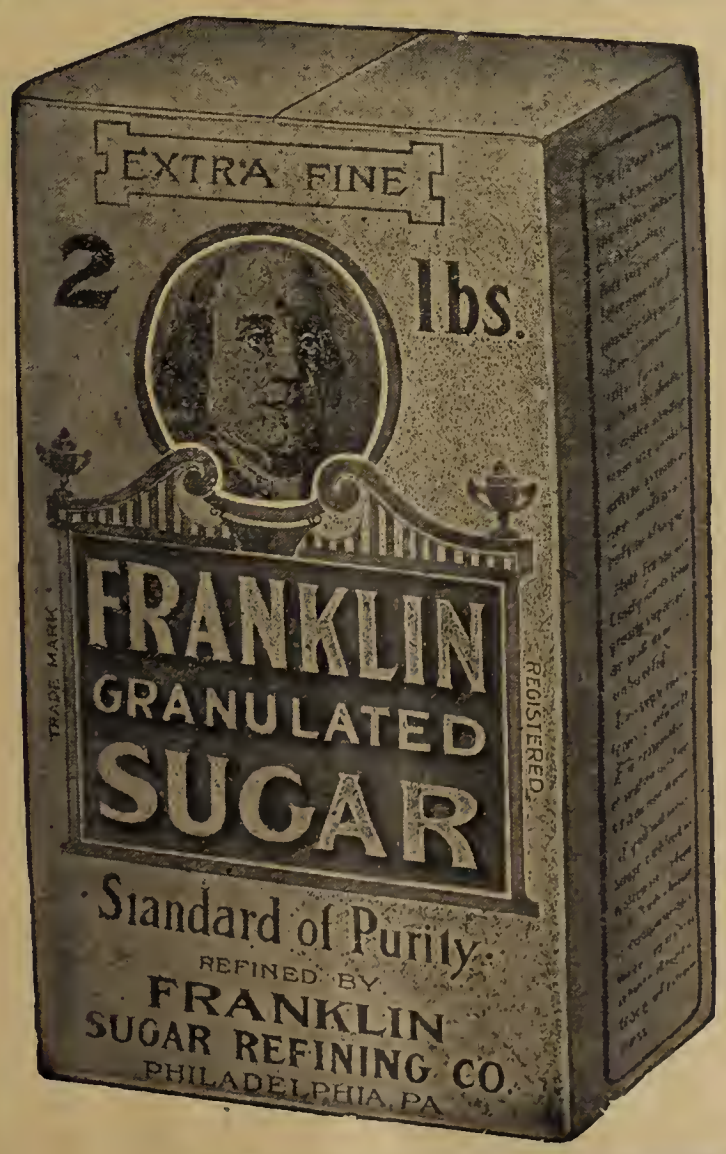
	Per case.
Hires Condensed Milk	5.60
Queen	4.25
Blue Ribbon	3.95
Premium	3.95
Silver	4.50

(Each of above brands 4 doz. in case.)

Gold Milk

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	3.85
Five cases or more	3.80
Twenty-five cases or more	3.75
Fifty cases or more	3.70



Do You Take Any Interest in Selling Bulk Sugar?

You'll be surprised what an interest you'll take in selling sugar if you'll sell **Franklin Carton Sugar** instead of bulk sugar.

It's a heap more interesting product. To be sure, we sell bulk sugar, but conditions with which we've had no connection have fixed it so that the retail profit on it is very small.

As a remedy for that we offer **Franklin Carton Sugar.** The profit on that is not small, and the ease of selling it, as compared with bulk sugar, will reduce the hard labor of your business to an extent you can't possibly realize until you've experienced it.

The truth is you can make money selling **Franklin Carton Sugar.**

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA PENNSYLVANIA

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COCOANUT.

	Per lb.
Scbepp's Sbredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunbam's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅛s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Sbred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs	.10¼
" Slice, " 120 lbs	.10½
" Strip, " 120 lbs	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08⅛
Oyster "	.08	.08⅛
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffey Bar		.12
Cookie Mixed	.08⅛	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08⅛	09
Fruit Gem		.08
Grandma Cookies	.08⅛	.09
Honey Jumbles, XX	.09⅛	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09⅛	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08⅛	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07⅛	.08
Quaker City Mixed	.07⅛	.c8
Salted Strips	.08⅛	.09
Sa ltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07⅛	.08
Sunshine Cookies	.07⅛	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06⅛	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.03
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	1.00
Milk Lunch	1.00
Our Ginger Snaps	.50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

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Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars .....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	
" Sifting top, 2 doz. in case.....per doz.	95
" with Horse-radish, 2 dos. in case, per doz	.46
	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.24
.....loaf,	.25
Sap Sago, 3 to a lb.....cask, per lb. . .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cbeese, 12 in case...case, 10.50, single,	.90
in tin.....per lb.	.26
" 1-lb. tins.....per case	3.25
Camembert, in wood boxes.....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .16 cut	.19
" Square loaves, No. 1, about 25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, 18; ½ box, 18; less	.19
Muenster Cheese.....per lb.	.18
Brick Cheese, No. 1..... "	.16
English Dairy Cheese..... "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box..... "	2.25
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 doz. in case..... "	2.40
Picnic size, 2 doz. in case ..... "	1.35
Trial size..... "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box ..... "	1.40
Neufchatel (Cow brand), 25 in box.....per box	1.05
Star Cream, or Phila., 12 " .... "	2.20
Miniature Cream, or Phila. 12 " .... "	1.10
Hand Cheese, 8 dos..... "	1.35
" 4 " ..... "	.70
" 4 " Thuringer..... "	.85

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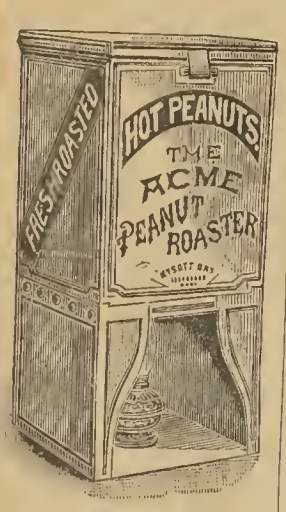
Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box ..... "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages .....per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) ..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, Imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short .....per lb.	.24
" " long..... "	
" Mortadella, Dry .....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75..... .....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .20½; less.....	.22
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .19; less.....	.21
" Cervelat, Crescent, 50 and 100-lb. boxes, .16; less.....	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less.....	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22½; less.....	.24
" Salami (E), 50 and 100-lb. boxes, .20; less	.21
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .18; less.....	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less.....	.17
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham..... "	.28
" Petit Delicatess Frankfurters, plain, per doz.....	1.00
" Petit Delicatess Frankfurters, with Sauer Kraut.....per doz.	1.00
" Lebanon Beef Bologna.....per lb.	.13
" Paprika Speck..... "	.18
Mettwurst, half-round ..... "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Blutwurst..... "	.18
" Pfefferwurst..... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars. per doz.....	4.75
" (Derby Brand), quart glass jars per doz.....	5.75
" (Derby Brand), 10-oz. jars, per doz.....	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass..... "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	



PEANUTS—FIVE A BAG

Everywhere you go you hear that cry. Don't you think you should have some of the trade that the peddler has? If you knew that with an

Acme Peanut Roaster

you could clear 300 per cent., would you not put one in when you learn that any boy can run it, and that there's nothing to get out of order, and that it will pay for itself in one month's time? We think you will, and we will be pleased to furnish further particulars and prices on request.

ATSATT BROS.
24 Pearl St., Mattapoisett, Mass

If you knew how many people chew

Pulver's Kola-Pepsin Chewing Gum

you would order the following at once and

MAKE THE BIG PROFIT

	RETAILS
1 Jar —100 5-cent packages	$5.00
1 Box— 20 5-cent packages (Free to you)	1.00
1 Box— 20 Metal Gum Containers (Free to you) (For the pocketbook)	
	$6.00
Cost to you	2.75
Net profit	$3.25

Universal Coupons Given Free to Both Merchant and Consumer

Pulver Chocolate and Chicle Mfg. Co.
ROCHESTER, N. Y.

The GREAT Ramly

Is the one spelled R-A-M-L-Y, the finest Turkish cigarette ever made to sell for 10 cents. So good, other cigarettes are made to look like it, so they will sell on the Ramly's reputation.

If you want to give your customers an ideal smoke, sell them the Ramly. You won't have to tell them about it the second time—they'll *ask* for it.

Mentor Cigarette Company

404 Atlantic Avenue

Phila. Rep., ARTHUR HAGAN & Co.
151 North Third Street

BOSTON, MASS.

—25—

Beef Salad, In glass	per doz.	1.00
" " In pint jars, glass	"	
" " In quart jars, glass	"	1.60
Lamb tongues, In glass		

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ⅛bbl. 5.50	60–75
" milkers, " ⅛ bbl. 6.50	75–85
" mixed, Standard, bbl. ⅛ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl. ⅛ bbl.	
Scotland Herring, mixed, large fulls, bbl. ⅛ bbl. 8.00	
" milkers, large fulls, bbl. ⅛ bbl. 8.00	
Marinirte Herring, Imported, about 40 In pail	1.25
Roll Herring, Imported, about 25 In pail	1.00
Spiced Herring, Imported, about 40 In pail	1.00
Norway Stockfish, dry, per lb.	15
Matjes Herring, per pair	

BISMARCK HERRING.

Pint size, round tins, with key, per tin		.20
Quart " " " "	"	.35
2 Qt. " " " "	"	.55
4 Qt. " " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, In glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ⅛ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" In 10-lb. pail	"	1.10
" In 5-gal. kegs	per keg	2.75
" In ¼-lb. flat tins	per doz.	.95
" In ½-lb. tall tins	"	1.50
" In 1-lb. tall tins	"	2.00
Fancy Kegs—1/1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs.	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.			19.50
½ " "	10.50	¼ " "			10.50
¼ " "	5.50	⅛ " "			5.50
⅛ " "	2.75	1/16 " "			2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkngeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

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COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on twe-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.20
Western	.19

CHEESE.

New York, Full Cream, fold, fancy, 40-lb. bxs.	.15½
New York, Full Cream, new, 12's, 40-lb. bxs.	12–.13
Picnic, Full Cream, old, fancy, 20-lb. bxs	.15½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.		.28
Anchovies, In oil, ⅝ bottles		4.50
" " ¼ "		3.25
Anchovy Paste, fancy, per doz.		4.75
" plain, per doz.		3.75
Bouillon, Burnham, pints, 2 doz. In case		3.75
" " ½ pints, 2 doz. In case		2.00
Capers, Nonpariel, ¼ gallon kegs		1.50
" " Quart, glass	per doz.	7.00
" " bottled, ⅝ size	per doz.	2.35
" " " ½ "	"	1.90
" " " ¼ "	"	1.15
Canton Ginger, large pots, cases 6 jars, per case		4.65
" med. " " 12 " "		5.00
" small " " 24 " "		4.75
Cherries In Maraschino, In glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.		.90
" " 3 lb., 2 dz. case		2.20
Currie Powder, pints, per doz.		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ½'s		2.65
" ¼'s		5.00
" ⅛'s		9 85
" 1's		18.50

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French Peas, Extra Fins, per case	18.00
" Fins, per case	16.00
" Moyen's, per case	13.50
Hill's Irizb Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Bizcuits, per lb.	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. In a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, In 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Mushrooms:—	
First Choice	27.00
Choice, 100 tins per case	25.00
Extra, " "	
Hotel, " "	23.00
Truffles, ⅛ per tin,	.30
" 1/16 "	.55
" ¼ "	1.15
" ½ "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs In Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallized Ginger, 1-lb. tins, per doz.	4.00
" " ⅛-lb. " "	2.25
Roze's Lime Juice, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	1.20

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Aspaiox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 "	per bottle 3.50
" 2 fancy jugs	per jug 1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 "	per bottle 3.50
" 2 fancy jugs	per jug 1.50



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become A STAPLE ARTICLE with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment, and PAYS A FAIR PROFIT.

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The Walter M. Lowney Company

447 Commercial Street, Boston, Mass.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.60
Gold Medal	6.25
Millbourne	6.15
On Top	6.50
Ceresota	6.15
Pillsbury's Best	6.15
Taylor's Fancy	5.50
Semper Idem	4 90
Pride of the West	5.25
Sunbeam	5.05
Quaker City	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.85
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	

FARINACEOUS GOODS.

	Per Bal.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.10
" yellow, granulated, 100 lbs	2.10
" " table, 100 lbs	2 05
Western yellow, granulated, 100 lbs	1.85
Western white, granulated, 100 lbs	1.75
Quaker, 36 packages	2.85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, per lb.	.05⅝
Marrows, Fancy N. Y. State, grain bags bush	2.47½
Medium, Fancy, grain bags, bu.	2.45
Pea, fancy, grain bags, bushel	2.45
Pea, fancy, Michigan, grain bags, bushel	2.50
Rod Kidneys, "	2 00
Peas—	
Green, per bushel	2 42½
Scotch, "	2.55
Split, yellow, "	2.05
" green, "	

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Lentils—	
000000, 110-lb. bags, por lb.	.05½
Less quantity, "	.06
Shaker Corn—	
Fancy, barrels, per lb.	.05⅛
Less quantity, "	.06
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.50
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.15
Western Pearl, 100 lb. bags	1.75
Western Grits, 100 lb. bags	1 75
Barley—	
OO	.06
No. 3, 100-lb. bags	3.15
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, ℔, per bbl	6.70
" " kegs 100 lbs., per keg	3.55
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.42½
Banner Oats, 20 packages	4.45
H. O. Oats, 18 packages	2.30
Mother's, 18 packages	1.75
Quaker, 18 small size	1.50
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	6.10
Avena, per keg, 90 lbs	3.25
Standard, 180-lb. bbls	5.90
" 90-lb. bags	2 85
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04⅛
Admiral, Pearl, 24's	.07¼
Tapioca, Instantaneous, 50 1's	.08⅛
" Colburn's Hasty, 36 pkgs	.07¼
" Minuto, ¼-gross, por box	2.85
" Flake, about 125 lbs, per lb.	.04¼
" " loss quantity, "	.04¾
" Pearl, 150 lbs, "	.04¼
" " less quantity, "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages	3 00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2 65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3 20
Mapl Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.35
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.80
Pottijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.10
" Acidulated, "	1 10
Cox's, large, "	1.57⅓
" small, "	.95
Plymouth Rock, Pink or White, "	1.20
Nelson's, per doz.	1.35
" small, "	.95
Bromangelon, assorted 3 doz, "	.87½
Fruit Puddino, 2 doz., asst. flavors, "	.80
Jell-O, assorted flavors, 2 doz, "	.87½
Jell-O Ice Cream Powder, 2 doz, "	.97½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.85
Tryphosa, per doz.	.92½
Imperial Wine Jelly, per doz.	.95
" per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Knsto, 60 5-cent packs, per case	2.00
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05¾
" Macaroni, bulk, "	.05¾
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Kler Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7					10.00
" " " 8					16.00
" " " 10					23 00
" Stand, No. 18					45.00
Less 25 per cent. discount.					
Scales, Flour, No. 1, Tin Scoop,	10.00	Brass,			14.00
" Sugar, " 2, "	7.00	"			9.00
" Tea, " 3, "	6.00	"			7.50
" Spices, " 4, "	5.00	"			6.00
Less 40 per cent. discount.					
600-lb. Platform Scale					12.00
Standard Cash Register					20.00
Tea Caddies, round front, No. 2, per doz.					9.00
" " " 3, "					6.50
" " " 4, "					4.50

Isn't It Foolish To Advertise Light?

It seems ridiculous to advertise light, so obvious is it that that which is lightest is cheerfulest and draws the most people.

Particularly a store. Every *successful* grocer in business uses an amount of light that you might consider extravagant; but it isn't—it is business. These grocers make their stores cheerful because they know that cheeriness brings people, and people buy.

You'll find that the most successful stores are always the ones that are the brightest at night.

Talk this over with us.

The Philadelphia Electric Co.
10th and Chestnut Sts., Phila., Pa.

THE ONLY WAY WE HAD A CHANCE

We have been endeavoring, through trade paper advertising, to induce you to ask for **Murdoch's Laundry and Corn Starch.** Many of you have done so, and are selling them regularly to-day.

We hazard the opinion that every grocer who is, is well satisfied that they are the cleanest and the best starches on the market.

They *have to be* the best, for that is absolutely the only ground on which they could sell. With the market dominated by one concern, what chance would an independent starch have unless it was better than its competitors?

So that there are two reasons why you ought to sell these starches. First—they are independent, Second—they are the best.

Oswego Maize Products Company, Oswego, New York

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Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅝ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 18	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.20
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " ½
" " " " 2
" " " " 3
" " " " 4
" Grocers', without weights, Brass Scoop and Brass Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" Butchers', without weights, No. 0
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— **SHREDDED COD.**

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.95
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.45

MACKEREL.

	200 lb.	100 lb.	50 lh.	10 lh.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	26 00	13.00	6.90	1.55	1.29
Ex. Norway, No. 4...	23.00	12.10	6.25	1.40	1.17
Ex. Bloaters, xxx.....	38.00	19.60	10.00	2.15	1.77
Ex. Bloaters, xx.....	33.00	17.10	8.75	1.90	1.57
Fancy Shore, No. 1...	30.00	15 60	8 00	1.75	1 45
Med. Shore, No. 1 ...	24.00	12.60	6.50	1.45	1.21
Large Irish, No. 2.....					
Extra Irish, No. 2....	22.00	11.60	6.00	1.35	1.13
Medium Irish, No. 2..	21.00	11.10	5.65	1.30	1.09
Small Irish, No. 2.....	19 00	10 10	5.15	1.20	1 01
Irish, No. 3.....					
Large, No. 3 Herring.	18.00	9.60	5 00	1.15	.97
Lah. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.00	4.10			
Shore, Round, Med...	6.00	3.60			
Ocean Whitefish.....	4.50	2 85	1.62	.45	
Salmon, Halifax					
Shad, No. 1, Mess.....	15.00	8.10	4.25	1.00	.85
Shad, No. 2, Mess.....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lh. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, koyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.06½
Medium Bank	.06¼
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring ...per box	.17
Boneless Herring, fancy 10 lh. boxes, per lh.	.12
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	
" " 100s ... "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.09¾
Fancy N. Y. State, 48 1 lh	.09½
Choice N. Y. State, 50-lb boxes	
Apricots—	
Extra Choice Royals, 25 lbs	.15
Choice Royals, 25 lbs	.14
Standard Royals, 25 lhs	.13
Cherries—	
California, unpitted, Black 25 lhs	
California, pitted, Black, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.07¾
Gold Medal, loose, 25 lbs	.07⅝
Private Growth, extra, cleaned, 36 lhs	.07½
" cleaned, 30 lbs. bulk	.07¼
Peaches—	
Extra Fancy Muirs, 50 lhs	.12½
Fancy Muirs, 25 lbs	.12¾
Extra Choice Muirs, 50 lhs	.11
Choice Muirs, 50 lbs	.10
Standard Yellow, 25 lbs	.08¾
Standard Yellow, 50 lbs	.08½
Pears—	
Choice California, Bartlett, 25 lh	.09

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lhs				
30- 40, 25 "	.08½	.08	.07¾	.07¼
40- 50, 25 "	.07¾	.07½	.07¼	.06¾
40- 50, 50 "				
50- 60, 25 "	.07¼	.07	.06¾	.06¼
50- 60, 50 "	.07	.06¾	.06½	.06
60- 70, 25 "	.06¾	.06½	.06	
60- 70, 50 "				
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.05½		.05¼	
90-100, 25 "				
90-100, 50 "		.04½	.04¼	
100-120, 50 "				

Raisins—	
Muscatels, 4 crown, 50 lh	.05¼
" 3 " 50 lh	.04¾
" 2 " 50 lh	.04¼
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lhs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Llano, Layer, Valencias, 28 lbs	.05½
Gilabert's, Layer, Valencias, 28 lbs	.05¾
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07
Butterfly, fancy, 36 1s	.07¼
Owl, fancy, 36 1s	.07¼
Harvest, choice, 36 1s	.07
Citron, fancy, hoxes, 10 lbs	.17½
" fancy, 25 lhs	.17½
Lemon Peel, fancy, hoxes, 10 lbs., net	.12½
Orange Peel, fancy, hoxes, 10 lbs., net	.12½

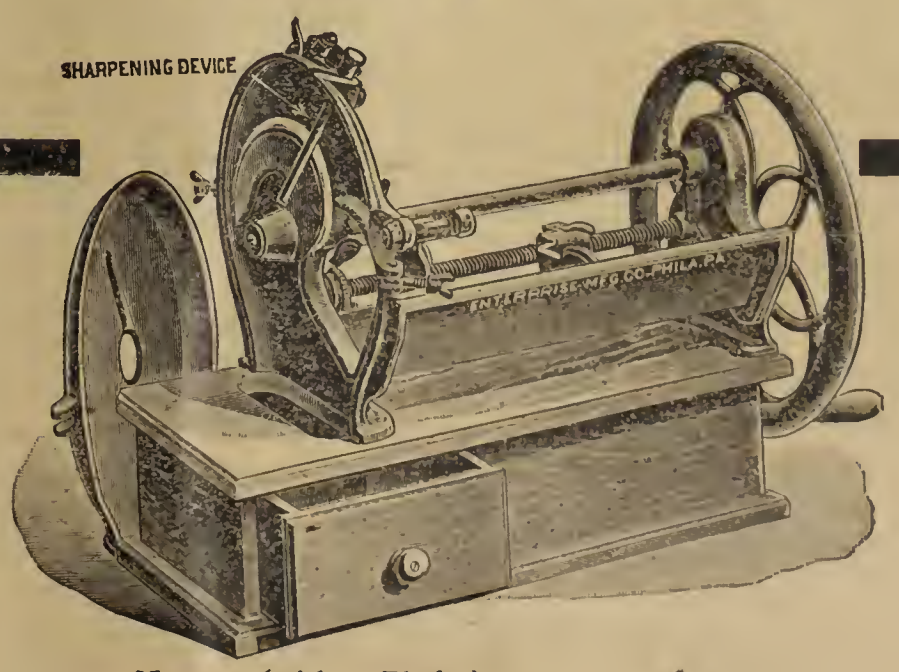
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 25-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " "	2.47½
2 doz. 15-cent size, 1 lb.... per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.25
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz...per doz.	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the
"Enterprise" Rotary Smoked Beef Shaver
greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

No. 125 (with 2 Blades) $22.50
No. 129 (with 1 Blade) 22.50

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—27—

INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. o.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. o, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. o.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass per doz		2.25
1- " Galvanized "		2.10
5- " Lenox, Spout "		5.00
5- " " Spigot "		5.50
5- " Columbia "		7.00
5- " Banner "		8.00
5- " Climax, Pump "		10.00
5- " Home Rule, Pump "		12.00
Lanterns—		
No. o, Standard per doz.		4.75
No. o. Dash "		7.80
Cold Blast "		8.00

LIME.

Prepared, 2 doz. in case per doz		.52½
Chloride, sifting, 25 lb. boxes, 1 lb per lb.		.05¼
" " 25 lb. boxes, ¼ lb "		.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz per case		3.15
Babbitt's Potash, 4 doz "		3.30
Lewis' "		3.25
Red Seal, 2 doz "		1.87½
" 4 doz "		3.65
Popular, 4 doz "		1.45

MATCHES.

		Per gro
Ohio Blue Tips—		
200's, 1 gross per case		1.70
500's, 100 packages "		3.25
500's, 1 gross "		4.50
Ohio Noiseless—		
500's, 1 gross per case		3.75
King Bird—		
100's, 3 gross per case		2.85
500's, 1 gross "		4.00

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Swift & Courtney's, 200's, 1-gross case		1.75-1.90
" 400's, 1 "		3.50-3.70
" 500's, 1 "		3.75-4.00
Blue Hen, 200's, 1 "		1.50-1.60
" 500's, 1 "		4.00-4.25
		Per Gross.
Vulcan Parlor, 65's		.41
" 100's, 5-gross in case		.90
" 500's		3.95
Vulcan Safety, 65s, No. 37		.55
" 65s, No. 2		.45
Columbia Safety, No. 2, 5-gross cases		.55
" No. 37, 5-gross cases		.50
" 100's, 5-gross cases		.90
" No. 15, gross cases		1.20
" No. 32, 5-gross cases		.55
Safety		.45
Mazeppa, Parlors, 500's		3.50-3.75
Searchlight, 500's		4.25-4.50
Press, 200's		1.80-1.90
" 500's		4.50-4.75
America, 200's		1.30-1.35
American Paraffine, 500's, ex. qual		4.15
Telegraph, blue head, 5-gross cases		.60
Our Darling, 1 gross, No. 3, 1,000		5.50
Our Darling, ½ gross, No. 4, 1,000		2.75

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior per lb.		.08¾
18, 37 and 68-lb. buckers, " "		.09
10-lb. buckets, 6 in crate, " per crate		6.25
5-lb. " 6 " " "		3.65
5-lb. glass jars, 6 in case, " per case		3.80
18, 37 and 68-lb. bcks., XXX, Superior. per lb.		.13
5-lb. gl. jars, 6 in case, XXX, " per case		4.40
Barrels and half barrels, Fairmount per lb.		.07¾
18, 37 and 68-lb. buckets, " "		.08
Wm. J. Troth:—		
Barrels and half barrels, Famous per lb		.08¾
18, 37 and 60-lb. buckets, " "		.09
10-lb. buckets, 6 in crate, " per crate		6.25
5-lb. " 6 " " "		3.65
5-lb. glass jars, 6 in case, " per case		3.80
18, 37 and 60-lb. bcks., XXX, Famous. per lb.		.13
5-lb. glass jars, 6 in case, XXX, " per case		4.40
Barrels and half barrels, Golden per lb.		.07¾
18, 37 and 60-lb. buckets, " "		.08
Campbell's Mince Meat, 30-lb. palls "		.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.		.06
New Year, bbls and kegs and 30-lb. kits, per lb.		.05
Crescent, bbls., ½ bbls. and 30-lb. kits "		.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls. per lb.		.07½
" 18 and 37 lb. Kanaklns "		.08
" 10-lb. Kkns, 6 to crate per doz.		9.80
" 5-lb. " " "		5.30
" 5-lb. Glass Jars, 6 to case "		6.25
National, 30-lb. Kits, bbls., ½ bbls. per lb.		.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "		.04¾
Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars per case 6 jars		4.50
No. 3, glass jars per case 6 jars		3.15
Family—Seedless.		
No. 5, wooden palls per box 6 palls		3.75
No. 10, wooden palls per box 6 palls		6.40
No. 18, 37 and 68, wooden palls		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters per lb.		.08¾
Wooden Palls, 18, 37 and 68 lbs "		.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters per lb.		.07¼
Wooden Palls, 18, 37 and 68 lbs "		.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline per gal.		.18
Headlight, 150 test "		.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	12.50
" Extra, 64 oz	11.50
" Mammoth, quarts	6.50
" Extra, quarts	6.00
" Extra, pints	4.00
" Mammoth, ½ pints	2.75
" Extra, ½ pints	2.60
Fourees, 19 oz., fluted bottle	4.00
De Lucques, 10 oz	2.40
Farcles	3.00
Queen, 6 oz	1.30
Pim Olas, 18 oz	6.00
Pim Olas, 10 oz	3.50
California, quart tins	3.50
California, pint tins	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz	4.90
" " pts., 2 doz	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz	6.50
" " pts., 2 doz	7.50
" " ½-pts., 2 doz	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2¼ doz	9.00
" Sublime, 8-oz. flasks, 2½ doz	6.50
" " 12-oz. " 2¼ doz	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case	2.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $30 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
½ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case per case,	8.50
Pints, " 2 " " "	9.00
½ Pints, " 2 " " "	4.75
Oliver's Olive Oil—	
1 dozen large	6.00
2 dozen medium	6.75
2 dozen small	4.25
6 1-gallon tins per gal.	2.10
10 ½-gallon tins per gal.	2.20
20 ¼-gallon tins per gal.	2.25

AMERICAN OIL.

Stobrer's, No. 8, 2 doz per doz.	.55
Stohrer's, No. 16, 2 doz per doz.	.90
Stohrer's, No. 32, 1 doz per doz.	1.80
Keystone, bottles, 2 doz per doz.	.90

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

The Rapid Means To Your Delivery Service—

Prompt Deliveries on slippery streets and in the coldest weather.
Earlier Deliveries to distant points during rush seasons.
Fewer Employees and more merchandise handled.
An Advertisement that can't be equalled.
One-fourth as much barn space.
Delivery Expense Cut in Two.

Write me your requirements, and I will send you our new catalog and write you just what we can accomplish in your particular case. We can save you money.

F. A. HENRY, SALES MANAGER
RAPID MOTOR VEHICLE CO., 147 Rapid Street, PONTIAC, MICH.

We have some unassigned territory for responsible agents of ambition.



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PAPER.

WRAPPING.

Manilla, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs	"	.80
" 18 x 24, full, 10 lbs	"	.37½
" Special, 15 x 20, 6 lbs	"	.21
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03½
White Tea Paper, 12 x 16, 16g	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per keg	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25

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Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10
Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 10-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs	.18½
Loose, barrels, 30 lbs	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 15, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz	.92½
Medium, 2 doz	1.45
Large, 1 doz	2.75
Peanutene, No. 2 jars, 1 doz	1.85
Peanutene, No. 4 jars, 1 doz	.92½

PICKLES.

45 gal., 1200s	per bbl.	9.50
45 gal., 1000s	per bbl.	8.95
William Bros., 16 gal., 800s		6.10
" " 16 " 600s		5.25
10-gallon kegs, 700s		3.25
Sweet Pickles, 500s to 600s, 5 gal.	per keg,	3.30
Sweet Pickles, 700s, 5 gal.	"	3.60
Sweet Pickles, 1,000s, 5 gal.	"	4.15
Sweet Pickles, 2,000s, 5 gal.	"	5.00
Chow-Chow, No. 1, 5 gal. kegs		1.95
Chow Chow, No. 2, 5 gallons		1.75
Chow and Mixed Pickles, 1 gal., per pail		1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.25
No. 8, Sour Gherkins, 2 doz	.90
No. 8, Sweet Gherkins, 2 doz	.90
No. 8, Sour Mixed, 2 doz	.90
No. 8, Sour, assorted, 2 doz	.90
No. 8, Chow-Chow, 2 doz	.90
No. 8, Onions, 2 doz	.90

Crosse & Blackwell's:—

Whole bbls., 5 doz	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. Pints.	1 doz. Pints.	1 doz. Qts.	½ doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Klt.	2 Gal. Klt.	5 Gal. Klt.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls	.16
" " " 40 grain, bbls	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's per doz.	1.00

PROVISIONS.

Hams, Skinback, 18–20 lbs		.11½
" 14–16 lbs		.10¾
" 10–12 lbs		.11½
Picnics, 6–8 lbs		.08¼
N. Y. Shoulders, 10–12 lbs		.10
Dried Beef, sets (city smoked)		.17
" Tenders and Knucks		.17
" Flats		.15
" Air Dried, sets		.21
" " Tenders and Knucks		.21
Jersey Pork, Butt	per bbl.	16 00
" Family "		19 00
Breakfast Bacon, rib in		.11
" boneless		.12½
S. P. Bellies, 14-15 lbs		.09½
Bologna, 25-lb. boxes		.08
Boiled Boneless Ham		.18
Beef Tongues, smoked, 5-6 lbs	per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes		.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ¼-cent extra

John Bower & Co.—

Honey-cure Brand Hams, skinback	.13
" " large	.13
" " medium	.13
" " small	.13
" Breakfast Bacon	.12
" " boneless	.14
Beef, air-dried, regular sets	.20
" " insides and knuckles	.22
Ham Bologna	.12
Beef "	.11
Boiled Hams	.20
Beef Tongues per doz.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb	.13
Premium brand Hams, 12 lb	.13
Premium brand Hams, 14 lb	.13
Premium brand Hams, 16 lb	.13
Premium brand Hams, 18 lb	.13
Premium brand skinned Hams, 18–20 lb	.13
Premium brand boiled Hams, skinned, fatless	.22
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.23
Premium brand Beef Tongues, short cut	.18
Winchester brand skinned Hams, all aver	.12
Winchester brand Picnics	.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs	09¼	7⅞
Plain Tubs, 50 and 60 lb. cans	09¼	8
10-lb. Tin Pails, 60 lbs	10¼	8⅝
5 " "	10⅜	8¾
3 " "	10½	9

John Bower & Co.—	
Pure Kettle Rendered, tierces	.09¾
" " tubs	.10
" " 3, 5 and 10-lb. cans	.11
Swift & Co.—	
Premium brand, tierces	.10⅞
Silver Leaf brand, tierces	.09¾
Jewel, compound, tierces	.08½
Cotosuet tierces	.08¾

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	10½-.11
Common to fair, native	09 -.09¼
Western Dressed Beef—	
Choice, native cattle	10½ -.11
Common to fair "	09 -.09½
City Dressed Veal—	
Prime	-.11
Good to choice	-.09
Dressed Hogs—	
Pigs	-.08
Hogs, heavy	-.08
" 180 lbs	-.08
" 160 lbs	-.08
" 140 lbs	-.08
Dressed Sheep and Lambs—	
Lamb, Western, good	.13
Lamb, Western, culls	.10
Sheep, choice	.11
" medium	.10

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00

Fine Fix-tures Make Fine Sales



Almost every grocer sells loose pickles or loose olives. Usually they're kept in a keg somewhere.

Doesn't it stand to reason that a fine fixture displaying such things where they could say a word for themselves would make sales better.

Take our inexpensive 5-jar fixture, oak or cherry, and with nickel trimmings. Very handsome, very ornamental, very capable in influencing the sale of goods.

Fine fixtures make fine sales.

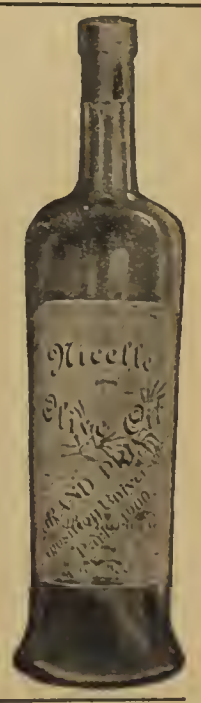
THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. HAMS Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Look At It and Taste It



The minute you see **Nicelle Olive Oil** you feel sure it's a high-grade article. The package is unique and exclusive—you can't associate poor goods with it.

Taste **Nicelle Oil** and you *know* it's high grade. Nowhere else have you met that rich smoothness, that delicate yet penetrating olive flavor.

Women have told us repeatedly that their salad dressing came quicker and better with **Nicelle Oil** than with any other brand they ever tried.

Give it a chance for your own good.

NICELLE OLIVE OIL CO.
105-109 Hudson Street, New York

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.12
Tenderloin, beef, western		.18
Fresh Pork, loins, city		10
" " western		.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.20 –.22
" Y. T., 15 to 17 lbs	.20 –.22
Old hens and toms	.19 –.21
Common to Good	.15 –.16
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.40 –.50
Philadelphia, fresh killed, 3¾ to 4 lbs to pair	.40 –.50
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.40 –.50
Western, 4 to 4½ lbs. to pair, fancy	.22 –.24
" 3 to 3¾ lbs. to pair, fancy	.22 –.24
" fair to good	.17 –.20
Fowls—	
Western, fancy	.14 –.15
Heavy Roasters, 4 to 5 lbs	.13 –.22
Fair to good	.17 –.18
Old cocks	.10 –.11
Western capons, fancy	
" " small	

	Per doz.
Squabs—	
Prime, large, fancy	3.50–4.00
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1¾ to 2 lbs	.25 –.28
Large Springers	.17 – .20
Fowls	.13½ .14½
Roosters	–.10
Ducks	.10 –.12

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ¼ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	4.50
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz. doz.	.75
Spring Garden, fancy, No. 3, 2 doz. doz	.70
Compass, No. 3, cans, 2 doz.	.67½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—	
Seedless:—	
Individual, per case of 2 doz.	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	.97½
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.92½
Schimmel's, No. 10, tumblers	.88
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¾
Southwark, 4½-lb. toy pails, ¼ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.97½
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails per pail	1.15
Apple, 20-lb. crocks per lb.	.07¾
Apple, Schimmel's, 30-lb. pails per lb.	.06
Prune, 30-lb. pails per lb.	.07¾
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz	1.70
Southwark, assorted, jars, 2 doz	.98
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	

Laudanum, 15c.-size	per doz.,	1.20
Laudanum, 25c.-size	per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.		2.40
" " " ½-lb., " "		2 60
" " " ¼-lb., " "		2 80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.08
Copperas	per lb	01¼

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Camphor, gum, 1-oz. blocks		.85
" Flakes, 250 bbls		.02¼
" " less quantity	"	02¾
" Tar Balls, bbls., 250 lbs.		.02¼
" " less quantity		.02¾
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.02
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Glue	"	.11
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.50
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	28¼
" ¼-lb. packages	"	.32
" ½-lb. "	"	.31
" 1-lb. "	"	.30
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.06
" granulated, kegs, 100	"	.06
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.55
" 100-lb. bags		2.25
" less quantity		.03¼
Venetian Red	per lb.	.01
Whiting	"	.02
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
"	per gross	9.00
Roachsault, 10c.-size, 1 doz	per doz.	.80

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also SHERER COUNTERS. WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—48—

W. F. Young's Veterinary Remedies, wholesale prices— Per doz.

Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days. F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per doz.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts "	1.00
" gallons, each	.30
" ½ barrels "	3.50
" barrels "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums, per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 2, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.		2.00
" " " " No. 2X, "		.80
" " " " No. X, "		.45
" Lemon, " " No. 25, "		1.75
" " " " No. 2X, "		.80
" " " " No. X, "		.45
Ingersoll's Flavoring Extracts:—		
High Grade Vanilla, per doz.		1.75
" Lemon, "		1.75
Select Vanilla "		.85
" Lemon "		.85
" assorted "		.85
" small size "		.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet, per doz.	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.73
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅜
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Pearl Head, 5-lb. cotton sacks	05¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Prime, 100-lb. bags	.04
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs.	2.50
" " 60 bags, 5 lbs., lim.	4.00
" " 22 " 14 " "	3.75
" " 30 " 10 " "	3.75
" " 115 " 2½ " "	4.00
Worcester, Irish Linen, bags, 250 lbs.	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs.	2.40
" " sacks, 180 lbs.	1.55
" Cheese, bbls. contain 280 lbs.	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schimmel's, small, 2 doz., per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 395 lbs., per 100	.65
Kegs, 170 lbs., per 100	.82½
60-lb. boxes, bulk or granulated	.62

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.52
" " middle "	4.50
" " small, "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sauce:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

BORDEN'S
Peerless Brand
Evaporated Milk



AN UNSWEETENED CONDENSED MILK

Made by the Originators of Condensed Milk, who for *50 Years* have devoted all their Energies to the Production of the *Highest Quality Sanitary Milk*, in which *Gail Borden* was *The Pioneer*.

A Point of Interest to Jobber, Retailer and Consumer

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY" NEW YORK

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SEEDS.

Canary, bush. 60-lb	2.75	Mustard, Brown...	.07½
Caraway	.12	Mustard, Yellow..	.07
Celery	.09	Rape, per lb.	.05½
Coriander, bleached	05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., 110 lbs., kegs, per lb.	.01⅞
Bi-Carb., bulk, 25-lb. boxes, "	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs, "	.05⅜
Arm & Hammer bd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04⅞
" " " ¼, ½, 36 lbs, "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Cliquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Putz Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Putz Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. 0, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Beo	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Droydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Kavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewoy	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	108	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.85
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.45
" Golden	60	2.55
" Kavenson's	60	2.35
" Kirk's	60	2.17½
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.70
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.57½
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.50
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchon Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 (5

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.30
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	.43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	1.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.15	.16	.18
Black, Low Grade	.12½	.13½	.15½
White, High Grade	.....	.28	.30
White, Low Grade	.....	.20	.23
Red, High Grade	.....	.21	.23
Red, Low Grade	.....	.16	.18
Cinnamon—			
High Grade	.28	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.23	.24	.26
Low Grade	.18	.19	.21
Allspice—			
High Grade	.12½	.13½	.15½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade	.....	.78	.80
Nutmegs—			
High Grade	.....	.31	.34
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice ⅛ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice ⅛ lb.	.40
¼ lb.	.75

No Friends Among the Wheelwrights



Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

No Loss on Loose Goods



¶ Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.
18 to 24 S. Seventh Street, Philadelphia, Pa.

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Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per dos.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per dos.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per dos.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.78
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.08
Allspice	.07
Cloves	.12½
Mace	.48
Nutmegs, large	.17
" Medium	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		.06½
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¼

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LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03⅝
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¾
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03⅜
" 1 lb. packages, 48 lbs	.04⅜
" 3-lb. cartons, 48 lbs	04⅜
" 6-lb. boxes	.05⅜
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages per package	.08
Starch Polish. 20 cakes per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs.	.07¼
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs.	3.85

STOVE POLISH.

	Per gro
Enamelline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ½ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size per doz.	.87½
" " per gross	10.25
" small size per doz.	.70
Climax Enamel ¼ gro per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

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F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 dos.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ½ gross case, assorted, 6, 8, 10's	per case	.90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06
6 oz.	"	.06½
8 oz.	"	.07½
10 oz.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.10
No. 11, steel	per doz.	.10½
No. 12, steel	per doz.	.13
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.00
Fly Ribbon	per gross	4.80
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.12½
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80

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Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb	"	.09
Best Jute Plow Line, 8 yds. to lb	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No. 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 104	.32
Fancy, No. 105	.28
Choice, No.	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 668	.15

GLUCOSE.

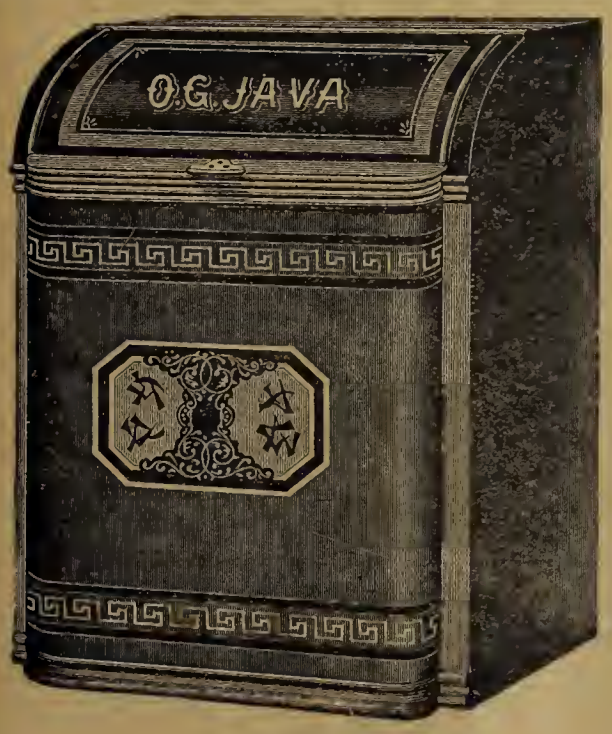
Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 10-oz. bottles, 2 doz. in case		1.45
" 6-oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.87½
1 " case	"	.90
Karo, 10 cent size, 2 doz.	per case	1.90
Karo, 25 cent size, 1 doz.	per case	2.30
Karo, 10 cent size, ½ doz.	per case	2.30
Lyle's Imported, No. 2 cans, 2 doz.	per doz.	1.82½
Globe, No. 2½ tins, 2 doz	"	1.12½
Globe, No. 5 tins, 1 doz	"	2.20



COFFEE AND TEA BINS
THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.



And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street

PHILADELPHIA, PA., U. S. A.

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Banner, in jars, compound	per doz.	1 00
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Golden Tree Maple Syrup, doz		2 25
" " medium, doz.		1.45
" " small, doz		.72½
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.05
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 screwed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

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No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.75
80, Seal Globe, double, rwing protecter	3.30
61, Peerless, double, rpring protector	4.45
11e, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.25
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.00
Galvanized, 14 quart	2.25

No. BUTTER DISHES.	Per M
1, Solid oval	1.15
2, Solid oval	1 35
3, Solid oval	1.05
5, Solid oval	2 25
1, Wire ends	1.10
2, Wire ends	1.30
3, Wire ends	1.50
5, Wire ends	1 90
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 12 sets fillers	2.35

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BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
21, X, crescent shape	1.75
1, strap handle, grey fibre	1.20
2, strap handle, grey fibre	1.65
6, all hair, extra quality	2.75

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.30
4, Bristle outside	1.65
3, All bristle	1.75
16X, All bristle, extra value	2.15
18, All bristle, spotted white	2.80

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.48
8, 8 in., White tampico	.55
6, 5 in., Family, extra heavy	.80
8, 6 in., Family, extra heavy	95
10, 7 in., Family, extra heavy	1.10
12, 8 in., Family, extra heavy	1 25
6, 5 in., A., hair bristle	1.40
8, 6 in., A., hair bristle	1.65
10, 7 in., A., hair bristle	2.00
12, 8 in., A., hair bristle	2.35
6, 5 in., Ideal, all bristle, 3 row	1.90
8, 6 in., Ideal, all bristle, 3 row	2.25

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	90
21, All hair, wire drawn	2.25
28, White, wire drawn	2.90
1, 7 in., All hair, flat end	2.25
22, 7 in., Mixed, round end	2.10
11X, 7 in., All hair, round end	2.25

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58

All polish, there is no clay or other adulterants in

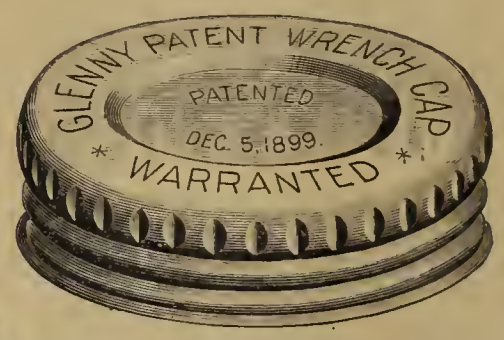
DIXON'S POWDERED Stove Polish

We are making the new Dixon Powdered Stove Polish just as if the most rigid "pure food" law had been applied to it. Notice how light in weight a box of this stove polish is compared to its bulk—graphite, the actual polishing material is very light you know.

Write our Stove Polish Department for profitable points about above polish.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

The Glenny Wrench Jar Cap



A PURE FOOD, COMMON SENSE FRUIT JAR CAP, made from heavy TIN PLATE, especially treated for us.

It does not require a liner, therefore has none, for the dirt and MICROBES to hide behind.

Packed in cartons of one dozen and from 60 to 120 cartons in a case.

PRICE $1 00 per gross F. O. B. Cincinnati, rubbers not included.

SAMPLES FURNISHED

The Wm. Glenny Glass Co.
Cincinnati, Ohio

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

On the Streets —at— Night

You occasionally get on the street at night, and every now and again you stop before the brilliant windows of the department stores.

What makes them brilliant? The goods displayed? It is the abundant light, under which almost any goods would make a brilliant window. You wouldn't be half so well interested in the window if it wasn't so bright with light.

Apply this logic to your own store. Is it so bright with light that it interests people in the streets at night?

If it isn't we can make it so, very inexpensively.

The
Philadelphia Electric Co.
10th *and* Chestnut Sts.
Philadelphia, Pa.

Seasonable Specialties

(OUR OWN CREATIONS)

Government Inspection Establishment No. 257

Prepared with the greatest care by clean methods in the Finest, Cleanest and most Sanitary Abattoirs and Sausage Kitchens in the country and are especially adapted for use during the coming Summer season.

Meat Loaf

Composed entirely of fine selected meats—contains no flour or cereals. Baked in loaves of about eight pounds. Delicious. Can be served cold, sliced thin, or warmed up in oven to take the place of a roast.

Lunch Roll (Copyrighted.)

Choice, tender pieces of pork, very mildly cured; stuffed in linen sack or container. Boiled and ready to use in place of boiled ham. Makes an elegant dish when fried in place of ham or bacon.

Cervelat (also known as Summer Sausage or Winter Bologna.)

Not to be confounded with Lebanon Bologna or similar cheap products. Very choice and different from the numerous brands on the market from the fact that it contains no cereals. In beef casings—also a limited supply in hog casings.

Burk's Hams

Different from others in cut and trim, having short shanks and round butts. No salty taste—being new and sugar cured. Bright color, smoked with hickory wood.

Butternut Bacon

In strips, neatly wrapped in parchment paper. Strung with white cord and cut perfectly square, making every ounce available to the consumer. No waste. Not especially lean, being selected from best corn fed hogs, which imparts that tender, nutty flavor.

Louis Burk
GIRARD AVE. AND THIRD ST., PHILADELPHIA



As Staple As Sugar

GOOD soap powder is as staple as sugar. If you sell a good brand it is certain to sell in sufficient quantity to make itself profitable.

Soap powder would sell even better if some manufacturers hadn't used a lot of harsh alkalies that ate off the skin.

Snow Boy Washing Powder is little more than the purest soap, powdered for greater convenience, and rounded out with some other innocent and effective ingredients. It is a safe and splendid cleanser.

And the premiums your customers get with it are just as good.

Good Goods and Good Profits . .

Lautz Bros. & Co.
BUFFALO, N. Y.

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



Food for Thought and Food for the Body

If you are the means of introducing something to your customers which proves to be better than anything of the kind they have ever had before, you not only get their gratitude, but their confidence. If you get these two things you are certain to hold their trade—that's food for thought.

If you recommend **Royal Peanut Butter** those who try it will find it better food for the body than almost any food product on the market.

The Universal Coupons which come to you with every case are food for the pocket book in the shape of an extra profit.

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio

Make a Specialty of Private Estate Coffee



The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

We Are Not Satisfied

with being able to make the best Macaroni, Spaghetti, Noodles and Pastels, but we go one better and make the best proposition to the grocer.

Besides giving you goods that you can confidently recommend—

Besides giving you a good profit on them—

Every case brings you Universal Coupons which you can exchange for almost anything you would otherwise spend cash for.

The Freihofer **Vienna Baking Company**

Philadelphia, Penna.



Nothing Like It Has Ever Been Made

This picture represents a floor wax which when properly applied makes wood like new. Grocers can build up a big trade on it because their customers need it—they are buying something of the kind now, and are going to paint stores to get it. If you will put a case of **MOORE'S WAX** where it can be seen and tell your trade what it will do you will get some money that is going somewhere else now. We are making it worth your while to do a little talking for this product by giving you a generous quantity of Universal Coupons with each case. You can buy anything you need with these coupons.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.

H. P. D. KINGSBURY
of Redlands, California

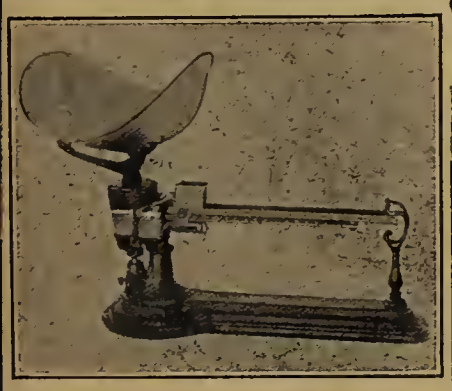
makes an absolutely pure line of

Preserves
Marmalades
and Jams

Their **purity** is guaranteed.
Their **price** is low.
Their **profit** is good.
It will pay you, Mr. Grocer, to **find out.**
Drop a line for price-list to

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA

WM. T. SHERRON, Agent
13 South Front Street - Philadelphia



No Bother With Weights

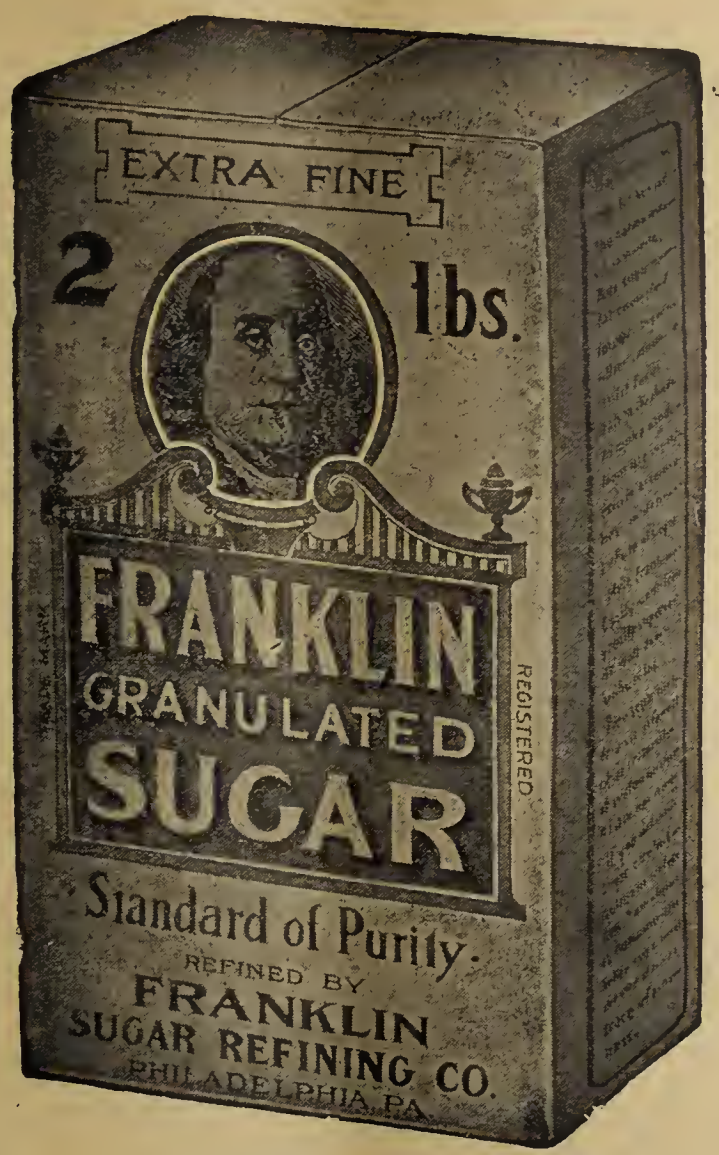
What a nuisance every time you move your counter scale to have to move a lot of weights too! If you will use our counter scale you'll escape this trouble—it has no weights.

No grocer who once uses a scale without weights will ever go back to the old kind again.

Besides this our counter scale is full-jewelled and weighs to a hair. Beautifully made and altogether a fine thing to have around.

We want agents for it.

C. B. WILLISON & CO.
267 Halzey Street
NEWARK, N. J.



"No, They Don't Prefer It"

¶ A watcher of the sugar business said the other day:—"Can it be possible that any grocer *prefers* to sell bulk sugar when he can sell it in ***Franklin Cartons?*** Why I should think you'd get every grocer simply by showing the two propositions side by side!"

¶ It does seem reasonable, doesn't it, and yet we haven't succeeded—yet—in getting all grocers to handle ***Franklin Carton Sugar***. No, we don't think they prefer to sell bulk sugar, but they've made no money on sugar for so long that a proposition to make it profitable is staggering and needs time for thought.

¶ They'll come to it some time, when the burden of the unnecessary work and the profit lost through overweight gets too heavy.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

1845

Doesn't This Date Tell You Something?



This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT'S
Cooking Extract Co
No. 211 ARCH STREET
PHILADELPHIA, PA.

The Reason We Sell More

¶ Lots of manufacturers claim that they can *force* you to sell their goods by creating a demand with the consumer. We know that "unwilling service is never good service"; so instead of trying to force you to sell Mother's Oats we are making it *worth your while to push them*, by giving you an extra profit in the shape of the coupons which net you a profit of ½ cent each on all redeemed. When you induce your customers to take Mother's Oats instead of some other brand you have the satisfaction of knowing that you have tied them to you by giving them an oat product which is better than anything else of the kind on the market.

The Great Western Cereal Co.

Chicago, Ill.



"GET SOME"

Beans and Business

the best of both go together! Van Camp's Pork and Beans are the cleanest, richest flavored, most satisfactory beans you can sell, and that's why you can sell more of them than any other.

¶ Anybody who likes beans likes VAN CAMP'S: lots of people **never think of any others** because our constant extensive advertising **makes** them **think of ours**, and **want** them.

¶ You can get the business if you can get the beans—VAN CAMP'S Pork and Beans with tomato sauce—the finest ever!

THE VAN CAMP PACKING CO.

INDIANAPOLIS, INDIANA

You Can Have the Best Corn Flake Business in Town



Grocers find **Corn Flakes** becoming as staple and important as teas and coffees. Such business is worth having and the way to get it right is by selling

Malta-Vita CORN FLAKES

They are the most crisp and tasty corn flake on the market and the biggest boxful for a dime. They make the best selling proposition for you because the best value for your customers.

UNIVERSAL COUPONS IN EVERY CASE

Malta Vita Pure Food Company, Battle Creek, Mich.

E. C. HARDING & CO., Philadelphia Representatives

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, JUNE 1, 1908. NO. 22.

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Both Rolled Oats Concerns Losing by Price Conflict

Great Western Cereal Co.'s Attitude has Grocer With It but Consumer Against, while Quaker Oats People have the Consumer but Not the Grocer. Where the Position of Each is Uncomfortable and Dangerous. Some Talk of Combination.

The conflict between the Great Western Cereal Co. and the Quaker Oats Co. over the propriety of fixing a retail price, and as to what that price should be, is waxing bitterer every day. Of course it is not a conflict directly between these two companies, as each of them is operating upon the retail trade. Nevertheless, a fight with the two as antagonists is exactly what the controversy actually amounts to.

The principles upheld by the two concerns have been elucidated in this journal before. In a nutshell, the Great Western Cereal Co. contends that no manufacturer should fix the retail price of his product, but should leave the retail dealer to get whatever price he can. The Great Western Co., however, is using every effort to induce grocers to get 12 cents or more for Mother's Oats.

The Quaker Oats Co., on the contrary, believes that it has the right to fix the retail price, and it has fixed it at 10 cents, 2 cents below the "suggestive" price of its competitor. In various ways the Quaker Oats Co. is advertising a 10-cent price to consumers. Admittedly this prevents grocers from getting any more.

Both the two big rolled oats concerns are losing something by this conflict, and it is difficult to see how they can fail to keep on losing. At the present time many a retail store handles both Mother's and Quaker Oats, the packages being identical in size and the quality of the oats being the same in each. Mother's Oats costs the grocer $3.50 per case and retails at 12 cents, Quaker Oats costs him $3 per case and retails at 10 cents. The result is that the grocer who sells both brands is apt to be put in a deadlock with his customer. Naturally he wishes to sell the 12-cent package, for it nets him a better profit. The customer, on the other hand, sees no reason why she should pay the extra 2 cents, and to be frank, there is no reason, and the grocer can give none, since Quaker Oats and Mother's both represent the highest grade of raw materials.

The Great Western Cereal Co. has therefore placed itself in a position where it has the grocer's loyalty and where it will get all the help he can give it, in the sale of Mother's Oats. In many cases the grocer can sell Mother's Oats at 12 cents, and will do so, in spite of the competition of Quaker Oats at 10. But in many other cases the best grocer in the world cannot induce consumers to pay 12 when they can get an equally well-known brand at 10, and that is where the Great Western Cereal Co's position is weak. They have the grocer with them, but the consumer against them. It is also to be remembered that while the grocer can make a little something on Quaker Oats at 10 cents, he will net a loss on Mother's Oats at 10 if he reduces that brand to the same basis as Quaker. This would seem almost sure to reduce the sales of Mother's Oats in some quarters, as they cannot be sold below 12 cents to make a profit, and there are the aforesaid reasons why in many cases they cannot be sold at 12.

On the other hand the position of the Quaker Oats Co. is scarcely less dangerous from another reason. Though they have the consumer with them, on a question of price, they have the grocer against them, which is an extremely dangerous position to be in. Its logical result is for many grocers to cease selling Quaker Oats on the ground that they do not at 10 cents yield much profit themselves, while they prevent the sale of Mother's Oats, which would pay a profit.

Thus both concerns can scarcely get much benefit out of the conflict, and there is beginning to be a whisper that the result may be a combination between the two concerns at a not far distant day.

Mr. Callahan's New Post.

Lutz & Schramm Co., of Pittsburg, Pa., manufacturers of pickles and preserves, have transferred their Cincinnati manager, Mr. George F. Callahan, to the management of their New York City branch house, at 591 Hudson street. Mr. Callahan, having been manager of the Cincinnati branch for seven years, leaves that position with the best wishes of the trade and a host of friends. This concern operates branch houses in the following cities: Boston, Cincinnati, Cleveland, Columbus, Detroit, New York, Scranton, Syracuse.

Northwest Agitated Over Fight Between Two Stores.

Big Lumber Company Owns Whole Town in Washington and Refuses to Let Other Merchants Enter. Lively Experience of Chain Store Men Who Went There to Sell Goods. Ordered Out of Hotel.

Special correspondence of "Grocery World."

Spokane, Wash., May 24, 1908.

Many sensational features are contained in a battle royal now waging between the Williamson stores of Moscow, Idaho, and Palouse, Wash., and the Potlatch Lumber Co. of Potlatch, Idaho, which owns the last named town. The fight originated when Mr. Williamson sent M. Fansler, a salesman, to Potlatch with a line of samples and opened these in the sample room of the hotel, which was built and is owned by the lumber company. Mr. Fansler was assisted by T. A. Myklebust, a clerk in the Williamson store at Palouse.

Potlatch is entirely controlled by the lumber company, which owns the town site and every building in it, and will not sell a lot for any purpose. The company has a large department store in Potlatch and resents any effort of an outsider to poach on its preserve. Regular sales days are held at the store and excursion trains have been run over the company's railroad from Palouse and other points with low rates on account of these sales, thus placing the company store in direct competition with the stores of neighboring towns, but the company will not permit competition with its own store in Potlatch.

A. Loeb, manager of the Palouse store, gave this version of the controversy to the correspondent:—

"When Mr. Fansler opened his samples in the hotel sample room and began taking orders he was ordered out of the hotel and refused a sleeping room and the sample room. The city marshal, Mr. Campbell, called on him and took him to the office of William Deary, general manager of the Potlatch Lumber Co., twice. Mr. Deary told Fansler that the company would spend $10,000 if necessary to keep others from selling goods in Potlatch."

Mr. Myklebust said, in speaking of the controversy: "We met with great success and took many orders, after which the boarding house keeper told us he had been requested to refuse us board and lodging, but he refused to comply with the request. We went over the hill to Onaway, a rival town started adjoining Potlatch, and opened our sample rooms there, and many of the employees of the lumber company went over there through the mud and bought goods of us. City Marshall Campbell sent his son over to our sample room to buy a pair of shoes. The employees of the lumber company were apparently in sympathy with us and bought from us when they could, but nearly every one there is under obligations to the lumber company, which owns every building in town and the town site, and the people could not openly befriend us."

The Williamson Co. is considering the advisability of taking the matter into the courts to ascertain if it can be shut out of the town. In the meantime circulars setting forth the alleged facts and grilling the lumber company have been printed and circulated in Potlatch and adjoining territory.

AUGUST WOLF.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

One Picture Card Doubled California Orange Sales in One Part of England

Enterprising Way in which English Grocers go About the Sale of Foreign Fruit. Cases where Attractive Placards gave Large Results. Where American Fruit Men Fall Short.

Special correspondence of "Grocery World."

Washington, D. C.,
May 28, 1908.

From some Consular reports filed here during the week I obtained some interesting information regarding methods the retail grocers of England use to sell fruit. From the statements made the English grocers are much more enterprising about the sale of fruit than those of this country.

The store windows in England are kept bright with lithograph signs of Jamaica and Canadian fruit shipments, but very few American placards are anywhere to be seen, although considerable American fruit is regularly brought into that port. How effective such advertising may be is seen in the fact that one of the leading dealers, pointing to some clever pictures of Jamaica bananas and some very artistic cards of California seedless (navel) oranges, declared to the American Consul that he can sell fruit at a cent a pound more, and twice as much of it, if his display be accompanied with attractive placards.

In general, it may be said that if one were to judge by the prevalence of such card advertising as "Canadian apples," "Canadian fruit," one would imagine that no fruit reached the English market from the United States. The reason for the illusion is easily discovered, as Canadian shippers send plain and beautifully illustrated placards with nearly every consignment, while the American shippers send little or no advertising matter. The result is that the passer-by or possible purchaser is misled as to the quantity of fruit imported from the United States. American apples in particular are very popular, especially in the early season, and the sale of California oranges, particularly the seedless variety, is steadily on the increase.

A good illustration of the value of this pictorial advertising is found in the service rendered the Jamaica banana industry by the lithographed card. In touring England in 1892 and 1895 the writer noticed the scarcity of tropical fruit, and it was only some four years ago that the Jamaica banana importers entered on their compaign for the market of England. Then it was that suddenly a branch was opened in Bristol, hundreds of windows and billboards were placarded with bright-colored posters showing the cultivation and collection of bananas in their native environment, signs were carried about the streets, and the yellow fruit was sold for whatever it would bring. Bristol took to bananas, and the leading merchants there state that within two months the Jamaica banana trade had firmly established itself in that city, and by its ever changing and attractive placards, and better fruit, has held its own ever since.

Another illustration of the possibilities of advertising fruit is found in the hundreds of placards recommending Valencia oranges for influenza. Owing to an epidemic of this disease in Bristol of late, and the clever placards of Spanish fruit, the sale of Valencia oranges advanced over 500 per cent. so suddenly that dealers have scarcely been able to meet the demand.

It is evident, therefore, that if Americans wish to increase the sale of American fruit in Bristol and other parts of England, or even hold their share in the fruit market in England, they must meet the conditions created by other competitors and the ever greater demand by the English public for illustrated periodicals and advertising. One very artistic placard, showing some California seedless oranges with the legend

THE SIMPLE FACT
THAT WE GUARANTEE THE SALE OF
Post (Formerly called Elijah's Manna)
Toasties
IS PROOF OF MERIT.

We create the demand by continuous, heavy advertising, and the merit or quality pleases customers and holds them.

POST TOASTIES have a delightfully crisp, toasty flavour that appeals to young and old folks alike, and

"THE TASTE LINGERS."

Supplied by all Jobbers

Made by Postum Cereal Company, Limited, Battle Creek, Mich.

"The Aristocrat of the Orange World," has nearly doubled the sale of California oranges, and if American shippers would give more attention to the supplying of such advertising matter there is no doubt that the traffic in their fruit would greatly increase.

The English are natural travelers, and an appeal to their imagination is scarcely ever in vain; hence placards showing the orange plantations, apple orchards, etc., should be as effective as pictures of banana groves. During the latter part of April some of the finest apples ever sold in England were brought from Oregon and quickly disposed of at fancy prices. Had these apples been accompanied by an illustrated placard or two, giving some idea of the life in that distant Northwestern State, the name "Oregon" would have been more indelibly stamped on the mind of the apple buyers. A clever sentiment on such cards would add much to their force, and if the price can be stated distinctly and neatly it would be well to add that to the lettering.

HOLT.

Federal Food Decisions Now Nearly One Hundred

Department of Agriculture Issues Nos. 93-96 During the Week. Two are Technical and the Third Covers Denaturing of Imported Products when Used Both for Food and Other Purposes, Fourth as to Guarantees.

The United States Department of Agriculture has issued several new rulings during the week, being Food Inspection Decisions 93-96. The first has to do with denaturing imported products which are used both for food purposes and for other purposes, the second with the labeling of medicinal and table waters, and the third with the use of neutral alcoholic spirits distilled from beet sugar molasses and used in preparing compound whisky.

Of the above three the only one which has any special connection with grocers is the first, which is here reproduced:—

(F. I. D. 93.)

AMENDMENT TO REGULATION 34.

Certain classes of articles are offered for entry into this country which, under certain conditions, are ordinarily used for food purposes. The articles in question are used also for technical purposes. An example of such a product is the nutmeg. The mature and sound nutmeg is used for food purposes, while the defective nutmeg is used for the preparation of nutmeg oil, which has a technical use as an odoriferous principle. The defective nutmeg is not fit for food, but, on the other hand, is as well or even better suited for preparing oil.

Under Regulation 34 as it now stands, shipments of products which are ordinarily used for food, but which in the particular case are intended for use in the arts, must be so denatured as to render them unfit for food purposes, and the invoice accompanying the shipment must declare the technical use. It has proved impracticable to have all such products denatured before they are offered for entry into the United States.

The Board of Food and Drug Inspection recommends a change in Regulation 34 of Circular 21 of the Office of the Secretary, the amended regulation to become effective on the date of issue, and to read as follows:—

REGULATION 34, DENATURING.
(Section 11.)

Unless otherwise declared on the invoice, all substances ordinarily used as food products will be treated as such. Shipments of substances ordinarily used as food products intended for technical purposes should be accompanied by a declaration stating that fact. Such products should be denatured before entry, but denaturing may be allowed under customs supervision, with the consent of the Secretary of the Treasury, or the Secretary of the Treasury may release such products without denaturing, under such conditions as may preclude the possibility of their use as food products.

Late in the week the department issued a fourth decision, Food Inspection Decision No. 96. It laid down rules for making and exploiting a guarantee of purity on goods subject to the Federal food law, and is as follows:—

SERIAL NUMBER GUARANTY.

As a result of the numerous requests for specific information on various points connected with the filing of general guaranties with the Department, as well as on the use of serial numbers after they have been assigned, the following general instructions bearing on these questions are issued for the guidance of those interested:—

(a) For information regarding the serial number guaranty, see Rules and Regulations for the Enforcement of the Food and Drugs

The Receipt for buying goods right, is, CASH
We set our bread to raise by it. DO YOU?

Boyd's Best Quality Zinc, Porcelain-lined Jar Caps, without Rubbers, ½ gross in box . . . . . per gr., $2.57½
5 or 10-gross lots . . . . . per gr., 2.55
Extra Quality Wide White Jar Rubbers, in 1-lb. cartons (tubes), 25 lb. in case . . . . . per lb., .22
Hercules Jar Rubbers, one dozen in a carton, one dozen cartons in a box, 4 boxes in a case . . . per box, .38
12-box lots . . . . . per box, .37
Tulip Jar Rubbers, one dozen in a carton, one dozen cartons in a box . . . . . per box, .72½
6-box lots . . . . . per box, .70
Peerless Brand Extra Fancy Cold Packed Tomatoes, finest quality goods on the market, No. 3 size cans, 2 dozen . . . . . per doz., .82½
5 or 10-case lots . . . . . per doz., .80
This is the greatest bargain in fancy Tomatoes that you have seen or heard of this season.
New Irish Mackerel, 390 to 410 fish . . . . . per bbl., 16.00
These are very good quality, new Mackerel and can be retailed at 5c. per fish, with a good margin of profit.
No. 1 Extra Shore Fat, Elegant Color Mackerel, 110 to 115 fish . . . . . per bbl., 15.00
These are the best quality large Mackerel and at the lowest price of anything we have seen for years.
Pure New Orleans Molasses, good color and excellent baker, in ½ barrels . . . . . per gal., .30

New Orleans Yellow Sugar, Pure Cane, good color, dry and free and very sweet, bbls. about 390 lbs. per lb., $ .04¼
Champion Brand Choice California Apricots, bright meaty stock, 25-lb. boxes . . . . . per lb., .09¾
Owl Brand Fancy Coast Packed Raisins, 36-1s . . per lb., .07
Hires' Carbonated Root Beer or Ginger Ale, 2 dozen in a case . . . . . per case, 1.72½
5 or 10-case lots . . . . . per case, 1.70
Villa Brand California Lemon Cling Peaches, No. 2½ cans, 2 dozen . . . . . per doz., 1.55
5 or 10-case lots . . . . . per doz., 1.52½
These are very good quality California Lemon Cling Peaches, and the lowest price you have heard this season.
Extra Fancy Maracaibo Coffee, 25-lb. lots . . . . . per lb., .15
100-lb. lots . . . . . per lb., .14¾
If this is not the best value in Maracaibo Coffee that you have seen and if the goods are not entirely satisfactory they may be returned at our expense of freight both ways.
Pearl Tapioca, bags about 190 lbs. . . . . per lb., .03¾
Oneida Brand Rolled Oats, barrels . . . . . per bbl., 5.52½
90-lb. bags (half barrels) . . . . . per bag, 2.65
Toasted Cerealine Flakes, regular 10c. packages, 36 packages in a case . . . . . per case, 1.35
This can now be retailed at 5c. per package, at which price they will go like wild fire.
No orders filled for more than 5 cases to any one buyer.

These Prices for This Week Only—June 1st to June 6th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

Act (Circular 21), Regulation 9, and Food Inspeetion Decisions 40, 70, 72 and 83.

(b) Artieles to be guaranteed may be referred to in the guaranty in the following ways:—

(1) By name.

(2) By use of general terms. For example, proprietary medicines, extracts, carbonated waters, etc., using the proper terms to eover the line or lines sold.

(3) By stating in the space reserved for listing articles "all articles which are now or which may hereafter be manufactured, packed, distributed or sold by .....," in which case the serial number can be used on all foods or drugs, subject to the act, manufactured or owned and sold by the guarantor.

(c) The formulæ of preparations are not required to be given.

(d) The serial number guaranty should not be used on articles not entitled to bear such a guaranty. For example:—

(1) Those of a character which are not included in the definition of articles within the purview of the act as given in Section 6, found on page 17 of Circular 21.

(2) Those subject to the meat inspection law, i. e., meat and meat food products of domestic origin or manufacture derived from cattle, swine, sheep and goats. (Imported meat and meat food products are subject to the food and drugs act and may be guaranteed by means of a serial number or guaranty.)

(3) Those used in the arts and for technical purposes.

(e) A serial number assigned to a guaranty can be used on any artiele covered therein to which the aet applies. (See B.)

(f) Products not covered by the guaranty on file at the Department ean be added thereto by executing another guaranty covering them to be filed as a supplement to the original instrument. (See b.)

(g) The serial number guaranty can be printed, either directly on the principal label or appear on a supplemental label or paster attached to the goods.

(h) Only a resident of the United States can make a valid guaranty. (See Food Inspection Decision 62.)

(i) The general guaranty filed with the Department must be exeeuted by the person, company, association or corporation who assumes responsibility for the goods, or by his or its agent thereunto lawfully authorized, and the authority of such agent must plainly be made to appear when the guaranty is offered to be filed.

(j) Full information relative to the signing of the guaranty instrument appears at the bottom of the blank form of guaranty.

(k) The signature should be acknowledged before a notary public or other official authorized to administer an oath. The seal of such official should always be fixed to the document.

Fighting Federal Canned Goods Dating Bill.

National Retail Grocers' Association Persuades United States Senators to Oppose Bill Requiring Date of Packing to be Placed on Canned Meats.

Special correspondence of "Grocery World."

Cleveland, Ohio,
May 28, 1908.

Secretary Green, of the National Retail Grocers' Association, received Friday a telegram from Washington signed by the secretary of the National Wholesale Grocers' Association as follows:

> Senator Beveridge has moved to discharge the Agricultural Committee from consideration of the canned goods dating bill and for immediate passage of same. Wire immediately your Senators and also Senator Warren urging them to oppose it and asking them to give you a hearing.

Secretary Green at once addressed the following telegram to Senators Charles Dick and Joseph B. Foraker:—

> Kindly refrain from voting on Senator Beveridge's bill known as the dating bill. The National Association of Retail Grocers of the United States is opposed to it and would like to be heard before the bill is given consideration by the Senate. We consider it detrimental to the producer and distributer of food products, with no good resulting to the consumer.
>
> THE NATIONAL ASSOCIATION OF RETAIL GROCERS OF THE UNITED STATES.
>
> JOHN A. GREEN,
> Secretary.

* * *

The National Convention of Retail Grocers has passed into history. Those who attended left the convention full of enthusiasm and a determination to work for the advancement and betterment of the trade. The papers read and the addresses delivered were instructive and educational.

The discussion of interesting topics and the resolutions adopted were pleasing and satisfactory.

The growth of the organization is marvelous. The newly elected officers feel the responsibility, and with the power in hand will do all they can to advance the retail interests of the United States.

JOHN A. GREEN.
Secretary.

An Attractive Window Display.

A grocer in Southern Illinois tells of a novel window display which he says did him more good than any use to which he had put his windows in a long time.

It seems that he had just bought an American slicing machine, which, as it happened, reached him on a Friday. Bright and early Saturday morning he had the machine in the window with a small boy in a white apron working it.

As he tells it: "I had the boy alternate in cutting ham and bacon and dried beef, first one for awhile and then another. Crowds gathered around watching the smooth, even slices fall from the machine, and the boy had hard work to keep up with the demand, though the machine will do the work of several men slicing by hand. I really believe that nearly all the sliced meat sold in our town that day was bought at my store, and the best of it is that the demand is keeping up. I am selling many times the amount I formerly did."

The experience of this man is not an unusual one, and wise grocers will write the company at 54 Fifth avenue, Chicago, for particulars of the machine.

To the Trade:

It Cannot Be Too Often Repeated That You Should Handle

GOOD BLENDS

of

CEYLON TEA.

So, Only, Can You

Build A Tea Trade

Blends That Are Adapted to the Climate and Water of Your Locale, and That Please the Palates of Its People, Sell Readily and Ensure Permanency of Custom.

Grocery World

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Monday, June 1, 1908.

The Nerve to Refuse Unprofitable Business.

The world holds a surprisingly large number of merchants who lack the nerve to turn away unprofitable business. If it is a chance to sell goods, whether with or without a profit, there seems to be a lurking impression that they will be making a mistake if they let it go. Even the most intelligent merchants can be found within this class.

Thousands of times every day retail grocers are confronted with the objection: "But I can get it at Jones' at 10 cents." Ten cents pays nobody a profit, but in many, many cases the answer is: "Well, if Jones can sell it to you at 10 I can," and he does—sells it at a loss, instead of doing that which would make Jones sicker than anything else could—telling the customer to go to Jones' and get it. If all the orders at 10 cents were sent to Jones, the price would advance to a profitable figure just as soon as Jones could turn around. So long as foolish merchants accept the unprofitable business it continues to be unprofitable business and the cut-price which makes it unprofitable is perpetuated.

The feeling which leads a man to accept business which pays no profit is jealousy. He fears to let the customer out of his sight; he hesitates to let her enter his competitor's store. So to keep her sacredly within his own precincts he does business with her on a basis which would surely send him into bankruptcy if he did enough of it.

It is all very foolish. The most successful merchants are those independent enough to refuse to exchange their goods unless at a profit, to decline to fill a single order that doesn't *itself* pay its own way.

A Peculiar Attitude.

Peculiar indeed is the attitude of the Cincinnati (Ohio) Retail Grocers' and Butchers' League towards the Ohio law forbidding the sale of merchandise on Sunday. This law is just now being enforced against grocers who keep open stores on Sunday and five dealers of Pleasant Ridge were recently arrested on the common charge of Sunday selling. The cases were defended by the Cincinnati Association, which will endeavor to have the Sunday sale of groceries legalized so that a grocer may do business on Sunday quite as on any other day.

How utterly blind! Leaving the sacredness of the Sabbath day outside the discussion entirely, what a piece of arrant foolishness for a grocer not only to refuse to voluntarily take one rest day a week, but to oppose others when they seek to give it to him!

The man who works seven days a week is as sure as anything can be to eventually become a mere clod—an automaton, having regard neither for his family nor himself. And really not even intelligent regard for his business, for no man can run a business well that he sticks close to seven days a week.

Traitors.

In the "Grocery World's" frequent discussions of the plans of the local jobbers to destroy the Philadelphia Retail Grocers' Association, the opinion has frequently been expressed that the jobbers' organization would never get very far in their campaign because of the members' disloyalty to each other. Any one who knows the Philadelphia jobbing trade intimately knows that there are men among them who forget every consideration save gain where their own interests are affected. Happily these are not many, but there are more than enough to kill any movement which depends on a united front.

As illustration, take an incident reported to the writer during the week. Of two of the leading members of the Wholesale Grocers' Association, one happened to be long on prunes. He appealed to his brother member, as a favor, to take some of his stock, agreeing eagerly to sell it at actual cost to himself.

The prune market at that time was 6¼ cents. The second jobber bought ten boxes at that price, which was represented to be cost, and found out in time to send them back that the seller had paid only 6 cents for them and that he had paid it because their quality was slightly below par.

There is an illuminating illustration of the attitude toward each other of certain of the members of the association who are fighting the Retail Grocers' Association, and who to succeed, in this fight particularly, must have no traitor within their ranks. A man who would ask his neighbor to do him a favor and then squeeze him out of ¼ cent a pound under a false pretense, would betray any agreement that the jobbers, in common cause, might make.

Many men do such tricks knowing their littleness, and those men can be held in line if kept under sufficiently close espionage. There is another class who do them in genuine ignorance that they are mean and dishonest—they consider them "business." Such men as these nobody can keep in line, because they don't know they are doing wrong.

The "Business Association of Pennsylvania."

The "Business Association of Pennsylvania," ostensibly organized to obtain the repeal of the Pennsylvania mercantile tax law, whose scheme was recently discussed in the "Grocery World," are asking various dealers for an expression of confidence. Their agents are circulating a form of statement, to be signed by merchants, expressing belief in the sincerity and bona fides of the enterprise. The "Grocery World" understands that some have signed, and some have not.

With each person approached for a signature, the association's agent, whoever he may be, leaves the following statement of assets and liabilities:—

ASSETS.	
Total amount of money collected by agents and solicitors	$3,072.88
Total amount received by mail	140.00
	$3,212.88
Amount of exense in excess of receipts	77.97
	$3,290.85

LIABILITIES.	
Total commission paid to agents and solicitors at 25 per cent.	$768.00
Railroad and car fare, hotel bills and other legitimate traveling expenses.	628.50
Printing	780.00
Postage, 27,000 letters, circulars inclosed, stamped envelopes and other correspondence	540.00
Office expense, including furniture, rent, etc	342.60
Salary, office help	128.00
Incidental expense	103.75
	$3,290.85

This shows that the agents of this association have collected over $3,000 from the retail merchants of Pennsylvania since they first started out!

The "Grocery World" has never expressed any opinion that this scheme was a fake. What it said was that inasmuch as the large majority of its promoters were not merchants, paid no mercantile tax and were therefore not personally interested in the matter at all, it looked as if it might be simply a game to make a temporary living for some people, and there is nothing in the statement of assets and liabilities to disprove this. In fact the figures show that at 25 per cent. and expenses the agents, for the work they have done, have been making a very fair thing.

The "Grocery World" also repeats that the logical organization to undertake any movement like the repeal of the mercantile tax law is the Retail Merchants' Association of Pennsylvania, which would not have needed to collect $3,000 from the retailers of the State.

Trademark Suit Over "Georgia Coon" Molasses.

A case recently brought in this State by the Western Grocery Co. against Caffarelli Bros., both wholesale grocers of the State of Texas, introduces an interesting question of trade-mark law. The Western Grocery Co. adopted the

words "Georgia Coon" to designate their syrups, and continued to use the words as a trade-mark until they sold their stock, trade-marks, and trade-names, to a buyer who continued to use the trade-mark on his syrups. The article designated became widely known in a city and a large territory tributary to it as the "Coon molasses" and retail merchants often ordered by that designation alone. Thereafter a third person began the use of the words "New Coon" on his molasses labels, and sold the articles extensively in the same territory. A retail merchant testified that some of his customers would ask for "Coon" molasses, or "Georgia Coon" or "New Coon" and he would give them either as he saw fit, as he considered it all "Coon molasses" and that it was all the same. The court held that the buyer was entitled to an injunction restraining the third person from using the word "Coon." The defendants defended partly on the ground that the Western Grocery Co. had sold as "molasses" a product that was mostly glucose, it being a rule of law that the owner of a trade-mark is not entitled to protection where he has used it to perpetrate a fraud. The court ruled, as to this, that as it was generally known that "Georgia Coon" was not pure molasses, this was not the kind of deception that deprived the plaintiffs of the right to protection.

E. R. Boyer.

Local Jobbers Form Another Association.

Now Have a "Locality Association" Composed of the Uptown Firms. Object is to Prevent the Price Cutting for which the Uptowners are Famous.

The wholesale grocery trade of Philadelphia, already choked to death with associations and leagues, not one of which is wholly successful, now has another—the Locality Association, composed exclusively, so the "Grocery World" is told, of uptown jobbers. The leaders in the movement are said to be William M. Montgomery & Co., Jonathan Graham & Co., Wilson & Richards, Charles Shaw & Co., John Price, and several others. The organization holds meetings at a hall at Germantown avenue and Berks street. George Landell, of Jonathan Graham & Co., is president.

The object of this latest association is to "remedy the various evils of the trade," which, being interpreted, may mean a variety of things. From an inside source it was learned that the real object is the maintaining of a working agreement to the end that the members, all of whom do a city business, will go slower than they have been going about cutting prices. On some lines the uptown jobbers have been the most relentless price-cutters in Philadelphia. Flour is a good illustration. Certain of the uptown jobbers have been known to sell staple brands of flour delivered in Frankford at a gross profit of 10 cents per barrel, which made an actual loss.

Western Packers Pay Pennsylvania Food Fines.

Libby, McNeill & Libby and the Cudahy Packing Co. Accused of Selling Meat Extract Containing Saltpetre. Last Named Company also Charged with Sale of Tomato Bouillon Containing Excess of Benzoate. Both Defendants Pay Fines Without Hearing.

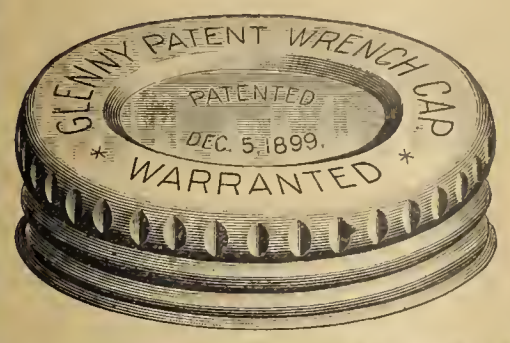
Two large Western packers have came into conflict with the Pennsylvania food laws during the week, and both found it expedient to pay fines. The concerns referred to were Libby, McNeill & Libby, and the Cudahy Packing Co.

In the Cudahy case the prosecution was begun against James Rankin, Philadelphia manager, with office at Ninth street and Girard avenue, and the charge was the sale of tomato bouillon containing more than 1-10 of 1 per cent. of benzoate of soda, also extract of beef containing saltpetre.

The case against Libby, McNeill & Libby was against E. L. Tupper, local manager, and was based on the alleged sale of beef extract containing saltpetre. The defendants admitted that the extract was made from corned beef and claimed that it was not sold as first but as second grade. They had nothing further to say, however, when shown that the label bore no mark whatever to indicate that the contents were second instead of first grade.

A hearing was to have been held in both cases on Tuesday, but both defendants paid the fines in advance.

The Glenny Wrench Jar Cap



A PURE FOOD, COMMON SENSE FRUIT JAR CAP, made from heavy TIN PLATE, especially treated for us.

It does not require a liner, therefore has none, for the dirt and MICROBES to hide behind.

Packed in cartons of one dozen and from 60 to 120 cartons in a case.

PRICE $1 00 per gross F. O. B. Cincinnati, rubbers not included.

SAMPLES FURNISHED

The Wm. Glenny Glass Co.

Cincinnati, Ohio

FOR CODFISH LOVERS

In these glass jars is packed the same fine Georges Cod as in the 3-lb. boxes, but medium sized, younger, smaller fish are used.

Simply perfect, pure, genuine codfish, packed with no preservative except natural sea salt, as clean as wax and tightly sealed so as to keep moist and full-flavored until served.

You can offer this to your trade not as imitation codfish, but as codfish guaranteed to be genuine, and with every satisfaction that it will bring repeat orders.

DON'T FORGET THE BRAND—TALISMAN

SWIFT & COMPANY

Quality Counts

Of course, cheapness appeals to some of your trade, but your most profitable customers are those who want the best. You can meet the demands of the most exacting by handling

HEINZ

57 VARIETIES

PURE FOOD PRODUCTS

(The kind that contain no preservatives.)

They are made in the largest, cleanest and best equipped kitchens in the world and represent the highest attainable perfection in food preparation.

Furthermore, you run no risk in selling Heinz goods. They meet the requirements of all pure food laws and are sold under the guarantee of money back to your customer if they ever fail to please.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

The New York Letter

Agressive Oleo Campaign. Large Concerns Using Demonstration Method. Even Callanan Falls in Line. California Convention Delegate Preaching Minimum Retail Price. Small News of the Trade.

Special correspondence of "Grocery World."

New York, May 29, 1908.

The aggressive campaign of the oleomargarine manufacturers to introduce their product in the regular retail groceries has surprised many and seldom has so much been accomplished in the same length of time in getting an article of food before the public as in this case.

Before the recent decision of the courts sustaining the right to sell oleo in this State none of it was being sold openly. It was supposed that anybody selling any of the product would be severely punished under the provisions of the State law. In the six weeks since the courts held that oleo could legally be sold here it has been pushed to the public notice with remarkable skill.

Scores of grocery stores in all parts of the city are now offering oleomargarine for sale. Usually the sales start with a week or so, during which an attractive and intelligent young woman invites the customers entering the store to taste the oleo and see if they can detect the difference between it and butter. At the same time she explains the merits that are claimed for the oleo. Rolls of white and yellow oleo are on the table and the customer may taste one or both. Little vials and globules containing coloring matter are also shown and the demonstrator shows just how the white oleo may be made yellow by pouring a little of the liquid and mixing it up with a knife or similar instrument, just as salt could be worked into butter by the housewife, the operation taking only a few moments in the case of a roll of less than a pound.

One of the companies, the John F. Jelke Co., Jersey City, has a corps of these demonstrators introducing oleo into one store after another. It is said that some of the other companies are taking advantage of the first company's enterprise by following up the work and trying to make sales without themselves having any of the expense of conducting demonstrations.

The persuasive powers of the oleo people may be judged from the fact that even L. J. Callanan, the Vesey street grocer, has been won over and is now selling oleomargarine. Less than a month ago he said that in his sixty years' experience in the business he had never sold a pound of oleo and he did not propose to begin at this late day. It is not often that he changes his mind and when he does there must be a reason. When your correspondent asked him for his reason, he said: "I have oleomargarine here now because it is being offered exactly for what it is. The labeling and the other precautions are such that there is no danger of the fraudulent substitution of the oleo for butter. The old way was to try to sell the oleomargarine for butter and that was what I opposed. I see no objection to the sale of oleomargarine to people who know exactly what they are buying."

That seems to be the attitude of a lot of other grocers. The department stores were first selected for the demonstrations, but the manufacturers soon turned to the regular grocers and the product has also been placed on sale in some meat markets.

Some of the grocers who now have oleo in stock still look askance at the coloring part of the business. They ask what is the use of changing the color, but the manufacturers deem it important to show people how to introduce the color if it is so desired. A globule of the coloring liquid goes with every pound that is sold of the butterine or oleomargarine. Large buyers receive a vial of the coloring liquid.

The two bills which were introduced in the Legislature at its recent session for the purpose of absolutely prohibiting the sale of oleomargarine in this State were both defeated, so that there is now a clear field for the business. The retail butchers were among those who worked against the bills They expect that if the sale of oleomargarine gets on a firm basis in this State they will get higher prices for the fat and suet which will be in demand for oleo purposes.

The butterine is sold at 20 cents a pound at all the stores into which it has been introduced by the company making the demonstrations, which company will not allow any cutting, it is announced. It is said that the big sales are expected to come later in the year when the price of natural butter goes up. One of the claims made is that the butterine is especially superior to the grades of butter commonly used for cooking purposes.

* * *

The California delegation to the recent national convention of the retail grocers remained over here on its way home for a few days after the other Western delegations had gone. In the past week the Californians have been somewhat busy trying to convert the Brooklyn members to the idea of maintaining minimum prices as is done in California. The subject was discussed at the regular meeting of the Brooklyn Association and at a number of informal meetings. Some think that the plan is more feasible in Brooklyn than in New York. As in the case of the New York Society, which discussed the matter a week before, no definite action was taken.

The Californians were entertained by a theatre party and by several other social affairs, including a reception at the Cortelyou Club and trips to Coney Island. The delegations from other States were similarly entertained before they left New York.

* * *

At the offices of the National Wholesale Grocers' Association it is predicted that the convention in Atlantic City next week will be the largest ever held by grocery jobbers in this country.

* * *

The Canners Machinery Co., Buffalo, N. Y., was incorporated this week to make machinery especially for canning. The capital stock is $75,000; incorporators, Roger C. Adams, W. B. Phinney, G. P. Keating, all of Buffalo.

The E. B. Mitchell Cider and Vinegar Co., Sinclairville, N. Y., was incorporated this week with a capital stock of $5,000; incorporators, E. B. Mitchell, Sinclairville; George L. and Frank Cruikshank, Pittsburg.

* * *

Schedules in bankruptcy were filed Monday by the Buchan's Soaps Corporation, 225 Fifth avenue. They show total liabilities of $118,651; nominal assets of $32,818. The largest debts are to banks and advertising agencies.

FRED. A. MCGILL.

News from Various World's Food Markets.

India Will Still Continue Her Tea Advertising in this Country. Chances to Sell American Groceries in Canada. Difficult to Import Brazil Coffee Direct. The Grocery Business in San Salvador.

Special correspondence of "Grocery World."

Washington, D. C.,

May 29, 1908.

At the half-yearly meeting of the Indian Tea Cess Committee, held within the last few days, it was resolved to continue the existing arrangement for advertising in the United States jointly with Ceylon, and the sum of $34,285 was voted for this purpose. The total to be contributed by India and Ceylon for the purpose indicated is $60,000. The committee also decided to maintain the separate India advertising fund which they started in the United States during 1905 and to allot to it a further sum of $20,000. To maintain and to extend the scheme which is in progress for pushing Indian tea in Belgium and Germany $25,000 was voted. An Indian tea house is to be opened in Berlin shortly. The committee likewise agreed to continue the green tea bonus at the rate of 1 cent per pound on 2,000,000 pounds of green tea to be manufactured during the coming season.

* * *

In the Kingston and adjoining Canadian districts Consul H. D. Van Sant states that the market for American lard, hams and bacon, for high-class Western canned meats and poultry, and for canned goods and California fruits, could be increased. While the Canadian production in these lines is growing better each year, owing to improved methods, the American article still leads and the advantage of milder climate

and more extensive and superior methods of culture and canning has not yet been overcome. The exposures of several years ago injured the sale of canned meats at the time, but since then the United States inspection law has resulted in the canning of superior goods, and if this new line is introduced it will command a large sale. The Consul has frequently heard the wish expressed for American canned goods. Many Canadian buyers ask for American brands. Detroit and Western lard shipped to Canada last winter commanded a quick sale.

* * *

Consul-General George E. Anderson, of Rio de Janeiro, states that there is an increasing number of individuals and firms doing business in the United States in coffee which display an anxiety to purchase coffee direct in the Brazilian markets to whom some information as to how the export coffee business is conducted is necessary. Under ordinary conditions it is not practicable for dealers in the United States to become importers unless they are able to establish connection with a Brazilian house of an exceptional nature—not only a house in which there may be confidence, which may of course easily be had, but one so situated that it can buy and grade coffee of the particular grades needed by the small importer and do this at less expense than the great American importing houses.

* * *

Consul-General Samuel E. Magill, of San Salvador, sends to the State Department, by way of general information, the following data:—

Grocery stores and butcher shops, as conducted in the United States, do not exist in Salvador, the supplies for the home table and the restaurant being purchased daily from a central market, where stalls or stands, conducted by women, carry stocks of vegetables, meats, poultry, eggs, fish, fruits, etc., received daily from the surrounding country, and daily sold to the cooks. No provision being made in these stands for refrigeration, and few homes being furnished with ice chests, a fresh supply of food daily is necessary.

The mass of the people here live on corn and beans, prepared in various forms, together with the cheaper grades of meat; the wealthier homes are bountifully supplied with better meat—beef, tongue, pork, mutton, rabbit, chicken and pigeon—and with some vegetables and fruit.

Cereals prepared in the various forms so well known and so largely used for breakfast foods in the United States are little seen here, and would be difficult to introduce, for it is the local custom to take only coffee and bread, sometimes eggs and fruit, for breakfast.

Sugar and coffee are produced here, but China supplies tea. Dried fruits, flour, flavoring extracts, baking powder, nuts and raisins come from the United States.

Vegetables and fruits being grown here in great variety and obtainable practically all the year round, there is but a small market in Salvador for canned goods, and the demand for such things as meats, fruits, oysters, jellies, etc., in cans or bottles, is further limited by the heavy import duty charged on such merchandise. Only three houses of importance carry canned goods and preserves and these only carry them as side lines. (Names of these firms filed in the Bureau of Manufactures.)

Salmon, oysters and an occasional breakfast food come from the United States; soups and jams and cheap candies from England; olives, peas, asparagus, pickles, mustard, cheese, capon, mushrooms, plums, and fruits generally from France. The bulk of this class of merchandise is bought in France.

HOLT.

Butler Chain Stores Rumored For Sale.

Big Block of Stock Thrown on Market. James Butler Said to be Weary of Philadelphia Conditions. Concern has Added no New Stores for Months.

There is reason for the statement that the Philadelphia chain stores of the William Butler Co. are for sale. Since the death of William Butler, the founder, several years ago, the business has been run by a corporation, of which Mrs. William Butler was the majority stockholder. James Butler, the New York chain-store man, was also largely interested, and is reported to be anxious to close out his Philadelphia affiliations entirely.

There are 117 stores in the Butler chain in Philadelphia. No new ones have been added for a long time. The enterprise must be reasonably prosperous, however, since it last year declared a dividend of 17½ per cent. The Scannels, relatives of Butler, who managed the Philadelphia stores for a while, have nearly all left and are now inaugurating a chain of similar stores in Baltimore. A block of 155 shares of the Butler stock was recently thrown on the market by one of the Scannels, the object being to raise the money to put into the Baltimore business. The price asked was $125 per share, against a par value of $100.

For some time there has been a rumor that a combination of the smaller chain stores was about to buy the Butler stores, but there is no confirmation of this as yet.

TIN CANS

On Page 15

Our Grocers' Fixture Department has the most beautiful line of tin Spice Cabinets you can see anywhere. Every one, regardless of price, has that distinctive beauty which gives tone to any store.

Turn to page 15 of our Catalogue No. 4 (Grocers' Tinware), See our "Persian Spice Cabinet"—ever see anything handsomer?

Note the seven compartments, each holding 15 pounds, with the patented revolving label. This bears the names of eight spices—simply turn the label to the one you need. One particular convenience about this cabinet is that you don't have to dig in the top to get out the goods. Each compartment has a rolling door at the base. Two scoops supplied with each cabinet.

Write for price. Have you sent for Catalogue No. 4 yet?

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES

Thrown Away

¶ The merchant who has not installed an **American Slicing Machine** is throwing away each year the equivalent of from two to twenty machines, according to the size of his store.

¶ HOW?

¶ In the lost profits on ends which cannot be cut by hand, and which have to be sacrificed or thrown away.

¶ In the lost profit which he pays the packers if he handles meats in tins or jars.

¶ In the lost profit on the trade which he might have, but which is now going to his progressive competitor.

¶ In the lost profit which comes from 20 per cent. more slices in a given weight of meat.

¶ We should like to demonstrate this to you.

¶ May we?

American Slicing Machine Co.
54 Fifth Avenue, Chicago

SEND US YOUR ORDERS FOR

WINDOW SCREENS
DOOR SCREENS
MACHINE OILERS
WATER COOLERS
WIRE CLOTH
POULTRY NETTING
ICE CREAM FREEZERS
FLY NETS

And everything else in

HARDWARE

You may depend upon getting the best prices here.

JAMES M. VANCE & CO.
Hardware Jobbers
211 and 213 Market St., Philadelphia

Don't Throw Your Profits in the Cellar



A little of this and a little of that, left after the rush is over, is often put in the cellar because there isn't enough of it to make a respectable showing. These little "leftovers" represent your profits and you can't afford to let them rot in the cellar. A very little looks a lot in my Bins and you can get money for it. As I make them, they go to you from me at the one profit.

H. F. HEACOCK, 51 N. Second St., Phila., Pa.

THEY WILL WALK BLOCKS OUT OF THEIR WAY TO GET THEM

When a woman gets hold of a broom that lasts two or three times as long as the ones she has been buying, she will walk blocks out of her way to get that kind of a broom again.

We are making this kind of brooms **only.** Try a dozen, tell your trade that they are the finest ever put on the market and CHIPMAN BROOMS will keep people coming to your store regularly, if nothing else will. **$2.25 per doz.** is our price for a broom that retails for 25c., and any one of your customers will pay 30c. for them and be satisfied.

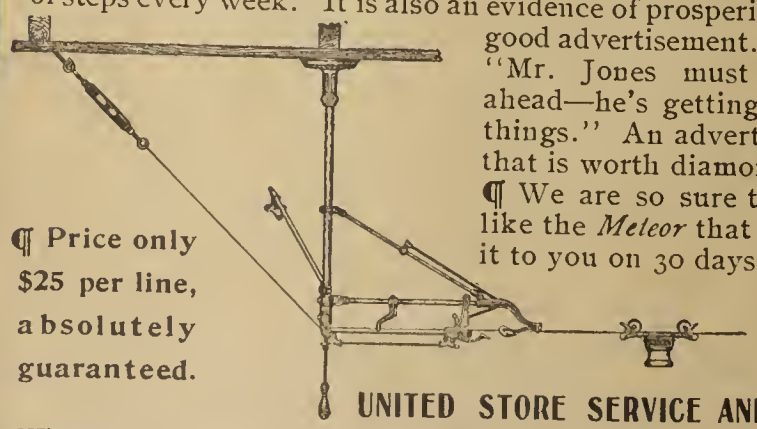


Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.

Thousands *of* Steps Saved

¶ Our *Meteor Cash Carrier* will save you and your clerks thousands of steps every week. It is also an evidence of prosperity and thus a good advertisement. People say, "Mr. Jones must be getting ahead—he's getting all the new things." An advertisement like that is worth diamonds.

¶ We are so sure that you will like the *Meteor* that we will send it to you on 30 days' free trial.



¶ Price only $25 per line, absolutely guaranteed.

UNITED STORE SERVICE AND TUBE CO.

NEW YORK, Times Bldg. BOSTON, Tremont Bldg CHICAGO, Medinah Bldg.

THE GROCERY MARKETS

Tea.

The tea market is unchanged as to spot teas, and in fair demand for the season. The business is scarcely equal to last year, however. The market for new Formosas opened during the week on a basis slightly higher than last year. Even at the advance, however, the teas will probably be bought. New Congous also opened, on a basis possibly 10 per cent. below last year. The end of the season is approaching, and holders of large stocks of any grade are anxious to move.

Coffee.

The market for Rio and Santos coffee is about unchanged. The demand is still from hand-to-mouth, and gives no indication of becoming anything more in the near future. The sale of the first lot of valorization syndicate coffee occurred on Friday, too late, in view of the holiday, to obtain results for this issue. The syndicate undoubtedly had the sale well in hand, however, and is believed to have limited the price on a basis of 8½ cents for Santos 7s, green, which was slightly higher than the market ruling at that time. Mild coffees are firm and unchanged. Java and Mocha steady and unchanged.

Sugar.

The sugar market has shown some reaction during the week, and raws have sold at an advance. As the week closes the market is firm. There has been no change in refined, except a 5-point advance by the Federal. There seems no likelihood of any sharp immediate advance. The consumptive demand for refined sugar is opening up well.

Syrup and Molasses.

Glucose still remains unchanged, though corn is soaring high. Compound syrup is dull and rules at unchanged prices. Sugar syrup is in fair demand at ruling prices. Molasses is not in particularly good demand, but is scarce and firmer.

Fish.

The fish market is decidedly dull. Prices on all grades of mackerel are nominally unchanged, but it is reasonably certain that any buyer of a good-sized lot could obtain concessions. The demand for mackerel is light. Cod, hake and haddock are unchanged in price and in light demand. Domestic sardines are unchanged. New goods are obtainable in any quantity desired on a basis of $3.10 Eastport. Spot goods are moving from hand-to-mouth, somewhat below, when the sale is made from second hands, the packers' market. Salmon is unchanged and in fair demand. Prices on futures of some grades will be named soon.

Canned Goods.

Tomatoes are unchanged. There is a fair demand on spot at ruling prices and a light demand for futures at unchanged prices. Prospects are for a good pack. Corn is in some demand. Futures are moving to some extent, and spot corn is firmer. Peas are exceedingly dull, and as to spot goods, very weak. There are some considerable stocks of old peas in the hands of the trade, bought at high prices, while new peas are now ready for delivery on a much lower basis. The situation is not especially encouraging to the holder who wants to get out whole. Peaches are unchanged, no price having been named for new goods other than that quoted last week. Apples are weak and not much wanted. The small line of Baltimore canned goods is unchanged and in light request. California canned goods are unchanged and dull. There has been no general naming of new prices as yet, though one packer is reported to have made a price on cherries considerably below last year.

Dried Fruits.

Prunes are firm, but without further change in price. The demand is fair. Peaches are selling fairly well, at prices that still tend downward. Apricots show no change, either spot or future, and the demand for both is light. Currants are in fair demand at unchanged prices. Raisins are dull and weak. Future citron is still in fair demand. Dates and figs dull.

Beans and Peas.

Pea beans show from 10 to 20 cents advance for the week. In a large way the quotation is $2.70 to $2.80. Imported pea beans have also advanced to $2.30. The demand for pea beans is fair. Marrows also show a sympathetic advance to about $2.50. California limas are now quoted at 4¾ cents on the coast, which means a trifle over 5½ cents delivered in

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

the East. This is an advance of about ⅛ cent. Split yellow peas, which were last week quoted at $6.75 per barrel in a large way, are now $7.30. Lack of supply is the reason. Other grades are about unchanged.

Butter.

The butter market is firm and unchanged. Butter arriving now is showing fancy quality and meets with ready sale either for consumptive or speculative purposes. There will likely be a firm market at unchanged prices as long as the make continues as fine as now. Near-by butter is getting scarcer and is selling on about the same basis as Elgin butter. Print butter is firm at about 1 cent per pound over tub.

Eggs.

Fancy eggs are selling about on the same basis as a week ago. There has been some decline in under grades owing to the warm weather, and very few of the eggs arriving are bringing the top price. Present conditions are likely to exist for about two weeks, after which production will decrease and the market become firmer. Stocks of eggs in storage are about the same as a year ago.

Cheese.

The cheese market is firm at ½ cent above a week ago. Cheese is showing more grass and better quality every week. Old cheese is about exhausted and the consumptive trade is now almost entirely on new. What few old cheese are about are bringing 3 cents more than new. The general cheese market is selling 15 per cent. below a year ago, but the market is very healthy, and if there is any change it will be upward.

Provisions.

The provision market is about stationary. A good trade is reported for everything in smoked meats. Both pure and compound lard are selling well at ruling prices. Barrel pork, dried beef and canned goods are having a seasonable demand and a satisfactory trade is reported throughout.

Produce.

Old Pennsylvania potatoes, 90 cents to $1 per bushel; old York State, 90 cents to $1 per bushel, demand fair; sweet potatoes, firsts, $1.25 to $1.50 per hamper; seconds, 75 cents per hamper, demand slow; Bermuda onions, $1.35 per crate; Texas, 90 cents to $1.25 per crate; Egyptian, $2.75 per 2-bushel bag, demand fair; spinach, 50 to 75 cents per barrel, demand slow; rhubarb, $1.50 to $2 per 100 bunches, demand good; watercress, $2 per 100 bunches, demand fair; scullions, 75 cents to $1 per 100 bunches, demand fair to good; red radishes, $1.50 to $2 per 100 bunches; white, $1.50 per 100 bunches, demand fair; salad, 50 cents to $1 per barrel, demand fair; asparagus, 5 to 20 cents per head, demand fair; cauliflower, No. 1, 5 to 10 cents per head; No. 2, 2 to 3 cents per head, demand fair; beets, 10 to 12 cents per bunch, demand fair; carrots, 3½ cents per bunch, demand fair.

Green Fruit.

Bananas, firsts, $1.50 to $1.75 per bunch; 8-hands, $1 to $1.25 per bunch; 7-hands, 75 to 90 cents per bunch; 6-hands, 50 to 65 cents per bunch, demand poor; apples, Baldwins, $2 to $3.50; Spy, $3 to $3.50; Russets, $2 to $3, demand fair; pineapples, $2.25 to $3 per box, demand good; lemons, $2.25 to $3 per box, demand fair; California oranges, $2.75 to $4 per box; Floridas, $3.50 to $4 per box, demand fair to good.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7½ cents per pound; roasted, choice, $1.15 per bushel; fancy, $1.50 per bushel; jumbo, $1.65 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12½ cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Next to tomatoes, for both spot and future delivery, the buyers' attention just now is attracted to new peas, pineapples and strawberries, as well as other new goods. The tomato market was quite active last week, and there is a slightly firmer undertone to it which is not shown in the quotations. Steady buying of spot goods for prompt shipment wears away the visible supply without attracting much attention and keeps the market prices steady, and no notice of it is taken until a number of supposed large holders announce that they are sold out. The statistic sharps are trying to prove each other to be in error as to the size of the stocks on hand unsold to meet the demand between now and next August or September. Official information on that subject encourages the holders regardless of guesses. For future delivery the tomato market continues firm, and a number of sellers at the low figures have already sold up to the quantity they decided to accept contracts for, with 100 per cent. delivery guaranteed, and have withdrawn from the market. Based on the cost of canning under the most favorable circumstances the coming season to-day's prices for futures look safe for the jobbers to begin buying them to at least a moderate extent. The continued rainy weather is worrying the canners of sweet corn and discourages the growers of it who think they see more money in growing field corn instead this season, which means a reduced acreage for canning purposes.

The character of the buying of spot goods continues as heretofore, namely in small assorted lots as the goods are wanted, and the fact that they embrace almost every article in the list rather shows that the jobbers, as a rule, are carrying small stocks, having added little or nothing to their holdings since last fall, meantime working off their principal lines. The canned goods market is gradually getting into a better position.

THOS. J. MEEHAN & CO.
Baltimore, Md.

No. 2.

As demand governs supply, price must necessarily regulate over-production or under-consumption. It has been demonstrated that supply should be reckoned according to demand, and yet price is a stimulant that enables demand to at least be consequential. When supply becomes too weighty, the wheels refuse to revolve, but price lubricants will generally furnish the power wanted, and, presto change, supply is off again at a rapid diminishing pace. If packers would cease a bit vying one with another in keeping the raw stock price extraordinary and study the relationship of price and demand, there would be little necessity for the sale of spots at a loss and futures at cost. High price must necessarily mean decreased demand, especially in money panic periods, and as a result the recent tomato panic was bound to follow and continue until the price was adjusted in accordance with supply and decreased consumption. With these conditions so fresh in the minds of all, as the pendulum is about to swing in the opposite direction (for pendulums never stand still), would it not be well for the buyer to take notice, for the reverse must follow if the future orders are not placed in sufficient volume encouraging preparatory pack in relationship to probable demand and at prices justifying the undertaking, otherwise the result must be demand greater than supply, increased price, decreased sales and profits.

As the clouds of the tomato panic roll away, it is evident that the "pick of the pile" can no longer be secured at 72½ cents for 3s, and while now and then a scattering car is still obtainable on this basis, the most of the lots remaining unsold show irregularity of some description, and under present conditions governing we quote standard 3s at 75 to 77½ cents, with off-standards from 70 to 72½ cents, depending upon quality and condition. Twos remain quiet, with volume of business small, on the basis of 50 to 52½ cents, and as stocks are limited there is little inclination to force orders.

Future tomatoes continue quiet, with but little business going. Most packers who figure closely show little disposition to accept business at prevailing quotations, and since weather conditions have been unfavorable for the last two

weeks they seem content in waiting results and what the future may bring forth. Continued heavy rains have compelled the farmers to remain under cover and several days' sunshine will be requisite before fields can be plowed and prepared for the reception of the tomato plant, which though mighty as a giant at times, is as tender as a young lamb during the period of propagation and necessarily requires careful treatment and suitable preparation of growing ground, otherwise the yield will not justify the arduous labors demanded for its successful cultivation. Few reliable packers are willing to countenance future orders under 77½ to 80 cents, depending upon brand and quality, and most alert buyers continue to shun offerings under this figure, fearing that the delivery will not be accordingly as satisfactory, at least if the market has advanced by this time, for there is little inducement to the buyer to purchase futures without he feels there is a possibility of an advance at delivery time.

Spot corn seems to be gaining vigor from its relationship to the new packed article and adverse weather conditions with an assured late planting season, which causes the spot holders to stiffen up their prices and refuse orders on the basis named in our last quotations. For immediate shipment, shoepeg is held on the basis of 66½ to 77½ cents, depending upon brand and quality, while Southern packed Maine style is difficult to locate under 60 to 65 cents.

Owing to the conditions as already described, there is little inclination among packers to accept further business for future corn, at least until the Northeast winds cease to blow and a week of sunshine follows, enabling growers to prepare the ground, which is at present soaked with water and mud. Demand for seed corn continues, as there seems to be a fear of the lack of germination, at least in the usual preparation, and all indications point to a stronger corn market. While there is but little inclination to quote future prices, the nominal quotations are 70 to 77½ cents for shoepeg and 60 to 65 cents for Southern Maine style. It would be difficult to fill orders for large quantities on this basis.

STRASBAUGH, SILVER & CO.
Aberdeen, Md.

—

Spices.

The market has a firm undertone, with a slight upward tendency. Supplies are small. There are no special figures to report. Buying has been from hand to mouth, but we look for more satisfactory business from now on.

Pepper.—The market is, no doubt, firmer for spots as well as futures. Conditions generally remain unchanged during the week.

Cayennes in better demand, but without change in price.

Cloves steady and very scarce. There is a very good spot demand, which will increase.

Pimento (Allspice).—Somewhat firmer and prices are slightly higher. Supplies are small.

Mace very scarce. We can report a good inquiry, due to season.

Nutmegs very active at present, due to record prices. The present market is certainly an advantageous one from a buying standpoint.

Cassias.—Saigon and China are steady; Batavia is very scarce, firm in price and in very fair demand.

Gingers somewhat firmer and in better inquiry.

Seeds.—In good demand for pickling needs. Celery, Caraway and Mustard are all firm, but unchanged.

McCORMICK & CO., INC.
Baltimore, Md.

MARKET NOTES.

North Carolina blackberries are not especially plenty and the price ranges from 12 to 14 cents. The demand is excellent and the quality of the fruit good.

—

Huckleberries are coming North in comparatively small shipments, the source of supply being North Carolina. The price is 12 to 14 cents.

—

The first Jersey peas are in and show good quality. They range from $1.25 to $1.50 per basket. The demand is good.

—

A few string beans are coming from North Carolina, and the price averages $1.50 for one-third barrel basket and $2 for half-barrel. The demand is active for anything good.

—

Lima beans are slow at $3 per basket. The quality is not especially good and the supply not heavy.

—

The first pie cherries are now in market, coming from Virginia, and commanding 50 to 60 cents per basket. The quality is good for early fruit.

—

New Jersey asparagus is coming in large quantities, much in bad order. Anything good commands 15 to 20 cents, but stuff is selling at 3 cents up.

—

Virginia cabbage is glutted, and is scarcely bringing freight. Good cabbage has sold as low as 45 cents per barrel. The demand is moderate.

—

Florida watermelons are scarce. Anything good brings 75 cents each. The demand is light.

—

Florida cantaloupes are selling cheap—$1.50 to $2 per crate. The quality is mostly poor.

—

The first Mississippi tomatoes are in, commanding $1.15 for a carrier of four baskets. Florida tomatoes average $3, and show better quality than the Mississippi. The demand is good, but the price will likely be lower.

—

Florida corn is coming in better quality and averages $2.50 per crate. The demand is slow.

What Oleo Did for Three Men.

Convicted of conspiring against the Government in the matter of oleomargarine frauds, Hugh I. Armour, a young grocer of Wilmington, Del., in the United States Court last week was sentenced to pay fines aggregating $7,500 and to serve two terms of eighteen months' imprisonment each, which, however, run concurrently, so that he will serve but one term. The court directed that he serve his imprisonment in the United States Penitentiary at Atlanta, Ga. Otis L. Birckley and J. Willis Hathaway, the other conspirators, already have been sentenced to terms of nine months each in the county workhouse, with $1,500 fines imposed in each case. The arrests of Armour and his employees, Hathaway and Birckley, revenue men say, were the most important, as regards oleomargarine frauds, of recent years. It was shown during the trial of the accused men that Armour purchased large quantities of white oleo and colored it in Wilmington, it being disposed of by Hathaway and Birckley. The oleo was colored and cut into cakes the size of butter in an East Side stable, and revenue officers had great difficulty in running down the band. Secret service men who investigated the cases found that Armour was operating two oleomargarine factories in Wilmington, one in Atlantic City and another at 2030 South Sixteenth street, Philadelphia. When these factories were raided two years ago Armour fled to the mountains in West Virginia. Emmett L. Rudman, the revenue officer in charge of the case, said that thousands of pounds of oleo were made in the Armour plants and that Armour, through his assistants, disposed of this, defrauding the Government out of taxes probably in excess of $50,000. When the Philadelphia plant was raided Armour could not be found. After a search through North Carolina, Virginia, Maryland, New Jersey and Pennsylvania, he was found hiding with companions in the heart of the Allegheny mountains.

Refiners End Sugar Abuse.

Adopt New Plan which Will Compel Buyer to Take Sugar in Seven Days. Under Old Plan Some have Taken Six Months. Will Greatly Reduce Speculation.

All of the sugar refiners have adopted a new method of selling sugar, and for the time being every buyer, wholesale or retail, will be obliged to conform with it. The new plan requires buyers to remove their sugar in seven days, as against as much as six months in certain sections under the old plan.

The old method was loose in the extreme. A buyer could order sugar to-day and let the refiner carry it all the way from thirty days to six months. In New York it is stated that certain sugar buyers let their sugar lie six months before taking it away. There was everything to gain by this and nothing to lose, because the price was guaranteed until the day of shipment, and there was no storage to pay. Naturally, the plan degenerated into an abuse, and the refiners have cut it out at last.

Under the new plan a buyer is given seven days to remove his sugar and no longer. If delivery is not asked for within seven days the refiners will either cancel the order or compel the jobber to take it, according to the status of the market at the time. Naturally the price is only guaranteed for the seven days.

The plan will put an end to much of the sugar speculation which has been indulged in under the old plan, and will cause sugar buying to be done by smaller and more frequent orders.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Allentown, Pa., May 4, 1908.

Editor "Science of Advertising."

Dear Sir:—Inclosed find our trimonthly "Grocery Bulletin," which we are issuing and mailing regularly to about 8,000 housewives in this town and vicinity. It being our aim and object to go after the high-class trade, we have adopted this method as an experiment, as compared with newspaper advertising. The cost of this work to us, in the manner in which we are handling it, is hardly as much as newspaper work costs us, and we feel that we are having much better results, as we are now reaching the class of trade we most particularly desire and some of which never read newspaper advertisements.

Would be pleased to have your criticism and suggestions for its betterment.

Thanking you most kindly, I am,

Yours truly,

FRANK N. MAYER,

Manager of Grocery Department.

The store paper that came with this letter was quite a superior production. It had four pages, 6 x 9 inches, and was well and carefully prepared throughout. The paper and the printing were both good and of the general effect even the highest class grocer in a large city could well be proud.

* * *

The first, second and third pages of Harned-Earley's paper are devoted to straight grocery advertising, almost exclusively of proprietary goods. They don't tell me whether they have any kind of deal with the manufacturer to bear part of the expense of this advertising, but unless they do I should advertise more of my own brands. Advertising proprietary goods is all right, when they pay a profit—in fact it is a very good business policy—but advertising one's own brands is better, since there is no competition. On the three pages there are sixteen private brands advertised, every one of which is somebody else's. This is a mistake, in my judgment. The finest kind of a grocery business is that done on goods packed under one's own labels. Nobody else has them, and to get them the customer must come to your store. When you've built up a business on such things you've got something. When you build it up on Cook's Flaked Rice, for instance, you may have something and you may not, for any other grocer can supply Cook's Flaked Rice as well as you can.

* * *

Here is the cover page and the third page:—

TRY HARNED-EARLEY CO.

HARNED-EARLEY CO.

GROCERY BULLETIN

No. 5. ALLENTOWN, PA. MAY 1 TO 15 1908. VOL. 1

GROCERIES THAT SATISFY

ISN'T it worth a good deal to you to know that when you buy here you are buying in a safe and reliable store. We are not perfect, never have claimed to be, but we aim at perfection. Each week, each month, each year has to be better than the preceeding one. We sell dependable groceries at the lowest possible prices for which equal quality can be sold—that's because we're satisfied with modest profits. Your patronage is solicited. A copy of this Bulletin will be mailed regularly to your address, upon request



EVAPORATED CORN

is not like the old-fashioned Shaker Corn. It needs no soaking.

17c lb., 5 lbs. 80c.

ROOT BEER EXTRACT

In summer, a cool, sparkling beverage is grateful to the palate. Root-Beer made from Galvins' Root Beer Extract is appetizing, refreshing and of a delicious flavor. The extract is made from pure wholesome materials.

10c per Bottle, $1.10 Doz

EAT FRUITS

Nothing Better for you.

Disease germ can't exist in fruit juice. You get the tasty nutritious sort here. Chosen with scrutinous care.

STRAWBERRIES

They are ripe, luscious and satisfying which very few varieties have this early in the season

VEGETABLES

Fresh green goods, direct from the growers is our speciality. Among other things we have, Fresh Asparagus, Green and Yellow Beans, new Beets, Cucumbers, Leeks, Cauliflower, Mushrooms, Mangoes, new Potatoes, Egg Plants, Rhubarb, Peas, Salsify, Tomatoes, Cantelopes, etc., etc.



COOPER'S JELLETINE

Pure, Flavorless, Odorless, and Sparkling.

For a dainty, delicious, refreshing, healthy dessert, try the following receipt for

COFFEE JELLY.

One-half package of Cooper's Jelletine, one-half cup of cold water, one and one-half pints of strong hot coffee, three-fourths cup of sugar. Moisten Jelletine in cold water. Add sugar and hot coffee, stir until thoroughly dissolved, and strain into mold. Serve with whipped cream or a thin custard sance.

10c per Pkg. $1.10 Doz.

PERKIOMEN VALLEY ASPARAGUS

Received fresh daily. Packed especially for us.

PHONE OR POSTAL YOUR WANTS. WE CAN PLEASE YOU.

MAY 1 to 15 PAGE 3

Cook's Malto-Rice and Flaked-Rice



SUMMER is the time for cereals—that is, the proper cereals. Man should not eat meat at that time any more than he can help, as meat causes the blood to heat and over exerts the digestive organs. Cook's Malto-Rice or Flaked-Rice are both appetizing and nutritious and can be used in any form rice is, with a saving of time and money.

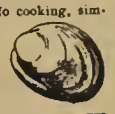
13c pkg. $1.40 Doz.



BURNHAM'S CLAM CHOWDER

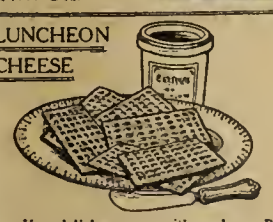


This chowder is carefully and scientifically prepared from the best ingredients the market can supply. No cooking, simply heating.



Individual Size, 9c can, $1.00 doz.
Large Size, 18c can, $2.00 doz.

LUNCHEON CHEESE



Very delicious, serve with crackers. Packed in stone jars. Royal or Imperial

Brands at 10 15 and 25c. each

IMPORTED BIRD SEED

This seed is mixed in the proper proportion to form a perfect food for pet birds. It is perfectly clean.

9c pkg. $1.00 Doz.

MAINE CORN

Darby Brand. Packed in Maine. Where grows the finest corn in the World. We have a large stock on hand and in order to reduce our stock we will sell what has been our regular 15c seller at

10c can. $1.20 Doz.

LOBSTERS

Nothing finer for making salads, then to take one can lobsters, broke into small pieces, add one and a half cupful chopped celery, one table-spoonful capers, and a good sprinkling of papreka, cover with sufficent salad dressing to moisten the whole. Chopped sour pickle may be used in place of capers.



Victor Brand, 30c can. $3.40 doz.
Baxter " 20c " $2.30 doz.

SHREADED WHEAT BISCUIT



"IT'S ALL IN THE SHREDS"

2 pkgs. for 25c. $1.45 doz.

DON'T FORGET TO ORDER

BACHMAM'S READING PRETZELS

13c lb. 2 lbs. for 25c.

We are Agents for Allentown and Vicinity.

I call this mighty good grocery advertising. It is distinctly high grade. The little cuts scattered through the paragraphs add decidedly to the effect, though possibly in a few cases they are a little large for the space. My idea of a cut, as to size, is the clam chowder cut. It is large enough to show well, and not large enough to look crowded, as the Luncheon cheese cut does. The Lobster cut on the third page is also a good size. Illustrations are a very valuable feature of an advertisement, but they can be overdone. There can be too many of them, and they can be too large.

* * *

Just a word as to the wording of some of the advertisements contained in this paper. I note that Burnham's Clam Chowder is "carefully *and scientifically* prepared." To know that a food is scientifically prepared doesn't appeal to me at all. I want to know that it is prepared deliciously, that it has zest and flavor, and I believe ninety-nine out of one hundred people are the same way. Possibly it is a mistaken way, but we must reckon with people as they are, not as they should be. Looking over the text of this paper it occurs to me that the Harned-Earley Co. need to work up more enthusiasm about the palatability of their goods. There is very little of the mouth-watering quality about their advertising.

* * *

The fourth page of this store paper is devoted to a few recipes and some "Points Worth Remembering." The latter are generalities like "The desire to buy anything cheap is a mania with some people."

The heavy strawberry crop is already beginning to show itself, and the market has practically been glutted during the past week. The price has ranged from 5 to 15 cents, the fruit coming from New Jersey, Delaware and Maryland. Everywhere the crop promises large. The demand is good.

MAGAZINE NOTES.

In addition to an enticing complete novel—"The Plague of a Heart," by Helen Milecete—the June "Lippincott's" contains a number of extraordinarily good short stories. "Little Billy Higgins's Rhubarb Money," by John L. Mathews, is deliciously funny and will make the most blasé reader chuckle. Will Levington Comfort contributes "The Lone War," a grimly realistic picture of strenuous life in the Philippines. "The Birth of Irony," by Katharine Holland Brown, is a tale of the Cave-men, as striking as it is original. "Lady Tommy," by Owen Oliver, is a fascinating romance of "high life." There are several others also, besides some bright articles on seasonable topics and a sixteen-page humorous section. The June "Lippincott's" makes excellent summer reading.



Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Tokay Wine.

A very sweet wine made at Tokay, a town in Northern Hungary. It is somewhat aromatic, and is generally used as a dessert or liquor wine. In Hungary this wine is the national beverage. It improves very much by keeping, and old Tokay, called Vino Vitrauno, the demand for which greatly exceeds the supply, has been sold at £36 a dozen at Cracow, which is the principal depot for it.

Imperial Tokay is a very rich and luscious product with a rare delicacy, but rather peculiar taste.

There are also Californian and other Tokays.

—

Tonka Beans.

The seed of a tree known as Dipterix odorata, which grows to a great size in the West Indies, also in Guiana, the great Amazon valley, and other parts of South America, but especially in Cochin, China and Venezuela, which latter country alone exports some 100,000 pounds yearly from Ciudad Bolivar.

The pods are of oblong shape, but contain only a single seed, which has a very agreeable and aromatic odor. It is used extensively as a substitute for vanilla.

—

Truffles.

The word truffle is from the Latin tuber (signifying a swelling).

Truffles are an edible fungi, and may be called underground mushrooms—or rather, vegetable tubers, possessing an animal rather than a vegetable flavor.

They seem to share the capricious nature of the mushroom in regard to cultivation, and are seldom found twice in the same place. A piece of ground that may yield a great quantity one year may be quite fruitless the next. They are, however, mostly found in loose soil about a foot deep, under or near old oak, birch or walnut trees, and are of irregular size, round shape, and dark brown color outside, while the insides may be brown, grey or white.

Those from the South of France are the most highly prized, but truffles are also pretty abundant in Italy, Spain and Holland.

There are three species of truffles found in France, the black, the white, and the red, the latter having a flavor of garlic. They are found in all soils, but mostly in oak forests, or where the earth is damp and calcareous, thriving best in sterile soil.

The black or winter truffles are the most esteemed, the most famous being those found around Perigueux and Angoulême, and known as the variety T. melanosporum.

In appearance the ordinary truffle is about the size of a walnut, with a rough brown warty surface closely akin to the potato, which it likewise resembles in consistency, though not in color.

They seem to grow in clusters, without roots, 5 or 6 inches below the surface of the earth; and, not yielding to cultivation, they must be sought for in chance places, from November to March.

In some parts of Italy the domestic pig is commonly driven out to the woods with a cord attached to the hind leg, and the holder of it observes where he begins to root; indeed, if not sharply watched, the animal devours the prize before he can be stopped. In some districts the truffle is

called swinebread, from being so keenly relished by these fine-nosed animals.'

Scarcely is there a preserving establishment in France at this moment that does not, among other alimentary products, preserve also truffles—particularly at Bordeaux and Marseilles.

The truffle appears to have become as indispensable to the dinner table of the "noblesse" as the aromatic sprig of garlic to the frugal repast of the peasant. They are chiefly used in sauces, soups, and as stuffing for poultry.

The preserving process adopted in Bordeaux is a very simple one—the truffles being partially boiled, as tomatoes, asparagus, and certain other vegetables, and then sealed up in jars, tins or bottles, in their own diluted juice. Truffles should be light according to their size, elastic when pressed, and of agreeable aroma. When dried, or exposed to the air long, much of their flavor is lost.

Truffles are seldom eaten alone, but are used in soups, gravies, ragouts, and other highly-seasoned dishes.

Condensed Milk Suit.

Suit has been brought in the United States Circuit Court of Wisconsin by the Borden's Condensed Milk Co. against the Horlick's Malted Milk Co., of Racine, Wis., seeking to recover $50,000 alleged damages to the business of the former through officials or agents of the latter. The plaintiff also asks that the defendant be permanently enjoined from claiming that he is the originator of malted milk, and further asks that the defendant be enjoined from interfering in any way with the advertising matter and fountain jars delivered to druggists by the plaintiff. The chief basis for this suit is the long standing dispute between the two rival companies as to the origin of the process of making malted milk. The Horlick Co. has asserted in its advertising matter and elsewhere that it manufactures the "original and only genuine malted milk." The Borden Co. denies this claim, alleging that a similar process of malting milk to that of the Horlick concern was in use in Germany as early as 1876.

Two-Minute Sermons for the Retail Grocer

LX.—Getting Next Competitors.

Your competitor does not wear horns.

A great many grey hairs are brought out on the heads of business men because of worrying about what competition will do, and especially some one particular competitor. It seems there is always one competitor who is more to be dreaded than all the rest. One who tries to sell his goods at cost, or is especially obnoxious in some other way.

Probably you have been getting all your information about this competitor from your customers, and if that is the case you can bet that it has been colored up to make your competitor appear much worse than he really is, and about nine times out of ten you can also bet the same customer is telling like stories about you to that same competitor.

Just contract the habit of paying no attention to such information, but get acquainted with "the animal," so you can base your judgment on something more than rumor of the worst kind. Tell him that you have heard so many unreasonable reports about him that you would like to know about what he really was and was not doing. He will more than likely meet you at least half way in friendliness, and then you can talk over trade abuses. You are both imposed upon enough, without imposing upon each other, why not put your heads together and eliminate some of the impositions of your customers which are only made possible by the fact that they are now keeping you from talking over these matters together.

F. A. P.

California cherries range from $1.50 to $2.50 per box and are moving fairly well.

PATENTS

obtained on inventions and designs. Trade marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

BB BB

BUY FIREWORKS AT HEADQUARTERS

Do not buy Fireworks and other Fourth of July goods until you have seen our prices.

We are headquarters for Fireworks. For twenty odd years we have been the largest handlers of them in the country.

We are sole distributers of "Pan American Fireworks," whose quality has made them famous at many expositions.

We import Chinese crackers direct—and are almost alone among American jobbers in so doing. In our warehouses to-day are probably one-half the total quantity of all the Chinese crackers in the United States.

Compare the net prices named in our Fireworks' sheet with the best quotations you get from any other source and you will understand why we are "headquarters."

Ask for circular 5789. Sent to any merchant on request.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO
ST. LOUIS MINNEAPOLIS
Sample Houses: BALTIMORE DALLAS

BB BB



An Oleo Incident.

I saw something in one of the Baltimore papers last week that gave me one of the biggest sorry feelings I've ever had.

It was a dispatch from Wilmington, Del., that a young grocer there named Hugh I. Armour had been convicted of breaking the oleo laws and had been sentenced to eighteen months in jail. Besides that he has to pay a lot of fines amounting to $7,500! Think of it! A couple of other fellows who were in the deal with him were sent to the workhouse for nine months and told to pay fines of $1,500.

The other two were named Otis L. Birckley and J. Willis Hathaway. Them I didn't know, but I did know Armour. He is a decent kind of fellow you wouldn't expect such things of. He has a young wife and is about quarter gone with consumption. He'll die in jail, I have no doubt.

There was nothing new about the scheme these fellows worked. They bought oleo white, colored it yellow behind the door somewhere and then palmed it off as butter.

Oh this rotten oleo business! Every time I think about it I feel like calling down a curse on the man who first invented oleo. I don't know a thing that has brought more wickedness into the world. More lying and stealing and false pretence. Oleo is the mother of lawbreakers and always has been.

I know grocers who sell oleo who are as straight as a string about it. They do as the law says, and sell it for what it is.

But for every oleo seller who does that there have always been five hundred that didn't. Maybe there's less crooked ones to-day, because the Government has the thing pretty well rounded up. But the woods are still full of thieves and liars whose particular form of vice is selling fake butter—every once in a while you can read where a bunch has been smoked out.

There must be some kind of a fascination about oleo, the way it ropes good men in and turns 'em into criminals. I suppose it looks like such a slick and easy business. That's on account of the stuff's appearance. You take a pound of oleo and it'll look pretty good to most people. It has the same color as butter—why shouldn't it when they're both colored with the same thing? And it has the look of butter, and if you ain't watching close it has a faint taste and smell of butter.

It's such an easy thing to wrap it up for butter, when oleo's 10 cents a pound and butter's 40. There ain't one chance out of a thousand that the customer'll know the difference. He may think it's a little mild, but there's nothing unusual about mild butter.

I knew a grocer who started in to sell oleo about three years ago—started in honestly. Butter was high and he did business with a lot of poor factory people who couldn't afford it. So he got hold of a good clean brand of oleo, took out a license and started in to sell it on the level.

Business was poor that year. Nobody in this particular town had much money, and I happen to know that this grocer's business fell off about 20 per cent. and collections were fierce.

One day an old clerk left him and he had to put on a new man. After it had been going on for over a week the grocer found that his new clerk, who was a fat-headed sort of a chump, had been getting "butter" out of the oleo box. He didn't mean to do it, of course—just ignorance and dumbness.

Nobody had kicked—apparently nobody had noticed it, and the grocer was in just that much more money.

Well, the temptation was too great—his new clerk's dumb trick made that grocer a confirmed oleo thief. I say confirmed because once a man gets in it he's in for good until he dies or goes to jail. I've seen a lot of 'em get soaked with a fine or two—it's only in the last year or two that they've been sending 'em to jail—and then try hard to get out. But the money came too easy—the first thing you knew they were working the game again in some stable.

And so on, over and over again, until—Biff, they were caught good and proper. Then the pen for theirs, and maybe this time real reformation, since they were jail birds and marked.

It's all rot, this glib gush the oleo men get off about oleo being a much abused product—the food of the poor—and so on. It's not abused at all! Ever since the first pound was brought out it's been tainted with fraud. Nobody's ever made any big fortune out of selling oleo honestly, but thousands have made big piles by using it to put up crooked deals with.

It's such a pity, for oleo with all the fake stripped off is a clean and decent thing. It's a pity, I say, that anything in itself so innocent should put people up to such crime.

THE STROLLER.

New potatoes are weaker. They are mostly coming from $3 to $3.25 per barrel and are in fair demand.



You Can't Cut Out
A BOG SPAVIN or THOROUGHPIN, but
ABSORBINE
will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle delivered. Book 5-B free. **Absorbine, Jr.,** for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by
W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

In the dull season of the dullest of all years Johnson's "EVERSHARP" kept sharp and more than doubled their trade.

Jacob R. Hall — H. J. Rodenbaugh
J. R. HALL & CO.
Wholesale Dealers in
POULTRY, EGGS AND PRODUCE

FLEMINGTON, N. J., May 20, 1908.
MR. A. W. JOHNSON, New Brunswick, N. J.
Dear Sir:—We take pleasure in saying that we find Johnson's "EVERSHARP" Slicing Machine does *all* you claim for it.
While we have only had it during the dullest season of the year for sliced beef, we are satisfied that it has more than doubled our trade in that article.
We also find new customers coming to the store for the beef, and on account of this we consider it quite a trade winner.
We would advise anybody looking for a slicing machine to examine yours before paying the high price of some other widely advertised machine. We beg to remain
Yours very truly,
J. R. HALL & CO.

To get an "EVERSHARP" and find new customers coming to the store, write to A. W. Johnson, New Brunswick, N. J.

After six months' use Johnson's "EVERSHARP" is good enough for him.

Telephone 242-J
GEORGE C. SMITH
STAPLE AND FANCY GROCERIES
33 Washington St.

NORRISTOWN, N. J., May 22, 1908.
MR. A. W. JOHNSON.
Dear Sir:—A salesman came in here the other day and wanted to sell me the best Beef Shaver in the world. I asked him the price, and he answered $100. I told him I had just bought the best in the world, Johnson's "Eversharp," and didn't pay any such a price as that by a long shot. Then he got mad, but that made no difference. JOHNSON'S IS GOOD ENOUGH FOR ME. I DON'T BELIEVE THEY'RE MADE ANY BETTER. IT HAS INCREASED MY SALES GREATLY. Yours truly,
GEO. C. SMITH.

Johnson's "EVERSHARP" is the world's best—the proof is self-evident.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Coffee Window.

For this display cover the floor of your window with white paper (if the floor is high you will need a slightly slanting floor, which can be made of box lumber).

Next place a dummy bag of coffee flat on the floor in the centre of the background. Then place an open bag (with the top rolled back) over the first bag.

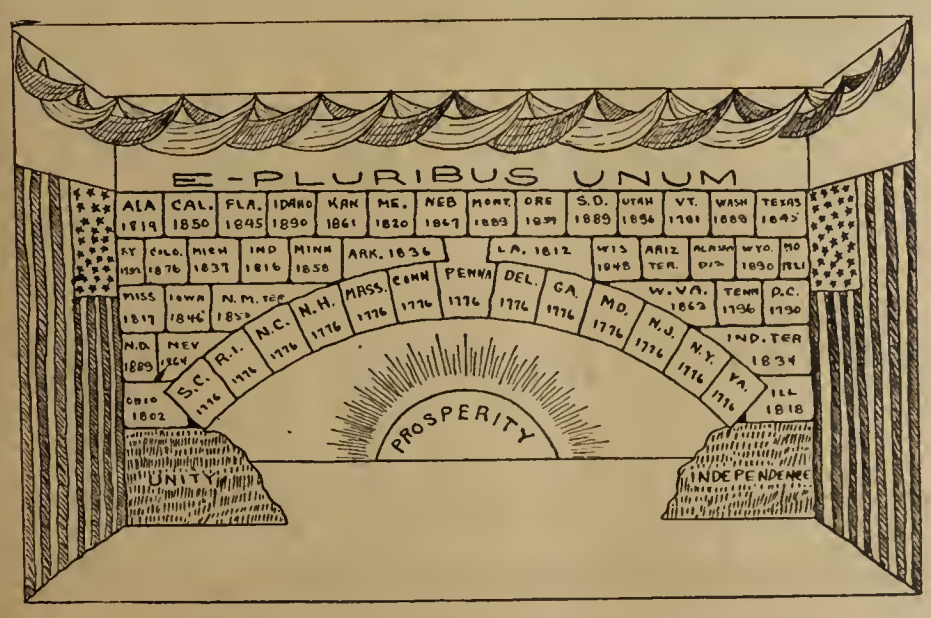
This can be full of coffee, or the mouth can be filled with a cardboard on which coffee is glued. Next spread a liberal quantity of coffee over the floor in a manner to give the appearance of having spilled out.

On this coffee outline the cartoon of Teddy with soup beans. This will not be as difficult as you think, as the lines do not have to be exact. In the front of the window place a sign reading something like this: Try our "Teddy Blend" Coffee at 20 cents.



Fourth of July Window.

This window requires some work, but not so much skill. The first thing to do is to get a strip of wood about ½-inch thick by 1½ inches wide and long enough to reach from one side of the window to the other and form the arch. The ends are nailed where the floor and walls join and some distance from the back of the window. Other strips can be nailed from this to the walls and ceiling.



Over this framework is tacked white paper, on which the "stones" are outlined with paint, then filled in with the States and dates. The bases or banks are green.

The ceiling and part way down the walls are covered with blue; either bunting, cheesecloth or wall paper can be used. The wall paper is the cheapest and does very well.

Cover the back of the window with sky blue; the sun is cut out of gilt paper and glued on the background even with the floor. Around the sun glue strips of gilt paper or mark them out with paint.

The floor is covered with light green. Around the top of the walls can be draped red and white cheesecloth over the blue. The side walls are covered with flags.

The window can be left this way or you can place a single row of bottled goods along the front, either straight or in a semi-circle.

E. W. ALEXANDER.

Oxford, Pa.

AMONG THE TRADE.

In his report to the Camden Board of Health delivered during the week, Dr. Izard, Food and Drug Inspector, said he expected to watch closely all canned goods delivered in Camden, because he had learned of poisonous conditions. Developments are promised. Piffle!

The wholesale coffee firm of William Hill & Sons, 211 Dickinson street, Philadelphia, are about to go into bankruptcy. They are reported to be in a rather bad way. The concern has long been established as a coffee jobbing house, but wandered off into outside schemes, which greatly weakened their financial position. One of these was a lumber scheme and another was a chain of retail stores under the name of the Keystone Tea and Coffee Co. These outside projects have been heavy burdens and were the main cause of the failure.

Georgia peaches, mostly the variety known as Greensboro, are commanding $1.75 per crate. Many are green. Florida peaches riper and of better color, command $2.50. The demand is not large as yet.



We take First Pick and Make

PREMIUM HAMS

That's why you and your customers can rely on **SWIFT'S PREMIUM HAMS** being good all the time.

Grocers who have trouble over the "ham question" are selling hams of questionable quality. There's no question about **SWIFT'S PREMIUM HAMS**; their tender meat, fine grain and delicious flavor never fail to please and bring trade back for more.

Swift & Company, U. S. A.

Let Us Get Together

Why not let us get together on our proposition? We can show you, without doubt, how your money, if invested with us, will earn a larger percentage than in any other way possible, and be **perfectly safe.**

We have now in successful operation **Eight** meat stores in Philadelphia, located at

2112 Ridge Avenue,
2431 Ridge Avenue,
4205 Haverford Avenue,
3508 Haverford Avenue,
2022 Montgomery Avenue,
726 North 44th Street,
12 North 52nd Street,
2416 Brown Street.

and more will be opened as suitable sites are found, and in order to do this quickly we are selling some of our capital stock at **One Dollar per Share.**

The Company is run by practical meat men who are well and favorably known, and who can give a reasonable assurance that in a short time the Company will pay dividends that will compare favorably with other chain stores, and it is acknowledged that they average at least **35 per cent.**

Pure Food Beef Co.

2112 Ridge Avenue, Philadelphia

A. L. HANWAY, Pres.



Detroit, Mich., Wholesalers.

The Wholesalers' Association of Detroit, Mich., has adopted the following resolutions against the proposed freight rate advance:—

Whereas, It is generally understood that the transportation companies in official classification territory contemplate an early advance in rates of freight of from 10 to 15 per cent., the total increase of which will run into many millions of dollars, which the public must pay; and

Whereas, For more than ten years past the railroads have gradually advanced rates by changing classifications or otherwise, which the shippers have not successfully opposed; and

Whereas, Practically every line of business has suffered in the depression of the past few months—manufacturers have closed their plants and labor lost its employment, and all losses of business and labor must be met by the parties directly interested; and

Whereas, In the face of the present depression in business it is now proposed to place an additional embargo upon the business of the country, without any consultation whatever with the shippers; and

Whereas, Any attempt to secure a reduction of freight rates by changing classifications or otherwise, has usually met with refusal, the railroads claiming protection of the courts upon the ground that it was unreasonable; and

Whereas, The time has come when the shippers feel that they are entitled to like protection in the courts against these proposed advances; now, therefore, be it

Resolved (1), That the Wholesalers' Association of Detroit most vigorously protests against such contemplated permanent action of the railroads, on the ground of its being absolutely unnecessary, ill-advised, unwarranted, untimely and a grievous and permanent burden upon the shippers and consumers of the country, subject to removal only through tedious and costly litigation on the part of the business interests.

(2) That this association co-operate with other commercial bodies, city, State and National, with a view of securing united action, checking the tendency upon the part of the railroads to levy a tax that is estimated to be equal to $1.75 per capita in the United States, or more than $9 per family.

(3) That copies of these resolutions be sent to the National Industrial Traffic Association at Chicago, Ill., Manufacturers' Association, Michigan Manufacturers' Association, National Manufacturers' Association now in session at New York, the Detroit Board of Commerce and other kindred organizations.

Cincinnati, Ohio.

Holding that the sale of meats or groceries is a work of necessity and comes within the exceptions provided in the law forbidding common labor on Sunday, Mayor Trumbull, of Pleasant Ridge, Ohio, last week dismissed five grocers arrested on the charge of violating the Sunday law and quashed affidavits against fifteen others.

The Retail Grocers' and Butchers' League of Cincinnati, which is fighting for an open Sunday, believes it won a signal victory in this decision against the recent Sunday-closing campaign urged by certain grocery interests under the name Retail Butchers' Association. George J. Schlichte, president of the league, said after the decision that he expected to see every grocery store in Cincinnati open each Sunday.

National Wholesale Grocers' Association.

The programme of the convention of the National Wholesale Grocers' Association, to be held at Atlantic City on June 3d, 4th and 5th, is as follows:—

TUESDAY, JUNE 2, 1908.

8.30 P. M.—Meeting of the Executive Committee.

WEDNESDAY, JUNE 3, 1908.

9.30 A. M.—Meeting of the Board of Directors.

PROGRAMME.

11.30 A. M.—Convention called to order by President William Judson.

Invocation, Rev. Stanley Goodman.

Address of Welcome, Mayor Franklin P. Stoy.

Response on behalf of the Association, by Mr. F. W. Hannahs, First Vice-President National Wholesale Grocers' Association, President New York Wholesale Grocers' Association.

Introduction of Invited Guests.

Appointment of Press Committee.

WEDNESDAY, JUNE 3, 1908.

2.00 P. M.—Reading of Constitution and By-Laws to govern meeting.

Roll Call to ascertain the presence of a quorum.

Reading Minutes of last meeting.

REPORTS OF OFFICERS.

President.
First Vice-President.
Second Vice-President.
Third Vice-President.
Secretary.
Treasurer.
Report of Executive Committee.
Report of Board of Directors.
Report of Counsel.

Appointment of Committee on Resolutions.

Recess.

Entertainment provided by the courtesy of the New York Wholesale Grocers' Association and the Pennsylvania, New Jersey and Delaware Wholesale Grocers' Association.

8.00 to 10.00 P. M.—Band concert and other attractions on Steel Pier.

10.00 to 12.00 P. M.—Sea food lunch and special entertainment at Rudolph Hotel "Grotto" (near Steel Pier).

THURSDAY, JUNE 4, 1908.

9.30 A. M.—Convention called to order.

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

REPORTS OF COMMITTEES.

Ways and Means, Mr. E. H. Sayre, Chairman. Discussion.

Pure Food, Mr. F. H. Madden, Chairman. Discussion.

Contract (Canned Goods), Mr. Walter Timms, Chairman. Discussion.

Address by Mr. Charles S. Crary, President National Canners' Association.

Uniform Contracts, Mr. John C. Mahlan, Chairman. Discussion.

Free Deals, Mr. Samuel Mahon, Chairman. Discussion.

Uniform Bill of Lading, Mr. Theo. F. Whitmarsh, Chairman. Discussion.

Reciproeal Demurrage, Mr. Walter T. Chandler, Chairman. Discussion.

Tobaeco, Mr. W. N. Todd, Chairman. Discussion.

Recess.

2.00 P. M.

Publicity, Mr. Theo. F. Whitmarsh, Chairman. Discussion.

Membership, Mr. Robert G. Bursk, Chairman. Discussion.

Purchase Discount, Mr. S. B. Steele, Chairman. Discussion.

Sales Discount, Mr. Fred. R. Drake, Chairman. Discussion.

Manufacturers', Mr. F. W. Hannahs, Chairman. Discussion.

Addresses of manufacturers recognizing legitimate channels of distribution.

7.00 P. M.—Annual Subscription Dinner at the Marlborough-Blenheim.

FRIDAY, JUNE 5, 1908.

9.30 A. M.—Convention called to order.

Unfinished Business.

New Business.

Reading of Communications.

Election of Offieers.

Election of Directors.

Appointment of Executive Committee.

Selection of place for holding next Annual Meeting.

Adjournment.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

An Experience with Short Bookkeeping Systems.

Little Falls, N. J., May 22, 1908.
Editor "Grocery World."

Dear Sir:—In reply to Bowman & Rowley's letter, would say that I have been using a (National) credit system for the past year and find it the biggest labor-saver that I have been able to find. I also find that it gives better satisfaction than the best bookkeeper. In taking orders I use a duplicate book, and after orders are laid out I figured both slips at the same time by using blue carbon. I send the customer one, and the other put in the system, so that customer by looking at last slip can tell if total is correct. When customer pays she is never dissatisfied, because when she got her goods each time, either in store or from wagon, she received her bill. When the customer had a book she would come in and say she did not get this or that. By credit system she knows she got the goods or could not have got the bill.

In regard to mistakes in bills, most customers have a certain time that they generally pay. That day I go over their accounts, and if any mistakes correct them, and when customer comes in ask her if she did not notice that mistake when she received her bill, but the mistakes are generally not very large. Another good thing about credit system is that when customers receive goods, boy, or whoever sells them, has to make up the bill at once, so it is sure to be charged. Where you have a day-book, and the boy is in a hurry, he thinks he can charge it in a few minutes and he sometimes never charges it, and if he does he probably forgets an item or two. I have a cash book and when account is paid mark it thus: $5 Mrs. G. Brown. And if I want to find out in regards to it I look in cash book. If you have a boy working for your interest he will not take a slip out of the system any quicker than a page from the ledger, and if he isn't working for your interest he will take your money before he would bother the system, and you had better change men.

If I had to take up the old system of bookkeeping again I would want to stop keeping store.

I am very much interested in the manufacturer fixing the retail price. The country community cannot get along without the small grocery store, and the storekeeper cannot exist in such community while the groceryman who buys in a little larger quantity is stabbing him in the back all the time. I wish you success in your movement.

Yours truly,
CHAS. J. WACK.

* * *

Thanks from the Great Western.

Chicago, Ill., May 21, 1908.
Editor "Grocery World."

Dear Sir:—Permit us to express, through the "Grocery World," our sincere thanks and appreciation of the retail grocers of the country for the resolutions which were adopted by their delegates at the National convention recently held at Boston with regard to the approval of the policy of the manufacturer in seeking to show the grocer a living profit on his brands.

As you are aware, we have been waging a campaign since last fall along these very lines, which has been warmly supported by the retail grocers as individuals, and in many instances as associations; hence, we shall gladly follow any plan that is deemed more effective in the maintenance of a profitable minimum, which may be suggested by the committee appointed by the National convention to approach manufacturers on this subject and in line with the resolution to which we referred.

Yours truly,
THE GREAT WESTERN CEREAL CO.
V. Hamlink, Manager Eastern Sales Department.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued February 11, 1908:—

878,553. Can for dried beef. W. J. Mullaley and J. E. Schenck, Chicago, Ill., assignors to American Can Co., same place.

878,626. Fish stringer. O. C. Guilford, Fort Wayne, Ind.

878,676. Vegetable slicer. Frank Scharf, Devil's Lake, N. D.

878,709. Ice cream freezer. B. G. Butler, Columbia, S. C.

878,803. Fruit slicer. M. B. Jolly, Trenton, Mo.

878,806. Baking oven. Fritz Kempter, Stuttgart, Germany.

878,833. Fruit and vegetable cutter. S. D. Smithwick, Washington, D. C.

878,918. Corn popping machine. Lura M. Wesner, Seymour, and Ella M. Dixon, Sparksville, Ind.

879,096. Percolater. John Gaunt, Meriden, Conn., assignor of one-half to W. M. Frisk, Yalesville, Conn.

Patents issued February 18, 1908:—

879,211. Coffee sheller. J. P. Tebyrica, San Paulo, Brazil, and Willard Halstead, Syracuse, N. Y.; said Tabyrica assignor to the Engelberg Huller Co., Syracuse, N. Y.

879,395. Dough-raising cabinet. W. P. Magner, Paton, Iowa.

879,407. Cheese cutter. F. C. Osborn, Detroit, Mich.

879,417. Combined grater, parer and corer. C. E. Segelcke, New York, N. Y.

879,434. Baking pan. J. A. Bailey, Brooklyn, N. Y.

879,440. Colander. B. E. Carothers, Milan, Mo.

879,514. Concentrated whole milk. C. H. Campbell, New York, N. Y.

879,585. Confectionery-coating machine. H. C. Remmers, Philadelphia, Pa.

879,590. Dough-mixing machine. Anton Roth, Newport, Ky.

879,731. Coffee roaster. Robert Burns, New York, N. Y.

Patents issued February 25, 1908:—

879,952. Dough-feeding device. A. W. Copland, Detroit, Mich.

879,866. Baker's oven. J. F. Gorndt, Chicago, Ill.

879,967. Method of treating albuminoids. M. R. Isaacs, Philadelphia, Pa.

880,022. Potato grater. Hermann Halbach, Neunkirchen, Germany.

880,096. Coffee pot. O. F. Regnell, Milwaukee, Wis.

880,190. Tea strainer Bruno von Bultzingslowen, New York, N. Y., assignor to Felix Kornieker, same place.

880,222. Oyster-shucking apparatus. William Klinge, Washington, D. C., assignor of one-half to James McManus, same place.

880,300. Manufacture of chocolate. Victor Hain, West Kensington, England, assignor of one-half to P. O. Wilson, London, England.

880,360. Freezer. J. D. Collins, Chicago, Ill., assignor to the Creamery Package Mfg. Co., same place.

880,452. Apparatus for sterilizing food. Isidore Hislaire, Brussels, Bel-

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell
Millbourne
Are you among the 7 per cent. who don't?
MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL

Oakdale Steam
Crisp Pretzels Salted
¶Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."
Write for Samples and Prices.
Oakdale Baking Co.
Oakdale Building, Philadelphia, Pa.

gium, assignor to Universal Produce Preservation Co., Ltd., London, England.

DESIGNS.

39,119. Tea kettle, stand and lamp. Sigmund Sternau and Charles Nelson, New York and Brooklyn, N. Y., assignors to S. Sternau & Co., New York, N. Y.

39,120. Sheet-metal display can. Frank Rudolphi, Chicago, Ill., assignor to American Can Co., New York, N. Y.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For starch. Union Starch Co., Edinburg, Ind. A representation of a shield having stars in its upper portion and vertical stripes in the lower portion, with a representation of a star and an eagle's head in its centre.

For tea. H. W. de Forest, St. John, Canada. A red background, upon which appears a six-pointed star and the words "Union Blend, Selected from First Pickings of Choicest New Season's Teas," the words "Union Blend" being in gold.

For sardines. John Braadland, Stavanger, Norway. The word "Champion" and a representation of a team of horses drawing a chariot.

For flour. G. W. Wertz, Wernersville, Pa. A representation of a keystone having a monogram, "G. W. W.," thereon.

For preserved fish. Aktiebolaget Sveriges Forenade Konservfabriker, Gothenburg, Sweden. The word "Castle" and a representation of a representation of a large building with water in the foreground.

For anchovies and fish preserves. Aktiebolaget Sveriges Forenade Konservfabriker, Gothenburg, Sweden. A representation of a seated female figure with her right hand extended and her left hand resting on a shield, upon which are the letters "S. F. K.," and a lion at the right side of the figure.

For sugar syrup. J. M. Chapman, Montclair, N. J. The words "Silver Cord."

For flavoring extracts. Marden & Bull, Leominster, Mass. The word "Monogram" and a representation of a star within a circle and having a monogram, "M. & B.," at its centre.

For coffee. E. D. Lewis, Chicago, Ill. The word "Teddy" and a representation of a bear.

For condensed milk. Wayne County Condensed Milk Co., Ontario Center, N. Y. The words "Pride of Wayne" and "Lakeside."

For sardines. John Braadland, Stavanger, Norway. The words "Liberty Statue" and a representation of the statue "Liberty Enlightening the World." Also the words "White Bear" and a representation of a polar bear.

For candies. John Gavotos, Wilmington, Del. The word "Queen."

For starch. National Starch Co., Jersey City, N. J. The word "Flexible."

For tea. The C. S. Morey Mercantile Co., Denver, Col. The word "Solitaire."

For chewing gum. G. H. Pembroke, New Brunswick, N. J. The word "Pems" upon a diamond-shaped black ground.

For a preparation to improve the color, aroma and flavor of coffee. Pfeiffer & Diller G. m. b. H., Horchheim, Germany. The word "Kosyr."

For candies and salted nuts. A. L. & J. W. Dart, St. Paul, Minn. The word "Inglenook."

For jams, marmalades, jellies, preserved fruits and flavoring extracts. H. P. D. Kingsbury, Redlands, Cal. A diamond-shaped figure, upon which is tht letter "K." and a representation of a crown.

For clams, fish, lobsters, salmon, oysters, sardines and shrimps. Ridenour-Baker Grocery Co., Kansas City, Mo. The word "Punch" and a representation of the head of a character known as "Punch."

For butter, cheese, milk, cream, eggs, poultry, chickens, ducks and turkeys. W. H. Miner, Chicago, Ill. The words "Heart's Delight Farm" within a heart-shaped border.

For spices. The C. S. Morey Mercantile Co., Denver, Col. The word "Solitaire."

For sausages, lard, dried beef, ham and bacon. W. J. Jones, Cleveland, Ohio. The word "Tri-Mor."

For dried fruits. The J. K. Armsby Co., Chicago, Ill., and San Francisco, Cal. The words "Yellow Cord" and a representation of a yellow knotted cord. The words "Blue Cord" and a representation of a blue knotted cord.

For canned fruits. Armsby Preserving Co., San Francisco, Cal. The words "Golden Poppy." A representation of poppies. The words "Golden Poppy" and a representation of poppies.

For hermetically sealed fruits and vegetables. Griffin & Skelley Co., San Francisco, Cal. The words "Peacock Brand"; the words "Easter Brand," and a representation of Easter lilies, and the words "Peacock Brand" and a representation of a peacock with spread tail. The words "Comet Brand."

For dried fruits and evaporated fruits. Griffin & Skelley Co., San Francisco, Cal. The words "Comet Brand" and a representation of a comet.

For gelatine. S. Laprevote & Co., St. Fons and Lyon, France, and New York, N. Y. A representation of a shield with diagonal lines on its face, and bearing the words "Laprevote's Imperial G." Also the same design with the word "Royal" instead of "Imperial."

For a preparation for flavoring and coating ice cream, candies, cakes. J. M. Herron, New York, N. Y., assignor to Ceylon Cocoa and Coffee Co., same place.

For candies. J. G. Smith, St. Paul, Minn. The word "Smith's."

For a coffee substitute. G. F. Gairing, Cleveland, Ohio. The words "Grains of Health."

For flour. The Columbia Flouring Mills Co., Ltd., Enderby, British Columbia. The word "Premier" upon a figure having a semi-circular lower edge and two semi-circular depressions in its upper edge.

For flour. Stanard-Tilton Milling Co., St. Louis, Mo. The words "Stanard-Tilton Milling Co., 100 Kilos Proeza Hard Wheat, Patent, St. Louis, Mo."

For canned fruits and vegetables. A. J. Wenham's Sons, Cleveland, Ohio. The word "Euclid" and a representation of a tower.

For a food product to be used as a substitute for eggs. W. F. Eberle, Zurich, Switzerland. The word "Ovolin." Also a representation of an egg supported by two rabbits.

For a coffee substitute. Meagher, Nesbitt, Burwell Co., Minneapolis, Minn. The word "Grape-Nut."

For sugar-cured meats, fresh pork, sausages, breakfast bacon, tongues, dried beef and lard. John Hoffmann's Sons, Cincinnati, Ohio. The words "Daisy Brand" and a representation of daisies.

For candy. Halsted Burnet, St. Louis, Mo. The words "Toyland Creams," "Twin Brother" and representations of boys in fantastic costume.

For flour. Sauers Milling Co., Evansville, Ill. The word "Invincible."

For flour. W. H. Stokes Milling Co., Watertown, S. D. The words "Garland," "Sunshine," "Kampeska." The word "Toweling" and a representation of a towel. The word "Towel" and a representation of a towel.

For chewing gum. William Wrigley, Jr., & Co., Chicago, Ill. The word "Spearmint."

For soaps and washing powders. F. G. Burke, New York, N. Y. The word "Novia" and a representation of a draped female figure.

For candy. Manufacturing Co. of America, Philadelphia, Pa. The words "Bobby Blake" and a representation of a boy and a cat. The words "Dolly Drake" and a representation of a girl and a cat.

For maple syrup and maple sugar. W. H. Miner, Chicago, Ill. The words "Heart's Delight Farm" within a heart-shaped border.

For soap powders. Colgate & Co., New York, N. Y. The word "Octagon."

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

BOILED HAM.

The "boiled" ham that the average store sells isn't boiled. It goes through a process of steaming. Result—no flavor, uncooked and altogether undesirable. Ours is boiled in the old-fashioned way; that you all know. The boneless we will sell for 35 cents a pound. That with the bone in and which has been baked as well will be sliced at 40 cents a pound. The mere mention of "Cold Boiled Ham" at this season of the year means a sale. One, half-sliced, will be shown up on the grocery counter under a cheese glass nicely garnished.

COLD CANNED GOODS.

A woman returned a can of corned beef Saturday, all opened. It had been kept in a very warm place and was half mushy. She gave us fits for "selling such stuff." The contents were positively O. K., not the least sensation of a strong odor. Her "kick" gave us a thought. We're going to sell tongue, chicken, devilled goods, etc., from the refrigerator. You may say to your customer that the tongue you buy here today is "sold cold ready for slicing." You'll find it will prove a winning card. We'll advertise it, of course.

TEA TIME.

Iced tea is now in order. Ask her if she knows about the improved method of making this. You each have had a typewritten copy; now use it. You'll be asked which kind of tea should be used. Unquestionably a Ceylon or English Breakfast, yet for the family who has always used in the regular way a blended tea, it might be well to advise them to use the same iced. We have many times seen this demonstrated. To the average tea lover—the man or woman who truly enjoys tea flavor, recommend a fine English Breakfast. We're giving you merely our personal experience.

VACATION TIME

is here again. Lists are now being made up. The older employees will have the preference of half a dozen dates. After that you who came with us later will accept the dates prescribed by the firm.

Let us say to you at the beginning of this holiday time—make something of it. Whatever you do keep in the open, rain or shine. Forget the store. Live near to nature. Have a mental house cleaning. Try to realize the beauty of the flowers; the music of the brook; the grandeur of the stars. Dance and sing. Row and swim all you want, but don't miss the glory that is opened up to you in every phase of country life.

THINGS TO SUGGEST THESE DAYS.

Ginger ale, root beer, canned chicken and all the nicer kinds of canned meats; pudding preparations, prepared flour, peanut butter, Neufchatel cheese, jar cheese, soft shelled crabs, potato salad, baked beans by the pound, cooked beef, package crackers.

A Success from the Start.

We feel very grateful to our many friends in the trade for the manner they have taken hold of our new blend of coffee, Café des Gourmets. The sales up to date have exceeded our expectations, and we feel sure that as it becomes better known the sales will increase in even greater proportions, as the quality of the coffee is such as will commend it to most coffee drinkers. The package will also appeal both to you and your customers, being a handsomely labeled air-tight can. As we guarantee every pound of coffee that goes out of our place, so our Café des Gourmets is guaranteed and backed up by our ninety years' of fair business dealing. Samuel Wilde's Sons Co., 11 Dutch street, New York.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—Two six-feet Ridgway meat counters, cheap. Apply C. W. Hause, 730 S. 52d St., Philadelphia. 22

FOR SALE.—Good square meat block, cheap; 30 in. by 30 in. Apply C.W. Hause, 730 S. 52d St.; Philadelphia. 22

FOR SALE.—Fine cut-under carriage. Made to order. Leather curtains and leather cushions. In best of condition. Cost me $325. Will sell for $100. H. H. Mellbourne, 1500 Sellers St, Frankford, Philadelphia. 22

FOR SALE—Yale Touring Car—top—full equipment; seat five; perfect order; $325. Four H. P. gasoline engine, $30, 13 ft. cedar batteau, $15. 26 x 7 sloop yacht, $50 20x6 ft. yacht, $25. Two rotary beef chippers, $3 each. Two Enterprise meat choppers, $1 each. C. E. Allinson, Burlington, N. J. 22

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia tf

FOR SALE—One Rival Peanut Roaster (Bartholomew make); used three summers. Have purchased larger roaster. P. O. Box 69, Greencastle, Pa. 23

FOR SALE.—A grocery stock, fixtures, store and dwelling. Stock is clean and fresh, new goods. Dwelling has all modern convenlences and contains 13 rooms. Size of lot, 80 feet by 200 feet. Warehouse and stable attached. If you would know a good thing when you see it, we have got it. Address Dan'l C. Behr, 300 E. Bacon Street, (Palo Alto) Pottsville, Pa. 23

FOR SALE.—Grocery fixtures for sale: Large refrigerator; Walker bin counter; Walker bins and shelving; two 5-bbl Bowser oil tanks; one computing scale; two Troemner scales. We have other fixtures. All in first-class condition. Will sell cheaply. B. J Lynch, Olyphant, Pa. 26

FOR SALE.—Grocery and meat store. Cheap. Reason for selling, owner leaving city. Apply J. S, "Grocery World," Philadelphia. 23

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22 x 60. Does $500 weekly, all cash Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

No. 360.—In West Philadelphia. Groceries, meats and provisions. Size. 17 x 30 feet. Does $400 to $500 weekly. half cash, balance weekly and monthly. Stock, $6co. Owner takes out $40 weekly, beside living expenses. Uses one team. Good dwelling attached. Owner is going into the saloon business and will sell at inventory. Will take around $1,000. This is a splendid money-making proposition.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does $125 weekly, half cash. Stock, $1,000. Clean net profits, 15 per cent. Dwelling connected for sale. Owner has Government position and cannot give attention. Will sell at inventory. Will take around $1,500 for stock and fixtures and around $2,500 for the property. Full investigation.

No. 363—In West Philadelphia. Groceries, meats and provisions. Store 17 x 38 feet. Does $17,000 to $18,000, two thirds cash. Stock $500. Net profits 10 per cent. Good 10 room dwelling connected for sale. Uses one team. Owner has seashore hotel and wants to give it his whole time. Take $2,500 on the property and inventory for stock and fixtures. Established 10 years ago and a very successful business.

No. 365—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 30 feet. Does $350 to $400 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything. Stock about $900. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell at inventory. Will take all told about $1,600. Fullest investigation.

No. 366.—In North Philadelphia. Groceries, meats and provisions. Size, 20 x 50 feet. Does $400 weekly, all good trade. Stock about $800. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around $1,500.

No. 367—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $200 weekly. Stock $300 to $350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take abont $500.

No. 369. — Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does $250 weekly, two-thirds cash. Stock $700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around $1,000.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24 x 60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO,
927 Arch Street. Philadelphia, Pa.

A BARGAIN IN SPITE OF THE RENT

We offer grocery, meat and provision in the very choicest part of Columbia Avenue, Philadelphia. Size, 22 x 40 feet. Does $30,000, good part meats and truck. Net profit on groceries, 10 per cent.; on meats and truck, 30 per cent. Stock about $1,000. The store is a splendid money maker. Owner is a widow who wants to retire. It has been established forty years. Rent $100 per month, store and dwelling, but business easily warrants this. Will cost, at inventory, around $1,500,

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SITUATION WANTED.

WANTED.—Three months' position with specialty or manufacturing concern to travel for same, by good specialty man, through Central Pennsylvania. Well acquainted with the retail and jobbing grocery trade. Address G, Ashland, Pa. 23

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street. Philadelphia, Pa.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

DANDELION
VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

Our registered guarantee under National Pure Food Laws is Serial No. 80

Walter Baker & Co.'s Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. June 1, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel	$2.00 per bunch
Selected, 9 hands, packed 1 in barrel	1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.25 per bunch
Selected, 8 hands, packed 2 in crate	1.20 per bunch
Selected, 8 hands, packed 3 in crate	1.15 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA PINEAPPLES.

Fancy Red Spanish, 24s	$3.00
Fancy Red Spanish, 30s	3.00
Fancy Red Spanish, 36s	2.75
Fancy Red Spanish, 42s	2.50

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$3.25
Fancy quality, 126 to box	3.50
Fancy quality, 150-176 to box	4.00
Fancy quality, 200-216 to box	4.00
Fancy quality, 250-288 to box	3.65
Extra choice, 96-112 to box	3.00
Extra choice, 126 to box	3.35
Extra choice, 150-176 to box	3.75
Extra choice, 200-216 to box	3.75
Extra choice, 250 to box	3.50

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box	$2.50
Fancy Quality, 126 to box	2.75
Fancy Quality, 150-176-200 to box	3.60
Fancy Quality, 216-250 to box	3.60
Fancy Quality, 288-360 to box	3.00

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	3.00
Fancy quality, extra large, 270 to box	3.00
Choice quality, 240 to box	2.75
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$3.00
Choice Messina, 300 size, per box	3.00
Choice Messina, 360 size, per box	
Extra Fancy Large, 150 size, per half box	1.65

Get People In Your Store

There is no surer way of doing it than to have a handsome display of the right kind of fruit.

You can make this end of your business more profitable than any other department if you get the right goods at the right prices, and you can do both at

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN ::: ECONOMICAL ::: SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, $4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributers for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.16
"B" Santos	.15
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.10½
No. 2 Rio	.09
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00
Seven Day, 100 lbs. to case....per case	11.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	1.03
Wagner's, 3 lb., sauce, 2 doz	1.08
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.25
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.50
Pin Money, standard early June, 2 doz	1.00
French, extra fins, 100 in case, per case	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.90
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.90
Standard, 3s, 2 doz	.85
Gallon, ½ doz	2.75
Fair Quality, 3s	.80
3s, 2 doz	.65

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jockey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb.; tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	2.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.10
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Leon D'or Brand, 100 cans	4.00
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.50
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	
Pie Peaches, 3 lb., 2 doz	1 25
Pears, 3 lb., 2 doz	1.20
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 8 lb., 2 doz.	1.15
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.35
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.75
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.09
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.10½
Best, 25 lbs	.12½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.17
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	.08½
40- 50, 25 lbs	.08
50- 60, 25 lbs	.07½
60- 70, 25 lbs	.07
70- 80, 25 lbs	.06½
80- 90, 25 lbs	.06¼
90-100, 25 lbs	.05
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	.07½
2 Crown, 50 lbs	
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	1.85
Seedless Sultana, 50 lbs	.07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb. packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.78
Fine Dairy, 3s, 100 to bbl	2.64
Fine Dairy, 4s, 70 to bbl	2.53
Fine Dairy, 5s, 60 to bbl	2.52
Fine Dairy, 8s, 35 to bbl	2 38
Fine Dairy, 10s, 28 to bbl	2.38
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt....per cwt.	.95
Shaker, 2 doz. in case....per case	1.60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.50
Lady Washington Beans, about 200 lbs. to bag	2.60
Green Peas, dried, about 165 lbs. to sack	2.55
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.25
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O.	.30
Julian F. Bradshaw's Molasses, No. 44	.32
Cheapside Molasses	.28
Black Strap Molasses	.18
Gilt Edge Syrup	.31
Gold Medal	.31
King Syrup	.31
Orange Brand Syrup	.33
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz.	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz.	2.40
California Amber Drips, ¼ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	At very lowest prices day order is received.
Cut loaf	
Powdered	
XXXX, powdered	
Cubes	
Fine Granulated, American	
Fine Granulated, 100 lb. sacks	
Confectioners' A	
No. 1, A	
Light Yellow	
Fine Granulated, 2 lb. bags	
Fine Granulated, 5 lb. bags	

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3.85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.25
Star, 4 doz	4.35
Dime Brand, 4 doz	3.60
Lion, 4 doz	4.25
Premium, 4 doz	3.95
Hires' Silver, 4 doz	4.35
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	3.95
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.25
Our Pet, baby size, 6 doz	2.40
Pecrless, small size, 4 doz	1.85
Peerless large size, 4 doz	33 5
Columbia, 4 doz	33.5
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3.90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	100	3.75
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.42
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	.40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3 75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen, per case,	2.90
Quarts, 2 dozen, per case,	2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.30
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95	32.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30 00
Medium Irish 2s, count 300@400	23.00
Norway, count 400@450	22.50
Norway, count 300@350	27.50
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	**Per lb.**
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	.18
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.28@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fonchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	**Per doz.**
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sance, 2s	.75@.80
Standard, plain or sance, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.85

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Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.30
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.30
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.85@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb
Fancy, 1-lb. cartons	.09¼
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08
California, 3 cr., 50 lbs	.07
California, 2 cr., 50 lbs	.06½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2¾-in., 10 lbs	10
2½-in., 12 lbs	
2¼-in., 12 lbs	.09
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.06¾
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05½
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.07½
40x50, choice	.06½
50x60, choice	.06
60x70, choice	.05½
70x80, choice	.05
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in 25-lb boxes.	
Fancy 40x 50	.11¼
50x 60	.10¾
60x 70	.10
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.07½
40x50	.07
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.12
Extra Choice Muir	.11½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 180 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ½s, accord'g to qual.	19.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual.	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Corn Meal	29
Dried Beans	29

DECLINES.

	Column.
Cheese	27
Dressed Sheep and Lambs	44

ADDITIONS.

Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Pease	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	56 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	16
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	10
Cereal Specialties	30
Cereal Coffee	30
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	18
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	58
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Puddine	31
Putty	48
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	59
Rosin	48
Sago	30
Salad Dressing	52
Sal Soda	52
Salt	51
Sapolio	55
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	14
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	48
Sundries	59
Syrups	62
Tacks	59
Tapioca	30
Tar	49
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	62
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	42
Wringers, Clothes	
Woodenware	61
Witch Hazel	48
Yeast Cakes	63

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SUGAR.

Confectioners' Lozenge, XXXX	5.65
" Powdered	5.65
" Crown A	5.85
" Crystal A	5.50
" Coarse Granulated	5.75
Eagle Tablets	6.80
Crystal Dominoes	7.85
Cut Loaf	6.30
Patent Cubes	5.75
Powdered	5.60
Extra Fine Granulated	5.60
Coarse Granulated	5.60
Granulated	5.50
Fine Granulated	5.50
" in 50-lb. bags packed 2 in 100-lb. bag	5.55
" in 25-lb. bags packed 4 in 100-lb. bag	5.55
" in 10-lb. bags packed 10 in 100-lb. bag	5.65
" in 5-lb. bags packed in bbls	5.70
" in 5-lb. bags packed in 100-lb. bags	5.70
" in 2-lb. bags packed in bbls	5.80
" in 2-lb. bags packed in 100-lb. bags	5.80
" in 2-lb. cartons in cases	5.70
" in 2-lb. paper packages in cases	5.70
Confectioners' A	5.30
1—Keystone A	5.25
2—American A	5.20
3—Centennial A	5.15
4—California A	5.10
5—Franklin B	5.05
6—Keystone B	5.00
7—American B	4.95
8—Centennial B	4.90
9—California B	4.85
10—Franklin Extra C	4.80
11—Keystone Extra C	4.75
12—American Extra C	4.70
13—Centennial Extra C	4.65
14—California Extra C	4.65
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Cholcest	40 @ 45

—2—

MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Cholcest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Cholcest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea — .50

Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas — .40

Tetley's Tea — Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins, per lb.

India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50

Sun-Flower, 10c. sample size, 36 in carton, all three grades — per doz. .90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels	per lb. net .18
5 lb. silver bags	" " .19
1 lb. silver bags	" " .19½
½ lb. silver bags	" " .20
¼ lb. silver bags	" " .21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

Purple Ribbon Brand, 16 oz., 2 doz. per doz.	.85
Purple Ribbon Brand, quarts, 1 doz. per doz.	1.40
Purple Ribbon Brand, quarts, 3 doz. per doz.	1.40
Purple Ribbon Brand, ½ gals. 1 doz. per bbl.	2.50
Colburn's, 16 oz., 2 doz. per doz.	.75
Colburn's, quarts, 1 doz. per doz.	.90
Colburn's, quarts, 3 doz. per doz.	.90
Colburn's, ½ gals., 1 doz. per bbl.	1.80
Violet, pints, 2 doz. per doz.	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in cass	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz. per doz.	.45
Davis' O. K., ½-lb., 3 doz. per doz.	.90
Davis' O. K., 1-lb., 2 doz. per doz.	1.65
Davis' O. K., 5-lb., ½ doz. per doz.	7.20
Cleveland's, 10-c. size, 4 doz. per doz.	.84
Cleveland's ¼-lb., 4 doz. per doz.	1.23
Cleveland's, ½-lb., 2 doz. per doz.	2.28
Cleveland's, 1-lb., 1 doz. per doz.	4.40
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl. per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz. per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. cass per doz.	12.00
" 1 " 1 " " "	2.50
" ½ " 2 " " "	.55
" ¼ " 3 " " "	.75
Purity Brand 5 " ½ " " "	6.00
" 1 " 1 " " "	2.50
" ½ " 3 " " "	.80
" ¼ " 3 " " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.80
Bixby's Best, No. 1	2.75
" " B. B. B. M. per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.25
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	2.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	75
Admiral Russet Combination	70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	@.09½
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	@.12½
" Fancy	@.10½
" Choice	@.09½
Maracaibo, Strictly Fancy, Mild	@.12½
" Choice	@.11½
Washed Caracas, Fancy	@.14½
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14¾
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.32
" " " 2	.30
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14¾
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¾	15 36/100
Lion	13¾	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.26
" 50-lb. tins	.25
" barrels	.14

Ground or pulverized without extra charge.

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	Per lb
Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35

Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14 1/10
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
3 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.25
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¾
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.60
Ball Blue, 2 oz., 3 doz	4.80

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.25
" First, "	.24
" Second, "	.23
" Third, "	.22-.26
" Imitation, 30-60 lbs	.21-.24
" 5-and 10-lb. rolls, 60- and 100-lb. boxes	.26
Ladles, 30-60 lbs., bakers' use	.20
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.29
B. B., E. D. brands, 20-50-lb. boxes	.28
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.27
Sheaf ("400") Elgin, 20-50-lb. boxes	.26
Sheaf	.25
Milhen Farm, lbs. and ½ lbs	.29
Gurnse, pounds or half pounds	.27
Belle Spring	25

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.12¾
" 16's, "	.12¾
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " per box	2 00
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1½	.19
Martha Washington, long 128 per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	6.60
Mason's, quarts, per gross	6 85
Mason's, half-gallons, per gross	8.75

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Jelly Tumblers—	
Barrels, 22 doz., per doz.	.19
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	2.75
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	.45
" medium, 2 doz. cartons, "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage, "	.25
" Thyme, "	.25
" Savory, "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz., per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz., per doz.	.90
¼-lb. square cans, 2 doz., "	.85

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.20
DuBois' Frying	1.10
Jersey King, No. 3, Standard Jersey	.90
Blue Hen Chickens, No. 3	.92½
Silver Lake, fancy, Jersey	.97½
Hoffecker's, standard, No. 3	.82½
Plantation, No. 10, 1 doz	2.45
Silver Lake, No. 10, 1 doz	2.75
Golden Rule, No. 2, seconds	55
Alta, No. 2	.60
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Little Darlings	1.30
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.60
Mikado, Penna., fancy	.90

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg-O-See Cereal Company

QUINCY CHICAGO BUFFALO



Don't Judge a Good Match by a Bad One

You may have seen some double-tip match that flew all to pieces, or smelt abominably, or softened up, or flamed up suddenly by spontaneous combustion.

The **Ohio Blue Tip Safety Match** has none of these troubles. If you strike it on the tip, and only on the tip, it will go off—always. But it will never soften, or go off at the wrong time, or do the wrong thing under any circumstances.

An independent, perfect match.

OHIO MATCH SALES COMPANY

PHILADELPHIA OFFICE AND WAREHOUSE
411 MARSHALL STREET

NEW YORK, N. Y.

Business-Like Future Buying

More packers than ever are this year offering to give 100 per cent. delivery contracts to their customers on future canned goods. It was an inevitable reform; there never was any valid reason why they should not have been given.

We were almost the pioneers in this full delivery business on **Blue Bell** and **Clover Farm** canned goods, as fancy lines as are packed in all Maryland. If you will place your future orders for these, your jobber will sell them to you and guarantee to deliver 100 per cent.

Why not place your canned goods buying on a strict business basis?

STRASBAUGH, SILVER & CO.

ABERDEEN, MD.

—9—

Boyer's, 2s	.72½
Acorn, 3s	.95
Acorn, No. 2	.65
Saf2, No. 2	.55
White Wax Beans—	
Champion	.70
Winsom, N. Y., No. 10, 1 doz	3.60
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1.05
Narragansett, No. 3, tomato sauc2	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauc2, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic 2ize, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauc2	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauc2	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Van Camp's, No. 2, 2 doz. per doz.	.77½
Corn—	
Paris, fancy Maine	1.17½
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.77½
Shoe Peg, Osborn's	.65
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.65
Vanity, No. 2, Whole Grain	.62½
Royal Exchange, Whole Grain	.57½

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Peas—	
Tres Fins, 100 cans	14.00
French, very fin2, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10.75
Boyer's, Midgets	1.75
Boyer's, Extra Sifted	1.45
Boyer's, Slfted	1.27½
Boyer's, Early June	1.05
Jumbo Jun2	1.00
Little Nell's, Baltimore	.62½
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silv2r Lake, fancy, No. 3	1.05
Chatauqua, No. 3	.95
Succotash—	
Quaker, extra fancy	1.05
Spinach—	
Champion, No. 3	1.10
Shawnee, No. 3	1.10
Farren's, No. 3	1.00
Farren's, No. 10	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz	
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lak2, No. 10 1 doz	2.35
Asparagus—	
Superior, large, No. 2½	3.50
Staple, medium, No. 2½	3.00
Swan, medium, No. 2½	3.25
Del Monte Tips, No. 1½	2.85
Extra Tips, No. 1½	2.75
El Dorado Tips, No. 1½	2.70
El Rio, medium, No. 2½, 2 doz	2.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.50
Extra standard	2.45
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2.65
Bartlett, extra standard, 2½s	2.40
Bartlett, standard, 2½s	2.25
Cherries—	
Extra quality, 2½s	2.80
Extra standard, 2½s	2.75
Standard, 2½	2.55
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.45
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.25
Agate, No. 2½, standard lemon cling	2.00
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.45
Columbus, No. 2½, pie peeled yellow free	1.70
Columbus, No. 2½, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.75
Extra standard green gage	1.75
Standard egg	1.65
Standard gage	1.65

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.50
Keystone, No. 3, 2 doz	.85
Booth's, oval, No. 3	.82½
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Maryland Leader, yellow, No. 3	1.75
Maryland Leader, white	1.70
P. & B. yellow, No. 3	1.75
Gypsum, No. 3, pie	1.40
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Ayres Good, No. 3	1.05
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.40
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz	
Strawberries—	
Anchor, No. 2	.90
Jumbo, No. 1, 4 doz	1.00
Silver Lake, No. 2	1.35
Defence, No. 2	1.90
Pineapple—	
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.35
Singapore Chunks, No. 1½, 4 doz	1.05
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	.95
P. & B., grated, No. 3	.85
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.70

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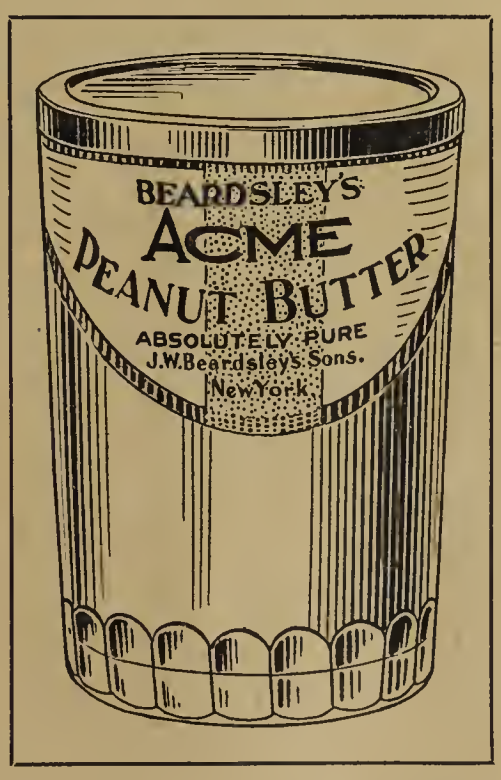
The Paul Taylor Brown Co's Singapore Pinoapple, extra preserved.	
Chop Tan Hin, ⅞ lb., cubes	75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10¼
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.17½
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 05
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.45
B. & M., No. ½, flat, 4 doz	2.40
B. & M., No. 1, tall, 2 doz	4.35
B. & M., No. ¾, flat, 4 doz	3.00
Star brand, No. ¾, flat, 4 doz	1.25
Star brand, No. 1, tall, 4 doz	3.90
Star brand, No. 1, flat, 4 doz	4.20
Shrimps—	
Peerless Brand (Barataria), dry, No 1, 2 doz	1.17½
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.12½
Cotton Bale, pickled, No. 1, 2 doz	1.10
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.92½
Boyer's, No. 2, 2 doz	1.80
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.85
Victory, No. 1, 2 doz	.87½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.82½
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.90
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.35

THE BETTER KIND

Packed With the Beardsley Care



Every Package Has Red Band

Guaranteed to comply with National Pure Food Law

Packed in sealed glass tumblers which can be utilized by the consumer when empty

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

—12—

Horseshoe, No. 1	1.47½
White Bear, red, No. 1, tall	1.30
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Gerard, ½'s, key	37.00
Imported—	
French,	
¼s, Martels	9.75
½s, Martels	13.25
Morel, ½s, boneless	17.50
Mustard—	
¼s, Irma, 100 cans	3.60
¼s, Raven, key, 100 cans	3.30
¼s, Underwood's, 50 cans	3.95
½s, Irma, 50 cans	3.60
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	
½s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Owl, key, 100 cans	3.55
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 dos	1.40
" " with key, No. 2, 1 dos	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 dos	7.00
" with key, No. 14, ⅛ dos., per case	8.15
Libby's, with key, No. 1, 2 doz	1.40
" with key, No. 2, 1 doz	2.30

Chipped Beef.	
No. 1, 2 dos	2.00
No. ½, 2 dos	1.40
Glass, No. ⅛, 2 dos	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.	
Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.55
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 dos	1.60

Roast Beef.	
Fairbank's, No. 1, 2 doz	1.35
Fairbank's, No. 2, 1 doz	2.35
Armour's, No. 1, 2 doz	1.40
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.25
Kingan's, No. 2, 1 doz	2 27½

Lunch Tongue.	
Fairbank's, No. 1, 2 dos	2.20
Libby's, No. 1, 2 dos	2.90
Armour's, No. 1, 2 dos	2.70

Whole Ox Tongue.	
Fairbank's No. 2, 1 dos	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.	
Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 dos	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.	
Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 dos	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.	Per Dos.
Curtice Brothers, "Blue Label"—	
Chicken, No. ⅛	2.85
" " 1	5.00
Turkey, " ⅛	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	7.50
Whole Ham, No. 2½	10.00

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Devilled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.25	2.15
Tongue	1.25	2.15
Chicken	1.85	2.90
Turkey	1.85	2.90

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.20	2.00
Tongue	1.20	2.00
Chicken	1.80	2 75
Turkey	1.80	2 75

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 dos	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ⅛ dos	5.00
Schimmel's, assorted, 1 lb., 4 dos	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Dos.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcrofton Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozenges	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	20-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz.	.92½
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes



CROFT & ALLEN CO. *Philadelphia PENNSYLVANIA*

They Look Alike But Aren't

At first glance all starches look alike, both Laundry and Corn Starches. There is really a heap of difference, though it takes use to bring it out. In other words, if you sell a poor Starch your customer will find it out before you will.

Take our word for it, no Starch has ever been quite so fine and good as **Murdoch's Laundry and Corn Starch.** With manufacturing improvements of our own, and a genius for the most painstaking care, we are producing goods we are proud of.

Does it commend itself to you that we are independent of any Trust?

Oswego Maize Products Company
Oswego, New York

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker's:—	
Best Cocoa, ½-lb. size, per lb.	.34
" ¼-lb. " "	.35
Premium Chocolate, ½s, 12 lbs	.34
" ¼s, 12 lbs	.35
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hershey's—	
Milk, 48 5 cent, per box	1.45
Cocoa, Lepp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.42
" " ¼s, 6 lb	.44

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1½-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box "	3.50
1-lb. tins, 1 doz. in box "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35
" ½-lb. tins, 6-lb. boxes, per lb.	.34
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.33
Sweet Clover, ½s, 6-lb, per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.38
Cocoa, labeled, ¼s	.40
Premium Chocolate, ½s	.33
Premium Chocolate, ¼s	.35

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ½ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ⅛-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ⅛s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ½s, 12 lb. "	.31
" " ⅛s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ¼s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to balf case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to balf case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.85
Defiance, 4 doz	3.85
Magnolia, 4 doz	4.45
Rose, 4 doz	4.20
Dime, 4 doz	3.50
Winner, 4 doz	4.20
Baby, 1 doz., glass	1.90
Red Cross	4.40
Peninsular	4.35
Leader	3.90
Banner, 4 doz	4.10
Star, 4 doz	4 40

EVAPORATED MILK.

Peerless, family size, 4 doz	3 30
Peerless, 5c. size, 4 doz	1.90
Yacht, family	
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.70
Pet, 10-c. size, 4 doz, per case	3.10
Pet, 5-c. size, 6 doz, per case	2 65
Van Camps, 6 doz., small	2.90
Van Camps, 4 doz., family	3.35
Van Camps, 4 doz., large	3 90

HIRES CONDENSED MILK



	Per case.
Hires Condensed Milk	5.60
Queen	4.25
Blue Ribbon	3.95
Premium	3.95
Silver	4.50

(Each of above brands 4 doz. in case.)

Gold Milk

Packed in cases of Forty-eight 20 oz. cans.

Less than five cases	3.85
Five cases or more	3.80
Twenty-five cases or more	3.75
Fifty cases or more	3.70

Anker's Bouillon Capsules

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, aud they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, aud everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one iu hot water. Good goods and a good profit.



ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK



FIRST CHANCE YOU GET, TRY

WOODCOCK MACARONI

on a customer who is hard to please. She will come in smiling next time and ask for "Woodcock" because she didn't know we could make it better in this country than any other. You can smile, too—there's a good profit in it for you.

WOODCOCK MACARONI CO., Rochester, N. Y.



"If I go into the class-room to demonstrate the action of a stimulant and tonic food-beverage, I use **Blooker's Cocoa**; I cannot afford to employ any other."

W. H. MORSE, M. D.,
Consulting Chemist.

American Depot, 46 Hudson St., New York

"Price 25 Cents"

Our **Moco-Mo** Coffee, which retails at a quarter, will satisfy nine out of ten coffee drinkers as well as Mocha and Java. Many a much poorer coffee than **Moco-Mo** is sold every day as Mocha and Java.

As a matter of fact, nobody needs any better coffee than **Moco-Mo.** It is a perfect blend of high-grade coffees and is packed in a very unusual way, first hot from the roaster in a thick, tight-sealed bag, then the bag in a carton also sealed.

At a quarter **Moco-Mo** is a very profitable, smooth-selling proposition.

The John H. Fitch Coffee Co.

Importers, Roasters and Jobbers of High-grade Coffees

YOUNGSTOWN - - - - OHIO

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COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅛s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Entter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cocanut Taffzy Bar		.12
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Honey Brook Crisp		.09
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Saltines		.12
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Vanilla Wafers XXX		.18
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.03
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		1.00
Milk Lunch		1.00
Our Ginger Snaps		50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 500 lbs. to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Colnmbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish p. dz.	1.75

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Wein Senf, in bbls. per gal.	
" 1 gallon stone jars per jar	.75
" 5 gallon kegs per keg	2.50
Prepared Mustard, in bbls. per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.24
loaf,	.25
Sap Sago, 3 to a lb. cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs. loaf, .17, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
In tin per lb.	.26
" 1-lb. tins per case	3.25
Camembert, in wood boxes. per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1. loaf .16 cut	.19
" " Square loaves, No. 1, about 15 lbs. each per lb.	.16
Limburger Cheese, No. 1. box, 18; ½ box, 18; less	.19
Muenster Cheese per lb.	.18
Brick Cheese, No. 1 "	.16
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box per box	3.00
" (Gem size), 6 in box "	1.15
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case. per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.40
Neufchatel (Cow brand), 25 in box. per box	1.05
Star Cream, or Phila., 12 " "	2.20
Miniature Cream, or Phila., 12 " "	1.10
Hand Cheese, 8 doz. "	1.35
" 4 " "	.70
" 4 " Thuringer "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1.25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight) per lb.	.48
Wiener Wurstel, 16 in tin per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolf's) per lb.	.48
Imported Frankfurters per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short per lb.	.24
" " long "	
" Mortadella, Dry per lb.	.25
" Knackwurst, 25 in box, per box, $4.75 per doz.	1.40
" Cervelat (E), 50 and 100-lb. boxes, .22½; less	.22
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.21
" Cervelat, Crescent, 50 and 100-lb. boxes, .16; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22½; less	.24
" Salami (E), 50 and 100-lb. boxes, .20; less	.21
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .18; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less	.17
" Tongue Sausage per lb.	.18
" Smoked Braunschweiger Liver Sausage per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	1.00
" Petit Delicatess Frankfurters, with Saner Kraut per doz.	1.00
" Lebanon Beef Bologna per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins per doz.	1.65
Pickled Meats, in glass "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

Do You Want to Make $300 More Every Year?

It is a mighty nice thing to be able to increase your profits by such a tidy sum as $300 a year on an investment of less than $20, but that is what you can do if you will put in an **Acme Peanut Roaster** (equipped for kerosene, gas or gasoline), the simplest and cheapest automatic roaster made. Anybody can operate it. There is nothing to get out of order and little or no expense in running it.

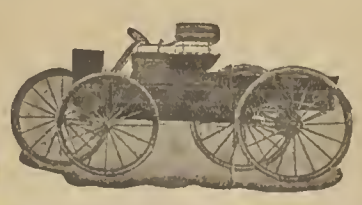
Give your customers a chance to buy freshly roasted peanuts and you will make from $1 to $3 a day. We would like to tell you more about it.

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.



How Else Can You Deliver So Cheaply?



HERE is a clever, capable little automobile that you can use both for delivering goods and for pleasure. It has tremendous carrying power, easily carrying 1,500 pounds for 30 miles on fifteen cents' worth of gasolene. Is there any other delivery method one-tenth as cheap?

The **Lindsley Car** is the simplest, strongest-constructed, easiest-repaired and cheapest-operated business automobile made in the United States to-day. Is it good business to ignore it as a labor and money-saving device?

J. V. LINDSLEY & CO. Suite 1112 Monadnock Bldg. CHICAGO

Do You Know What Ramly Stands For?

We'll tell you—the finest Turkish cigarette ever made to sell for 10 cents. It is the one that is so widely imitated by our competitors.

If you want particular smokers to come to *you*, put the **Ramly** in stock.

MENTOR CIGARETTE CO.

404 Atlantic Avenue - - BOSTON, MASS.

Philadelphia Representative:—ARTHUR HAGAN & Co., 151 N. Third St.

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Palls.
Holland Herring, mixed, "Y. M." ⅛bbl. 5.50	60–75
" milkers, " ⅛ bbl. 6.50	75–85
" mixed, Standard, bbl. ⅛ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl. ⅛ bbl.	
Scotland Herring, mixed, large fulls, bbl. ⅛ bbl. 8.00	
" milkers, large fulls, bbl. ⅛ bbl. 8.00	
Marinirte Herring, Imported, about 40 in pail	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail	1.00
Norway Stockfish, dry, per lb.	15
Matjes Herring, per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1[1 keg, .80; ⅛ keg, .42; ¼ keg, .32; ½ keg		.20

SALT SARDELLEN.

Original Package, 190z.	per anker	16.00
Repacked—kegs, about 8 lbs.	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	⅛ kilo Cans, per dz.	19.50
½ " "	10.50	¼ " "	10.50
¼ " "	5.50	⅛ " "	5.50
⅛ " "	2.75	1/16 " "	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—	about 2000		per cask
50 " bbl.—	" 1200		per bbl.
15 " keg—	" 500		per 100
10 " keg—	" 300	"	1.00
5 " keg—	" 150	"	
10 lb. pail—	" 50	"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50, 10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

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COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.20
Western	.19

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.12
New York, Full Cream, new, 1st's, 40-lb. bxs.	.11–.11½
Picnic, Full Cream, new, fancy, 20-lb. bxs	.12½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.		.28
Anchovies, in oil, ⅓ bottles		4.50
" " ¼ "		3.25
Anchovy Paste, fancy, per doz.		4.75
" plain, per doz.		3.75
Bouillon, Burnham, pints, 2 doz. in case		3.75
" " ½ pints, 2 doz. in case		2.00
Capers, Nonpariel, ⅛ gallon kegs		1.50
" " Quart, glass	per doz.	7.00
" " bottled, ⅓ size	per doz.	2.35
" " " ½ "	"	1.90
" " " ¼ "	"	1.15
Canton Ginger, large pots, cases 6 jars, per case		4.65
" med. " " 12 "	"	5.00
" small " " 24 "	"	4.75
Cherries in Maraschino, in glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.		.90
" 3 lb., 2 dz. case		2.20
Currie Powder, pints, per doz.		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ⅛'s		2.65
" ¼'s		5.00
" ½'s		9.50
" 1's		18 00

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French Peas, Extra Fins, per case	16.00
" Fins, per case	14.00
" Moyen's, per case	12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Musbrooms:—	
First Choice	25.00
Choice, 100 tins per case	23.00
Extra, " "	27.00
Hotel, " "	19.00
Truffles, ⅛ per tin,	.30
" ⅛ "	.55
" ¼ "	1.15
" ½ "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs in Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallized Ginger, 1-lb. tins, per doz.	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	1.20

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 "	per bottle 3.50
" 2 fancy jugs	per jug 1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 "	per bottle 3.50
" 2 fancy jugs	per jug 1.50



THE CORN WITHOUT HULLS

Specialties Like This Boom Trade

Winorr Corn is canned corn in the sense that it is corn packed in a can, but it is not canned corn in the ordinary sense at all.

Canned corn means corn packed with the hulls on. Good, nevertheless? Yes until you taste **Winorr,** which is packed without the hulls.

Winorr Corn is a delicious specialty — just the tender, delicious, milky kernels of fancy sugar corn.

You can sell it just as surely as thousands of other grocers do.

The Pressing & Orr Company

NORWALK, OHIO

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Phila elphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.60
Gold Medal	6.35
Millbourne	6.15
On Top	6.50
Ceresota	6.15
Pillsbury's Best	6.15
Taylor's Fancy	5.50
Semper Idem	4.90
Pride of the West	5.25
Sunbeam	5.05
Quaker City	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.85
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	

FARINACEOUS GOODS.

	Per Bag.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.15
" " yellow, granulated, 100 lbs	2.15
" " table, 100 lbs	2 10
Western yellow, granulated, 100 lbs	1.95
Western white, granulated, 100 lbs	1 90
Quaker, 36 packages	
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, per lb.	.05¾
Marrows, Fancy N. Y. State, grain bags bush	2.60
Medium, Fancy, grain bags, bu.	2.55
Pea, fancy, grain bags, bushel	2.5 ½
Pea, fancy, Michigan, grain bags, bushel	2.55
Red Kidneys "	2 08
Peas—	
Green, per bushel	2 42½
Scotch "	2.55
Split, yellow "	2.05
" green "	

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Lentils—	
000000, 110-lb. bags, per lb.	.05½
Less quantity "	.06
Shaker Corn—	
Fancy, barrels, per lb.	.05¼
Less quantity "	.06
Hominy—	
Lea's Breakfast, 10 pkgs., case	1.50
Lea's Pearl, 100 lbs., per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.20
Western Pearl, 100 lb. bags	1.75
Western Grits, 100 lb. bags	1 75
Barley—	
OO	.06
No. 3, 100-lb. bags	3.15
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, 5, per bbl.	6.70
" " kegs 100 lbs., per keg	3.55
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.42½
Banner Oats, 20 packages	4.45
H. O. Oats, 18 packages	2.30
Mother's, 18 packages	1.75
Quaker, 18 small size	1.50
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	6.10
Avena, per keg, 90 lbs	3.25
Standard, 180-lb. bbls	5.80
" 90-lb. bags	2 80
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04⅛
Admiral, Pearl, 24's	.07¼
Tapioca, Instantaneous, 50 2's	.08⅛
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs., per lb.	.04¼
" " less quantity "	04¾
" Pearl, 150 lbs "	.04¼
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00

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Purina Whole Wheat Flour, 20 5's, per case	4.22
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Manl Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.35
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.80
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 36 packages, 10 cent size	2.17½
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.10
" Acidulated "	1 10
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Jellycon, 1 doz. in case, per doz.	.87½
Jellycon, assorted flavors, 3½ doz., per doz.	.87½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.80
Tryphosa, per doz.	.95
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs., per case	2.70
Puddine, assorted, 2 doz., per case	1.60
D-Zerta Jelly, assorted, 2 doz., per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06¼
Larosa Spaghetti, long, 25 lbs	.05¾
" Vermicelli, square, "	.05¾
" Macaroni, bulk, "	.05¾
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Coles' Coffee Mill, No. 7	10.00
" " 8	16.00
" " 10	23.00
" Stand, No. 18	45.00
Less 25 per cent. discount.	
Scales, Flour, No. 1, Tin Scoop, 10.00 Brass,	14.00
" Sugar, " 2, " 7.00 "	9.00
" Tea, " 3, " 6.00 "	7.50
" Spices, " 4, " 5.00 "	6.00
Less 40 per cent. discount.	
600-lb. Platform Scale	12.00
Standard Cash Register	20.00
Tea Caddies, round front, No. 2, per doz.	9.00
" " " 3 "	6.50
" " " 4 "	4.50

On Your Shelves For Years

¶ Old goods are like old friends — you have a warmer feeling for them than you have for strangers.

¶ Take **Babbitt's Best Soap.** For years it's been the standard laundry soap of the country.

For years, probably, it has stared back at you from your shelves until you and your customers both have come to consider it as much of a fixture as your scales.

¶ Don't be tempted to displace it by any get-rich-quick soap. Stick to tried and true friends. **Babbitt's Best Soap** has always paid you a good profit; hasn't it earned your good will?

Made by

B. T. Babbitt

New York



"The Can's the Thing"

¶ When we arranged to put out our **Café des Gourmets Coffee** we concluded that it must be put up in an air-tight package, so we decided that "the can's the thing" that would accomplish our purpose, so it is packed in handsomely labeled one-pound cans that not only protects the natural flavor and freshness, but keeps it so for an indefinite time.

¶ It is as near a perfect blend as our many years of experience could make and our usual guarantee goes with it.

¶ Sold to you at 25 cents a pound.

SAMUEL WILDE'S SONS CO., Importers

Coffees, Teas and Spices

11 DUTCH STREET - - - NEW YORK

—32—

Tobacco Cutters	1.50
Alarm Money Drawers	1.50
Bag and Twine Holder	1.00
Barrel Covers, Sunk Handles, 21 in...per doz.	2.50
" Top " 21 in... "	2.00
Beef Cutters	6.00
Bung Borers, Enterprise No. 2, 1⅛ to 2 in	1.60
Can Openers, "Never Slip"...per doz.	.90
Hopper's Can Opener...per gross	13.80
Cheese Cutters	8.00
Coffee Mills, Dell's No. 9	32.00
" " 10	40.00
" " 12	65.00
Fruit Augers, 2 prong	1.50
Measuring Faucets	2.00

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4...per doz.	9.00
" 5... "	12.00
" 6... "	15.00
Ex. Galvanized Steel Blades, No. 3..per doz.	4.80
" " 4.. "	5.40
" " 5.. "	7.20
X Quality, No. 3... "	2.60
" 4... "	3.00
" 5... "	3.40

Sherer's Eclipse Counters:—

No.	Leagth.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.
We will bill at 10 per cent. discount from these prices, f. o. b., Ilion, N. Y.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Grocers', without weights, Brass Scoop and Brass Plate, No. 1**
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Butchers', without weights, No. 0**
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case...per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case.. "	.95
Large cartons or tins, 2 doz. in case "	2.00
Dime Tumblers, 2 doz. in case... "	.90

THREADED FISH.

	Per dos.
Swansdown, 2 doz	.65
Osprey, 2 dos	.45

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	26 00	13.00	6.90	1.55	1.29
Ex. Norway, No. 4...	23.00	12.10	6.25	1.40	1.17
Ex. Bloaters, xxx...	36 00	18.60	9.50	2 05	1.69
Ex. Bloaters, xx...	33.00	17.10	8.75	1.90	1.57
Fancy Shore, No. 1...	30 00	15 60	8 00	1.75	1 45
Med. Shore, No. 1 ...	23.00	12.10	6.25	1.40	1.17
Large Irish, No. 2....					
Extra Irish, No. 2....	22.00	11.60	6.00	1.35	1.13
Medium Irish, No. 2..	21.00	11.10	5.65	1.30	1.09
Small Irish, No. 2....	19 00	10 10	5.15	1.20	1 01
Irish, No. 3.....					
Large, No. 3	18.00	9.60	5 00	1.15	.97
Herring.					
Lab. Split, Lg. No. 1.	7.50	4.35			
Lab. Split, Lg. No. 2.	6.50	3.85			
Shore, Round, Large.	7.00	4.10			
Shore, Round, Med...	6.00	3.60			
Ocean Whitefish.....	4.50	2 85	1.62	.45	
Salmon, Halifax					
Shad, No. 1, Mess....	15.00	8.10	4.25	1 00	.85
Shad, No. 2, Mess....					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 50 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" small size, 2 doz. in case.....	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.06½
Medium Bank	.06¼
Pollock	.05
Hake	.04½
In original cases, 450 lbs., ¼c. less	

SMOKED FISH.

New Extra Scaled Herring...per box	.17
Small Extra Scaled Herring ...per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.12
Smoked Salmon, whole fish...per lb.	.27
Cromarty Bloaters, 50s...per box	
" " 100s ... "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.09¼
Fancy N. Y. State, 48 1 lb	.09½
Choice N. Y. State, 50-lb. boxes	
Apricots—	
Extra Choice Royals, 25 lbs	.15
Choice Royals, 25 lbs	.14
Standard Royals, 25 lbs	.13
Cherries—	
California, unpitted, Black, 25 lbs	
California, pitted, Black, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.07¾
Gold Medal, loose, 25 lbs	.07⅝
Private Growth, extra, cleaned, 36 lbs	.07½
" cleaned, 30 lbs. bulk	.07¼
Peaches—	
Extra Fancy Muirs, 50 lbs	.12½
Extra Fancy Muirs, 25 lbs	.12¾
Extra Choice Muirs, 50 lbs	.11
Choice Muirs, 50 lbs	.10
Standard Yellow, 25 lbs	.08¾
Standard Yellow, 50 lbs	.08½
Pears—	
Choice California, Bartlett, 25 lb	.09

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.08½	.08	.07¾	
40– 50, 25 "	.07¾	.07½	.07¼	.06¾
40– 50, 50 "				
50– 60, 25 "	.07¼	.07	.06¾	.06¾
50– 60, 50 "	.07	.06¾	.06½	.06
60– 70, 25 "	.06¾	.06½	.06	
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "				
80– 90, 50 "	.05½		.05¼	
90–100, 25 "				
90–100, 50 "		.04½	.04¼	
100–120, 50 "				

Raisins—	
Muscatels, 4 crown, 50 lb	.05¼
" 3 " 50 lb	.04¾
" 2 " 50 lb	.04½
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Llano, Layer, Valencias, 28 lbs	.05½
Gilabert's, Layer, Valencias, 28 lbs	.05¾
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07½
Butterfly, fancy, 36 1s	.07¾
Owl, fancy, 36 1s	.07¾
Harvest, choice, 36 1s	.07
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	.17½
Lemon Peel, fancy, boxes, 10 lbs., net	.12½
Orange Peel, fancy, boxes, 10 lbs., net	.12½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " " 1 "	2.25
" 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ...per case	2.30
Case No. 5, 1 doz. 15-cent size... " "	2.05
Case No. 6, 2 doz. 15-cent size... " " 2 doz. 25-cent size, 1 lb. per doz. 1.35	2.47½
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case ...per doz.	2.15
24-12 oz. package, packed 2 oz. in case... " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH

Tumblers, 10-c. size, 2 doz...per doz	.65
Tumblers, 5-c. size, 2 doz... "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz "	.80

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = = Philadelphia, U. S. A.

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INK.

Arnold's, black, 3032.....per bottle	.48
Continental, red, 1 doz.....	.3e
" black, 3 dez.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

Per case of 6 doz.

Lamp Chimneys—	No. o.	No. 1.	No. 2.
Macbeth, Pearl Top.....	3.9e	4.1e	4.8e
Acme, Victer Top.....	3.6o	4.2e	4.8o
Pure Flint, Luster Top.....	3.oo	3.6o	4.2e
Crystal, Crimp Top.....	2.1o	2.7e	3.3e
No. o, Tubular Lantern Globes.....5 doz.			2.75
Cold Blast.....4½ doz.			3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain.....per dos.		.75	.85
" " dec., 107, "		.9o	1.oo
	No. o.	No. 1.	No. 2
Banner Burners.....	.45	.55	.75

No charge for packages.

Oil Cans—	
1-gallon, Glass.....per doz	2.25
1- " Galvanized..... "	2.1o
5- " Lenox, Spout..... "	5.oe
5- " " Spigot..... "	5.5e
5- " Columbia..... "	7.oo
5- " Banner..... "	8.oo
5- " Climax, Pump..... "	1e.oo
5- " Home Rule, Pump..... "	12.oo
Lanterns—	
No. e, Standard.....per dos.	4.75
No. e. Dash..... "	7.8o
Cold Blast..... "	8.oo

LIME.

Prepared, 2 doz. in case.....per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lb.	.e5¼
" " 25 lb. boxes, ½ lb..... "	.o6¼
Acme, 1 lb., sifting, 25-lb. boxes.....	.o5½

LYE AND POTASH.

Banner, 4 doz.....per case	3.15
Babbitt's Potash, 4 doz..... "	3.3e
Lewis'..... "	3.25
Red Seal, 2 doz..... "	1.87½
" 4 doz..... "	3.65
Popular, 4 doz..... "	1.45

MATCHES.

	Per gro
Ohio Blue Tips—	
200's, 1 gross.....per case	1.70
500's, 100 packages..... "	3.25
5co's, 1 gross..... "	4.50
Ohio Noiseless—	
500's, 1 gross.....per case	3.75
King Bird—	
100's, 3 gross.....per case	2.85
500's, 1 gross..... "	4.00

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Swift & Courtney's, 200's, 1-gross case.....	1.75-1.9e
" 400's, 1 "	3.50-3.70
" 500's, 1 "	3.75-4.00
Blue Hen, 200's, 1 "	1.50-1.6o
" 500's, 1 "	4.00-4.25

	Per Gross.
Vulcan Parlor, 65's.....	.41
" 100's, 5-gross in case.....	.90
" 500's.....	3.95
Vulcan Safety, 65s, No. 37.....	.55
" 65s, No. 2.....	.45
Columbia Safety, No. 2, 5-gross cases.....	.55
" No. 37, 5-gross cases.....	.5e
" 100's, 5-gress cases.....	.9e
" Ne. 15, gross cases.....	1.2e
" No. 32, 5-gross cases.....	.55
Safety.....	.45
Mazeppa, Parlors, 500's.....	3.50-3.75
Searchlight, 500's.....	4.25-4.5e
Press, 200's.....	1.80-1.90
" 500's.....	4.50-4.75
America, 800's.....	1.30-1.35
American Paraffine, 500's, ex. qual.....	4.15
Telegraph, blue head, 5-gross cases.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.5o
Our Darling, ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior.....per lb.	.08¾
18, 37 and 68-lb. buckers, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.8o
18, 37 and 68-lb. bcks., XXX, Snperior..per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.4o
Barrels and half barrels, Fairmount.....per lb.	.e7¾
18, 37 and 68-lb. buckets, " ..... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous.....per lb	.08¾
18, 37 and 6o-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.8o
18, 37 and 6o-lb. bcks., XXX, Famous..per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.4o
Barrels and half barrels, Golden.....per lb.	.07¾
18, 37 and 6o-lb. buckets, " ..... "	.08
Campbell's Mince Meat, 30-lb. palls..... "	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kegs and 30-lb. kits..per lb.	.e5
Crescent. bbls., ½ bbls. and 30-lb. kits "	.e4½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb.	.e7½
" 18 and 37 lb. Kanaklas..... "	.08
" 1e-lb. Kans, 6 to crate...per doz.	9.8o
" 5-lb. " " "	5.3e
" 5-lb. Glass Jars, 6 to case "	6.25
National, 3e-lb. Kits, bbls., ½ bbls.....per lb.	.e5¾
Southwark, 30-lb. palls, bbls., ½ bbls. "	.e4¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars.....per case 6 jars	4.5o
No. 3, glass jars..... per case 6 jars	3.15
Family—Seedless.	
Ne. 5, wooden pails.....per box 6 palls	3.75
No. 10, weeden pails.....per box 6 pails	6.4e
No. 18, 37 and 68, woeden pails.....	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08¾
Wooden Palls, 18, 37 and 68 lbs..... "	.09¼
Atmore's Mincemeat, No. 2, 2 dos. in case, per doz.....	2.oo
Cartens Condensed, (3 dozen in case,) per gross.....	11.oo
Keystone—	
Barrels, Halves, Quarters.....per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs..... "	.08¼
Wooden Klts, No. 20 aad 35.....	.08

OILS.

Stove Gasoline.....per gal.	.18
Headlight, 15etest..... "	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammeth, 64 oz.....	11.ce
" Extra, 64 oz.....	1e.oo
" Mammoth, quarts,.....	6.eo
" Extra, quarts.....	5.4e
" Extra, pints.....	4.co
" Mammeth, ½ pints.....	2.2e
" Extra, ½ pints.....	2.15
Fourees, 19 oz., fluted bottle.....	4.co
De Lucques, 1e oz.....	2.4e
Farcies.....	3.oo
Queen, 6 ez.....	1.3e
Pim Olas, 18 oz.....	6.oo
Pim Olas, 1e oz.....	3.5o
California, quart tins.....	3.5e
California, pint tins.....	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.9o
" " pts., 2 doz.....	2.9o
" " ½-pts., 2doz.	1.9e
Rae's, Lucca, litre bottles, 1 dez.....	11.5e
" 25-oz. bottles, 1 dez.....	8.75
" Finest Sublime, qts., 1 doz.....	6.5e
" " pts., 2 doz.....	7.5e
" " ½-pts., 2 doz...	4.75
" " 8-oz. flasks, 2½ doz.....	7.5e
" " 12-oz. flasks, 2½ dez.....	9.oo
" Sublime, 8-oz. flasks, 2½ doz...	6.5e
" " 12-oz. " 2½ doz...	8.oo
Rae's, Finest Sublime, 1 gal., 1e in case, per gal.	2.4e
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.3e
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tins, 2e to case.....	2.2o
" " 1-gal. tins, 1e to case.....	2.1o
" " 5-gal. tins, 1 or 2 to case.....	2.oo

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abread.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.5o
12 18 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.oo
10 1 gal. cans, case.....	23.1o
20 ½ gal. cans, case.....	24.2e
40 ¼ gal. cans, case.....	25.3o
8o ⅛ gal. cans, case.....	27.5o

Bulk at $2e for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. te case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8 5o
5 gallon tins, 2 tins to case.....	26 5o
1 gallon tin, 4 tins to case.....	11.oo
½ gallon tin, 8 tins to case.....	12.co
32 oz. tin, 25 tins to case.....	22 oo

Trade discounts en quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case....per case,	8.5e
Pints, " 2 " " ..... "	9.oo
½ Pints. " 2 " " ..... "	4.75

Oliver's Olive Oil—

1 dozen large.....	6.oo
2 dozen medium.....	6.75
2 dezen small.....	4.25
6 1-gallon tins.....per gal.	2.1e
10 ½-gallon tins.....per gal.	2.2o
20 ¼-gallon tins.....per gal.	2.25

AMERICAN OIL.

Stobrer's, No. 8, 2 dez.....per dez.	.55
Stehrer's, No. 16, 2 doz.....per dez.	.90
Stohrer's, No. 32, 1 doz.....per dez.	1.8o
Keystone, bottles, 2 dez.....per dez.	.90

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

A Household Word

If you were to say to any woman who came into your store, "What is Ariosa?" She would answer instantly, "Why that's Arbuckles' Coffee." Why? There is only ONE answer. It is the best package coffee ever sold at the price, and it is the most extensively advertised. Ariosa is a product you don't have to sell, you simply put it in stock and take orders for it.

ARBUCKLE BROTHERS NEW YORK

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PAPER.
WRAPPING.

Manila, 15 x 20, full ..... per ream	.36
" 24 x 36, full, 20 lbs..... "	.80
" 18 x 24, full, 10 lbs..... "	.37½
" Special, 15 x 20, 6 lbs..... "	.21
Manilla, Bakers', 15 x 20, 10 reams in bundle ..... per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide..... per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide..... "	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide..... "	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide..... "	.03⅝
White Tea Paper, 12 x 16, reg.....per package	.14
Wax Butter Paper.....per package	.11
Parchment Butter Paper 9 x 12... "	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks.....per M	4.00
25-lb. " " ..... "	5.75
50-lb. " " ..... "	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....per doz.	4.75
" " quarts ..... "	5.75
" 10-oz. jars..... "	2.50
" 10-lb. pails.....per pail	2.50
Tripe, 10-lb. pails.....per pail	.90
" 5-gal. kegs.....per keg	2.00
Pig's Feet, 10-lb. pails.....per pail	1.00
" 5-gal. kegs .....per keg	2.25

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Pickled Beef Salad, in glass.....per doz.	1.10
" Tripe, " ..... "	1.10
" Ox Heart, " ..... "	1.10
" Pig's Feet, " ..... "	1.10
Russian Sardines .....per keg	.75
" 5-lb. pails .....per pail	.50
" 10-lb. " ..... "	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs.....	.18⅛
Loose, barrels, 30 lbs.....	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages.....	2.10
100 10 oz. packages.....	4.00
24 20 oz. packages.....	2.05
48 20 oz. packages.....	4.00
I-X-L, 40 1s, White Rice.....	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz.....	.92½
Medium, 2 doz.....	1.45
Large, 1 doz.....	2.75
Peanntene, No. 2 jars, 2 doz.....	1.85
Peanutene, No. 4 jars, 3 doz.....	.92½

PICKLES.

45 gal., 1200s.....per bbl.	9.50
45 gal., 1000s.....per bbl.	8.95
William Bros., 16 gal., 800s.....	6.10
" " 16 " 600s.....	5.25
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal.....per keg,	3.30
Sweet Pickles, 700s, 5 gal..... "	3.60
Sweet Pickles, 1,000s, 5 gal..... "	4.15
Sweet Pickles, 2,000s, 5 gal..... "	5.00
Chow-Chow, No. 1, 5 gal. kegs.....	1.95
Chow Chow, No. 2, 5 gallons.....	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.25
No. 8, Sour Gherkins, 2 doz.....	.90
No. 8, Sweet Gherkins, 2 doz.....	.90
No. 8, Sour Mixed, 2 doz.....	.90
No. 8, Sour, assorted, 2 doz.....	.90
No. 8, Chow-Chow, 2 doz.....	.90
No. 8, Onions, 2 doz.....	.90

Crosse & Blackwell's:—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls..	.16
" " " 40 grain, bbls...	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees.....	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain.....	.08
" " 45 "	.09
" " Extra Strength.....	.15
Crosse & Blackwell's.....per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs.....	.11½
" 14–16 lbs.....	.10¾
" 10–12 lbs.....	.11½
Picnics, 6–8 lbs.....	.08¼
N. Y. Shoulders, 10–12 lbs.....	.10
Dried Beef, sets (city smoked).....	.17
" Tenders and Knucks.....	.17
" Flats.....	.15
" Air Dried, sets.....	.21
" " Tenders and Knucks...	.21
Jersey Pork, Butt.....per bbl.	17.00
" Family ..... "	19.00
Breakfast Bacon, rib in.....	.11
" boneless	.12½
S. P. Bellies, 14-15 lbs.....	.09½
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.18
Beef Tongues, smoked, 5-6 lbs.....per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes.....	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback.....	.13
" " large	.13
" " medium	.13
" " small	.13
" Breakfast Bacon.....	.12
" " boneless	.14
Beef, air-dried, regular sets.....	.20
" " insides and knuckles.....	.22
Ham Bologna.....	.11
Beef "	.11
Boiled Hams.....	.20
Beef Tongues ..... per doz.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb.....	.13
Premium brand Hams, 12 lb.....	.13
Premium brand Hams, 14 lb.....	.13
Premium brand Hams, 16 lb.....	.13
Premium brand Hams, 18 lb.....	.13
Premium brand skinned Hams, 18–20 lb.....	.13
Premium brand boiled Hams, skinned, fatless	.22
Premium brand Bacon.....	.20
Premium brand Dried Beef, insides	.23
Premium brand Beef Tongues, short cut.....	.18
Winchester brand skinned Hams, all aver....	.12
Winchester brand Picnics.....	.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.....	09¼	7⅞
Plain Tubs, 50 and 60 lb. cans.....	09¾	8
10-lb. Tin Pails, 60 lbs.....	10¼	8⅝
5 " "	10⅜	8¾
3 " "	10½	9

John Bower & Co.—	
Pure Kettle Rendered, tierces.....	.09¾
" " tubs	.10
" " 3, 5 and 10-lb. cans.	.11

Swift & Co.—	
Premium brand, tierces.....	.10¾
Silver Leaf brand, tierces...	.09¾
Jewel, compound, tierces	.08⅛
Cotosuet tierces.....	.08¾

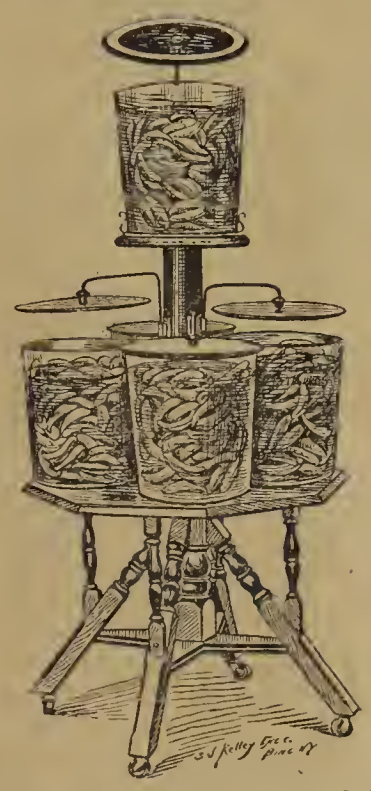
DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native.....10½	-.11
Common to fair, native.....	.08
Western Dressed Beef—	
Choice, native cattle.....10½	11
Common to fair "	.08
City Dressed Veal—	
Prime	-.11
Good to choice.....	-.09
Dressed Hogs—	
Pigs	-.08
Hogs, heavy.....	-.08
" 180 lbs.....	-.08
" 160 lbs.....	-.08
" 140 lbs.....	-.08
Dressed Sheep and Lambs—	
Lamb, Western, good.....	.12
Lamb, Western, culls.....	.09
Sheep, choice	.10
" medium	.09

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.90–1.00
Cow Tongues.....	.75–1.00

A Fixture You Need



Our Five-jar Fixture, one of the useful and ornamental fixtures you can have. Made in both oak and cherry, 3-coat finish. No old style hinges; but the lids lift and spring to right, thus completely exposing the contents.

Occupies no more room than a 4-jar fixture, is a silent salesman, and helps to make a grocer proud of his store. All trimmings nickeled.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Sell It Under Money Back Plan

We who make **Nicelle Olive Oil** have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find **Nicelle** superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK

—45—

Calf Heads, scalded	.50–.75
Sweetbreads, veal, per pair	.60–.90
" beef, per dos.	1.00
Calf Livers, per lb.	.20–.25
Beef Kidneys, per dos.	1.00
Beef Livers	.06
Ox Tails, per dos.	.50–.65
Hearts, beef, per lb.	.03–.05
Rolls, beef	.12
Tenderloin, beef, western	.18
Fresh Pork, loins, city	.10
" " western	.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs.	.20 –.22
" Y. T., 15 to 17 lbs.	.20 –.22
Old hens and toms	.19 –.21
Common to Good	.15 –.16
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.40 –.50
Philadelphia, fresh killed, 3¼ to 4 lbs to pair	.40 –.50
Philadelphia, fresh killed, 3 to 3¼ lbs. to pair, fancy	.40 –.50
Western, 4 to 4½ lbs. to pair, fancy	.22 –.24
" 3 to 3½ lbs. to pair, fancy	.22 –.24
" fair to good	.17 –.20
Fowls—	
Western, fancy	.13½–.14
Heavy Roasters, 4 to 5 lbs.	.13 –.22
Fair to good	.17 –.18
Old cocks	.10 –.11
Western capons, fancy	
" " small	
	Per dos.
Squabs—	
Prime, large, fancy	3.50–4.00
Mixed	3.00–3.50
Dark	1.50–2.00

LIVE POULTRY

	Per lb.
Spring Chickens, nearby, 1½ to 2 lbs.	.25 – 28
Large Springers	.17 – 20
Fowls	.13 –.13½
Roosters	–.10
Ducks	.10 –.12

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small or No. 1, 2 dos. in case, per dos.	85
" 1 " " "	.85
Large or No. 2, 1 " " "	1.40
1-lb. cans, 1 dos. in case, per case	4.00
2-lb " ½ " " "	3.75
5-lb " ½ " "	5.40
10-lb " 1 "	8 70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	4.50
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz., doz.	.75
Spring Garden, fancy, No. 3, 2 dos., doz	.70
Compass, No. 3, cans, 2 dos.	.67½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 dos. in case, ½ lb., per dos.	1.00
No. 1, round conical, with key, 1 dos. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 dos., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 dos.	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	.97½
No. 5, toy palls	2.45
American, pure apple, tumblers, assorted slices	.92½
Schimmel's, No. 10, tumblers	.88
National, No. 10, tumblers	.77½
National, No. 6, tumblers	.55
Preserves—	Per lb.
Schimmel's, pure, 30-lb. palls	.13½
National, 30-lb. palls	.09
Southwark, 30-lb. palls	.06¼
Southwark, 4½-lb. toy pails, ¼ doz.	4.10
Fruit Butters—	Per dos.
Apple, No. 32, jars	.97½
Apple, Southwark, No. 3, tins	1.15
Apple, No. 5, toy pails	2.80
Apple, 30-lb. pails, per pail	1.15
Apple, 20-lb. crocks, per lb.	.07¾
Apple, Schimmel's, 30-lb. palls, per lb.	.06
Prune, 30-lb. pails, per lb.	.07¼
Jams—	Per dos.
Schimmel's, pure, jars, 2 doz	1.70
Southwark, assorted, jars, 2 doz	.98
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.80
Warrock's Guava Jelly—	Per dos.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—	Per Doz
Cherries, jars	4.85
Strawberries, "	4.60
Raspberries, "	4.60
Apricots, " peeled	4.85
Pineapple, "	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per dos. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		o 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	
Laudanum, 15c.-size, per doz.,			1.20
Laudanum, 25c.-size, per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum, per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.	2.40
" " " ½-lb., " "	2 60
" " " ¼-lb., " "	2.80
Anker's Beef Capsules	3.00
Borax, Powdered, bulk, per lb.	.08
" Lump, bulk, "	.08
Butter Color, W. & R., per dos.	2.00
Bluestone, bulk, per lb.	.08
Copperas, per lb	01¾

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Camphor, gum, 1-oz. blocks, "	.85
" Flakes, 250 bbls "	.02¼
" " less quantity "	02¾
" Tar Balls, bbls., 250 lbs. "	.02¼
" " less quantity, per gross	.02¾
Castoria, Fletcher's, per doz.	2.80
" Pitcher's "	.85
Carbonate of Ammonia "	.11
Epsom Salts, per lb.	.02
Glauber Salts, per lb.	.01½
Glue, ordinary	.09½
Glue, white	.20
Glue "	.11
Goff's Cough Syrup, 25c. size, per dos.	1.75
Goff's Herb Bitters, 25c. size "	1.75
Goff's Oil Liniment, 25c. size "	1.75
Goff's Sarsaparilla, 50c. size, per doz.	3.50
Goff's Worm Syrup, 15c. size "	1.20
Goff's Horse and Cattle Pwd., 15c. size "	1.20
Goff's Dyspepsia Tablets, 10c. size "	.75
Gum Arabic, per lb.	.50
Haarlem Oil, per doz.	.40
Licorice, P. & S., 5c. stick, Imported "	.36
" M. & R., 5-lb. boxes, per lb.	.23
" " Lozenges, 5-lb. boxes, "	.27
" Y. & S., " 5-lb. glass front, "	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.24
" Root "	.11
Putty, 25-lb. cans, per 100 lbs.	1.60
" 50-lb. cans "	1.55
Petroleum Jelly, screw top, 5-c. size "	.35
" " 10.c. " "	.75
Paris Green, 100-125-lb. kegs, per lb.	28½
" ¼-lb. packages "	.32
" ½-lb. " "	.31
" 1-lb. " "	.30
Jamaica Ginger, Hires', flasks, per dos.	.90
Rosin, per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs. "	.06
" granulated, kegs, 100 "	.06
Sulphur, Flour, 175-lb. barrels, per 100 lbs.	2.55
" 100-lb. bags "	2.25
" less quantity "	.03½
Venetian Red, per lb.	.01
Whiting "	.02
Husband's Magnesia, per dos.	1.85
Bull's Cough Syrup "	1.90
Roach Powder, Omega, 4-oz. cans	.80
" per gross	9.00
Roachsault, 10c.-size, 1 doz., per dos.	.80
Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75

Will You Use Our Ad=writer?



One of the best ad-writers in the country has written for us a series of advertisements intended to be used by retail grocers, either in their local newspapers, or in circulars or folders.

All exploit **Armour's Simon-pure Leaf Lard,** a pure, rich, leaf lard refined in open kettles—in the good old-fashioned way.

If you think this is a scheme to get you to advertise *our* goods at *your* expense—let us reason with you a minute:—

Simon-pure Leaf Lard is a superlatively fine article. No lard can be better, none more fully satisfy your customers or yield a fairer profit.

If it is a good thing for you to sell, it is a good thing for you to advertise, The advertisements we will furnish you are gems of their class. You can unquestionably get results from them, for they will give the signal where to get **Simon-pure Leaf Lard** to hundreds of people who have seen our advertisements in the magazines.

Will you write?

ARMOUR AND COMPANY

—49—

W. F. Young's Veterinary Remedies, wholesale prices— Per dos.

Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per dos.	4.25
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per dos.	.75
" quarts "	1.00
" gallons, each	.30
" ⅛ barrels "	3.50
" barrels "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 dos. 1-lb. packages and premiums, per case	3.75
U. S, Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per dos.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per dos.	.45
No. 2, Vanilla and Rose "	.90
No. 2, Lemon and assorted "	.85
No. 4, " " "	2.00
No. 4, Vanilla "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25, per dos.	2.00
" " " " No. 2X, "	.80
" " " " No. X, "	.45
" Lemon, " " No. 25, "	1.75
" " " " No. 2X, "	.80
" " " " No. X, "	.45
Ingersoll's Flavoring Extracts:—	
High Grade Vanilla, per dos,	1.75
" Lemon "	1.75
Select Vanilla "	.85
" Lemon "	.85
" assorted "	.85
" small size "	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet, per dos.	1.10
Hansen's Junket Tablets, 8 dos., per dos.	.73
Blair's Rennet Tablets, 3 doz., per dos.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 dos. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 dos. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.06
" 3-lb. "	.05⅞
Pearl Head, 5-lb. cotton sacks	05¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Prime, 100-lb. bags	.04
Japan—	
Fancy, 100-lb. bags	.05¾
Choice, 100-lb. bags	.05½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs	2.50
" " 60 bags, 5 lbs., lim	4.00
" " 28 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2½ "	4.00
Worcester, Irish Linen, bags, 250 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 280 lbs	1.55
" Cheese, bbls. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent discount may be allowed

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per dos.	4.00
" small, 2 dos. "	2.40
Schimmel's, small, 2 doz., per dos.	.87½
My Wife's, large, 1 dos	2.30
My Wife's, small, 2 dos	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per dos.	2.40
½ pints, 2 dos. "	1.40
Luncheon, 3 dos "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 170 lbs, per 100	.82½
60-lb. boxes, bulk or granulated	.62

SAUCES.

Lea & Perrins' Worcestershire, large "	7.50
" " middle "	4.50
" " small "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz	.77½
North of England Sauce, No. 8, doz	.77½
Chef Sauce, 2 doz., doz	.75
Snider's Chili Sauce:—	
Pints, 1 doz., per dos.	2.40
½ pints, 2 doz "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 dos., per dos.	2.40
½ pints, 2 dos "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

How to Answer Their Questions

Put a box of **I-V Washing Tablets** on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

1—They contain no acid of any sort.
2—They wash clothes without rubbing.
3—They make clothes beautifully white;
4—They can be used in hard water;
5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.
251 North Front Street, Philadelphia, Pa.



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SEEDS.

Canary, bush. 60-lb	2.75	Mustard, Brown	.07½
Caraway	.12	Muztard, Yellow	.07
Celery	.09	Rape, per lb.	.05½
Coriander, bleached	05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb.	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., 110 lbs., kegs, per lb.	.01⅞
Bi-Carb., bulk, 25-lb. boxes, "	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs. "	.05⅜
Arm & Hammer bd., ¼'s, 36 lbs. per lb.	.05½
" " " 1lbs., 36 " "	.04⅞
" " " ½, ¼, 36 lbs. "	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz. per doz.	.72
Putz Liquid, large, 3 doz. per gross,	16.50
Putz Liquid, large, 3 doz. per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Pasto, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans "	18.00
No 2, pint cans "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans "	7.50
No. 5, gallon cans "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. per grosz 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Beo	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Benzine-ated	100	4.10
Big Master	70	2.90
Brown	60	2.40
Borax, Droydoppol	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsomo	69	3.10
" Lavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Debbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Glosz	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.85
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.45
" Golden	60	2.55
" Lavenson's	60	2.35
" Kirk's	60	2.17½
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.70
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Pelo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.57½
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo gross	6.75
Buttermilk Cosmo doz.	.60
Buttermilk, Swift's gross	4.05
Castile, imported, Conti lb.	.13⅜
Castile, Conti, original boxes lb.	.11¼
Cutaneous, Dr. Ranb's doz.	.70
Elderflower, large cake grosz	4.40
Fleur-de-lis grosz	4.50
Fleur-de-lis doz.	.45
Hearts and Flowers gross	10.25
Maxine Elliot grosz	8.10
Oatmeal, 3 cakes in box gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box lb.	.09
Turkish Bath doz.	.40
Sweetheart, 50 cakes box	1.75
Witch Hazel, 3 cakes, ⅓ gross gross	3.25
Witch Hazel, Swift's grosz	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.30
Fineia, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	.43
Swift's Washing Powder, 100 2s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade		.28	.30
White, Low Grade		.18	.20
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grado	.13	.14	.16
Cloves—			
High Grade	.21	.23	.25
Low Grade	.16	.17	.19
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.10	.11	.13
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory



This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

"Show All—Sell All"



This is the idea of a store like this. Notice that everything is where customers can *see* it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

18 to 24 S. Seventh St., Philadelphia, Pa.

—57—

Colbura's Philadelphia Mustard, D. S. F.:—

5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
½ lb: net, tins, 2 and 4 doz.	"	1.00
¼ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22

Colman's Mustard, D. S. F.:—

1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lh. tins	"	1.45
½-lb. tins	"	.90
28-lb. kegs		.43

MUSTARD—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gnlden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mng, fancy, large size, 2 doz.	.65
Lemonade Glasz, tall, 2 doz.	.78
Herseradizh and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 10 oz., 4 doz.	.37½

WHOLE SPICES.

	Per lb.
Pepper, Black	.08
Allspice	.07
Cloves	.12½
Mace	.48
Nutmegs, large	.17
" Medium	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lh. rolls	.30
" Saigon	.79
Whole Mixed Spices, hulk, 6-lb. boxes	.11

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lh.	"	.04¾
Cream, 48-lh., 1-lh.	"	3.45
Kingsford's. 40-lb., 1-lh,	"	.06½

Murdoch's Oswego—

1 lb. packages, 40 lb. boxes	.07¼
1 lb. packagez, 20 lh. boxes	.07½
Bbls, about 200 lbs	.06¾

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LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03⅝
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Glosz, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lh. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lh. wd. bxs.	.07⅜
Duryea's, Superlor, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Snperior B, hnlk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03⅝
" 1 lb. packages, 48 lbs	.04⅜
" 3-lb. cartons, 48 lbs	.04⅜
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mnrning Starch for hlack goods, 36 packages, per package	.08
Starch Polish. 20 cakes, per box	.50

Murdoch'z Starch—

Velvet Gloss, 1 lb. packages, 40 lb. hoxes	.07¾
Velvet Gloss, 6 lb. boxez, zlding covers, 12 boxes In crate	.08¼
Velvet Gloss, about 200 lbs	.07¼
Snow Glosz, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Glosz, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enamelline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Llquid, large, ¼ gross	6.65
Enameline, Llquid, small, ¼ gross	4.90
Eleotic Paste, ⅛ gross hoxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per dos.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size, "	4.50
" 10-cent size, "	7.20

X-Ray Stove Polish—

5-cent size, No. 5, per box of ¼ gross	1.25
Per hox of ¼ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ⅛ gross	4.50
Per gross	9.00

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F. F. Dalley Co.—

2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—

Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¼
McAllister, 36 packs	"	.05⅝
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05⅛

Bird Gravel—

Bird Food Co., Red, pints, 3 dos.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 dos.	"	.35
" quarts, 3 dos.	"	.70
Bath Brick, 25 brieks	per box	.60
Toothpicks, Eureka, 100 boxez	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8, 10's	per case	.90
Carpet Tacks, Silver Steel, 4 oz.	per dos.	.06
6 oz.	"	.06¼
8 oz.	"	.07⅛
10 oz.	"	.08¼
12 oz.	"	.09½

Matting Taeks—

No. 10, steel	per doz.	.10
No. 11, steel	per doz.	.10½
No. 12, steel	per doz.	.13

G. B. Weiss & Son—

Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into tans, 6 inches high		1.50
5¼ inches high		1.48
5 inches high		1.42
4¼ inches high		1.35
4 inches high		1.18
3½ inches high		1.05
2 inches high		.00
Fly Ribbon	per gross	4.80
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartonz	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10⅝
Emory Cotton Clotheslines, 50-ft. hanks, dos.		.80

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Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to hx., lh. to hx.	"	.25
Fine Hsmp Twine, 8 balls to lh., in 5-lb. hunches	"	.20
Coarse Hemp Twins, 8 balls to lb., in 5-lh. bunches	per lb.	.16
Best Jnte Rope, 16 yds. to lb	"	.09
Best Jnte Plow Lins, 8 yds. to lb	"	.09
Jnte Clotheslines, 90 ft. to hank	per doz.	1.60
Jnte Clotheslines. 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No. 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 dos. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 124	.32
Fancy, No. 105	.28
Choice, No.	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponca, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 520, compound	.25
Porto Rico, No. 668	.15

GLUCOSE.

Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

Domestic, harrels	per gal.	.69
Selser'z, lnnch bottlez, 2 doz.	per doz.	.95
Selser's, medium hottles, 2 doz.	per dos.	1.35
Schimmel's, 12- oz. bottles, 2 doz. in case		1.45
" 6- oz. " " "		.95

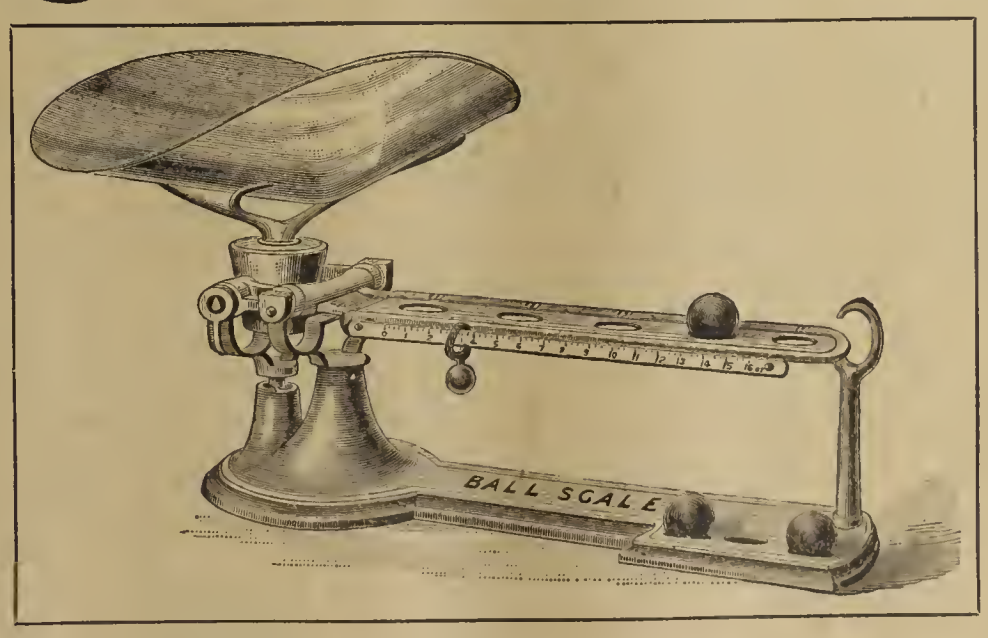
REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Qnart Jars:—

4 dos. in barrel	per doz.	.87½
1 " case	"	.90
Karo, 10 cent size, 2 doz.	per case	1.90
Karo, 25 cent zlze, 1 doz.	per case	2.30
Karo, 10 cent size, ½ doz.	per case	2.30
Lyle's Imported, No. 2 cans, 2 doz.	per doz.	1.82½
Globe, No. 2½ tins, 2 doz.	"	1.12½
Globe, No. 5 tins, 1 doz.	"	2.20

Losing Your Weights?

Get a Troemner No. 24 Ball Scale



Greatest Improvement in Rapid Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

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Banner, in jars, compound	per doz.	1 00
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Golden Tree Maple Syrup, doz		2.25
" " medium, doz.		1.45
" " small, doz		.52½
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.	Per doz
1-oz	.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

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No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.75
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.00
Galvanized, 14 quart	2.25

No. BUTTER DISHES.	Per M
1, Solid oval	1.15
2, Solid oval	1 35
3, Solid oval	1 65
5, Solid oval	2 25
1, Wire ends	1.10
2, Wire ends	1.30
3, Wire ends	1.50
5, Wire ends	1 90
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

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BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
21, X, crescent shape	1.75
1, strap handle, grey fibre	1.20
2, strap handle, grey fibre	1.65
6, all hair, extra quality	2.75

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.30
4, Bristle outside	1.65
5, All bristle	1.75
16X, All bristle, extra value	2.15
18, All bristle, spotted white	2.80

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.48
8, 8 in., White tampico	.55
6, 5 in., Family, extra heavy	.80
8, 6 in., Family, extra heavy	.95
10, 7 in., Family, extra heavy	1.10
12, 8 in., Family, extra heavy	1.25
6, 5 in., A., hair bristle	1.40
8, 6 in., A., hair bristle	1.65
10, 7 in., A., hair bristle	2.00
12, 8 in., A., hair bristle	2.35
6, 5 in., Ideal, all bristle, 3 row	1.90
8, 6 in., Ideal, all bristle, 3 row	2.25

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.90
21, All hair, wire drawn	2.25
28, White, wire drawn	2.90
1, 7 in., All hair, flat end	2.05
22, 7 in., Mixed, round end	2.10
11X, 7 in., All hair, round end	2.25

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TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.		
Compressed	per doz.	.18
Magic, 1¼ doz. packages	per box,	.58
Yeast Foam, 1½ doz.	per box	.58

A new product from an old house

DIXON'S

POWDERED

STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

If you could see some brands of rennet made, you'd never offer them to your customers in a thousand years!

Filthy, unclean and nasty! We wouldn't sell such rennet if we had to work in the streets!

James T. Shinn's **Liquid Rennet** is guaranteed to be perfectly and absolutely clean. It's the best in other ways, too—strongest, purest and most profitable.

It makes you 100 per cent.

SHINN & KIRK, 1400 SPRUCE ST., PHILA., PA.

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

DOLLARS IN RETAILERS' POCKETS

Hundreds of Manufacturers and Jobbers of High-grade Standard Selling Goods are offering

UNIVERSAL COUPON CERTIFICATES TO RETAIL DEALERS

as an inducement to push the sales of their goods to consumers. These certificates are given at no increase in the selling prices, or cheapening of quality in their products, but are intended solely as a compensation for your assistance, and are exchangeable through us for valuable and useful merchandise, of which the following ist represents a few of the

1000 ARTICLES TO CHOOSE FROM

Pianos	Harness	Buggies	Silverware	Typewriters	Scales	Lamps
Coffee Mills	Safes	Leather Goods	Strong Boxes	Wagons	Trucks	
Desks	Tools	Chinaware	Jewelry	Furniture	Sporting Goods	
Rubber Goods	Watches	Cut Glass	Toilet Articles	Trunks	Rugs	Clocks

Any retailer taking advantage of this liberal offer is simply putting extra dollars into his pocket, as the cost to him is absolutely nothing but represents a saving of 15 to 60 per cent. over the cost if he were to buy them in the regular retail way.

Write To-day for List of Goods and Manufacturers

Manufacturers' Trade-Mark Association, Dept. W, 253 Broadway, New York

ASK YOUR WIFE

if she wouldn't like to have several

SILVER BUTTER SPREADERS

for the table. She knows that modern table etiquette makes them a necessity. We are giving fine ones to you with our Extract of Beef

ABSOLUTELY FREE

NO ADVERTISING ON THEM



These are no cheap premium goods but the latest quality and design; made especially for us by the celebrated Wm. Rogers Mfg. Co. Your jeweler gets $3 for half a dozen like them! You can use them, sell them or give them away. Their elegance will appeal to the most refined taste. We will advertise this premium to your customers also—offering a spreader for 10c. and a cap from a jar of our Beef Extract. Write for particulars and handsome lithographed hanger, 11 x 14, and prepare to get the benefit of this big offer, because it is positive to make hundreds of sales for you.

ARMOUR & COMPANY

ARMOUR & COMPANY, Chicago
Please send me full particulars regarding "Free Silver" offer

NAME.....
ADDRESS.....
CITY.....

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



Handsome Presents Go With It

ROYAL PEANUT BUTTER is the kind that brings it—Universal Coupons, which you can exchange for almost anything you want. In addition to this it is the most carefully prepared product of its kind ever made. The man and the monkey are both animals, but there is a mighty difference between them. There is just as much difference between Royal and ordinary peanut butter. Your customers will tell you so if you get them to try Royal Peanut Butter.

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio

Who Thinks For You?

You do it yourself, don't you? Did you wait for others to select your store and your stock, and tell you how to run your business?

If our advertising sent people to *demand* that you sell our Macaroni, Spaghetti, Noodles and Pastels would you feel pleasant?

But, think this over. You can depend on our goods and know their fine quality will increase your trade.

You can make a good profit on them and every case brings you Universal Coupons which are good as cash in buying almost anything you want.

We work *with* you, not *against* you. Will you push our goods?

The Freihofer **Vienna Baking Company**

Philadelphia, Penna.

We've Taken You into Partnership on These Goods



Of the many thousands of storekeepers who have made **Private Estate** their leading coffee for years we have yet to **lose one.** Everything that makes it worth while for a dealer to stick to **Private Estate** is packed with it, and **none** of the many reasons which would be sufficient to cause him to change **are.**

We divide our profits with dealers by putting our advertising appropriation into Universal Coupons to enable them to get anything they need in their stores or homes without paying for it.

F. A. CAUCHOIS & CO.

THE FULTON MILLS 33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street



"One Ounce of Prevention Is Worth a Pound of Cure"

If you will tell your customers to use the product pictured here, on their floors it will make them look like new and it will preserve them. A floor treated with **Moore's Wax** will last twice as long as one that isn't. Your customers are getting this wax from paint stores. You might as well have this money. Besides the big profit, every case contains Universal Coupons for you and your customers.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.

"A Money Maker"

The Pure Food Beef Company of Philadelphia is "A Money Maker" and offers to you an interesting investment. They now have **eight** meat stores, located at

2112 Ridge Avenue,
2431 Ridge Avenue,
4205 Haverford Avenue,
3508 Haverford Avenue,
2022 Montgomery Avenue,
726 North 44th Street,
12 North 52nd Street,
2416 Brown Street,

on a money-making basis, and more will be opened as soon as suitable sites are secured. You can buy a limited amount of their **Capital Stock** at

One Dollar per Share

The Company is controlled by practical meat men, who are well and favorably known, and it is a reasonable assurance that in a short time they will be able to pay you dividends that you cannot get in any other **safe** investment. They invite the fullest investigation, and will send particulars on request.

Pure Food Beef Co.

2112 Ridge Avenue, Philadelphia

A. L. HANWAY, Pres.



The Value of Magazine Advertising

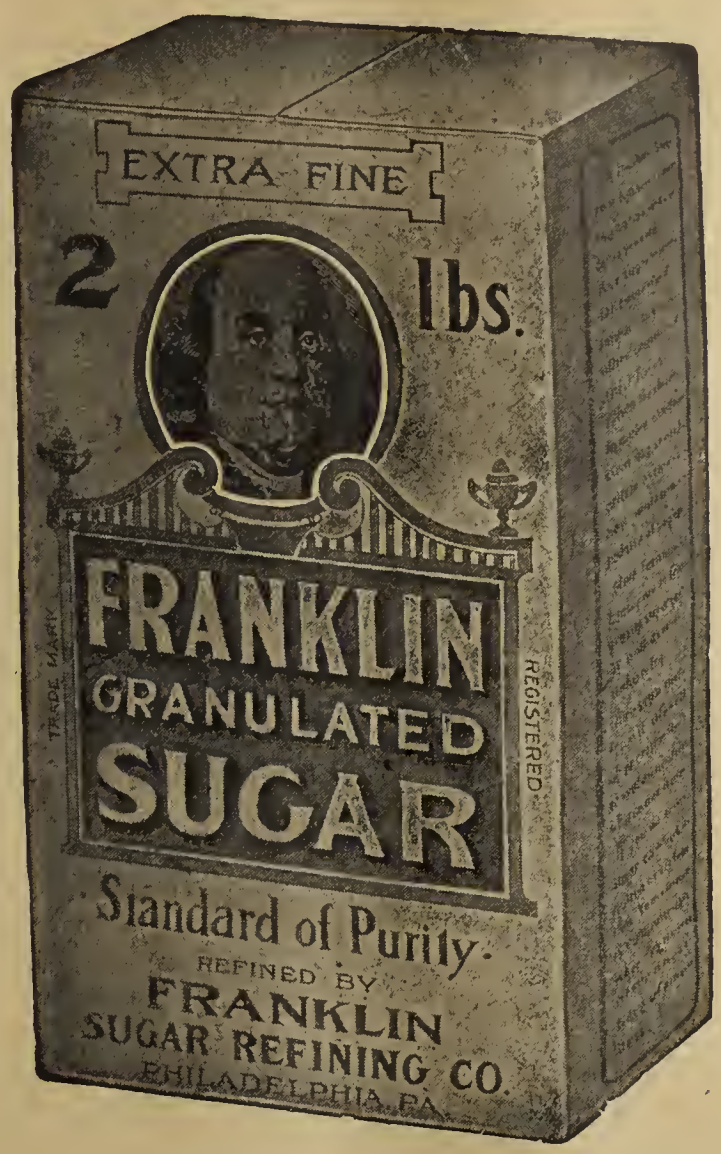
Many a person persuaded by magazine advertising to try **SWIFT'S PREMIUM HAM** doesn't do it simply because she doesn't know where to buy it.

It would pay you to keep a sign in your window all the time—"We Keep **SWIFT'S PREMIUM HAMS.**"

Your sign will surely strike somebody just after she saw our magazine advertisement, and a sale is just as sure as fate.

Not one sale, but many, for **PREMIUM HAM** is just as fine one time as another.

Swift & Company, U. S. A.



Sugar's Share in the Big Fruit Crops

¶ Unless all signs fail we are going to have very large crops of all fruits this year.

¶ That means lots of preserving and a big demand for sugar.

¶ As a rule grocers don't look forward with much interest to a "big demand for sugar," because it means increased work at no profit.

¶ What shall it profit a man if he sells a hundred barrels of sugar and gets back only what he paid for it?

¶ Sell **Franklin Carton Sugar** instead of bulk sugar and your views will change, for there is no work required in selling **Franklin Carton Sugar.** You don't even need to wrap it. And there is a good profit, and what there is you can't waste through the overweight—"good measure"—that always goes with sugar in bulk.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company

PHILADELPHIA, PENNSYLVANIA

Special Offer for $4.00

To introduce our Duplicate Salesbooks we will send you complete

5000 Original Bills
5000 Duplicate Copies
(Your business card printed on each sheet)
150 Sheets of Carbon Paper
2 Patent Leather Covers
Price, Complete, $4.00



We do this to have you give them a trial. We know if you once use our duplicate system you will always use it, as it will pay for itself in forgotten charges alone—save one-half your time in bookkeeping—cut out errors.

Two bills at one writing—they must correspond—the customer gets one—you have the other.

For samples and prices in large quantities, write

E. C. Fell Mfg. Co.

1112-14 Sansom Street

Philadelphia

NOTE:—In sending in orders kindly send copy of printing desired. We can fill orders in ten days.

We Don't Attempt to Run YOUR Business

¶ Instead of telling your customers what they shall pay for Mother's Oats, we tell *you* to make the price. If you make it 12 cents you know that you are giving your trade the **best twelve cents' worth of oats it is possible for them to buy**, you make the extra profit, and to make it worth your while to recommend Mother's Oats you get ½ cent net profit on all coupons you redeem.

¶ If you build up a trade on Mother's Oats you are building up a trade for yourself, for you can't hold trade as effectively any other way as to sell the best brand.

The Great Western Cereal Co.

CHICAGO, ILL.



"GET SOME"

Beans and Business

the best of both go together! Van Camp's Pork and Beans are the cleanest, richest flavored, most satisfactory beans you can sell, and that's why you can sell more of them than any other.

¶ Anybody who likes beans likes VAN CAMP'S: lots of people **never think of any others** because our constant extensive advertising **makes** them **think of ours**, and **want** them.

¶ You can get the business if you can get the beans—VAN CAMP'S Pork and Beans with tomato sauce—the finest ever!

THE VAN CAMP PACKING CO.

INDIANAPOLIS, INDIANA

You Can Have the Best Corn Flake Business in Town



Grocers find **Corn Flakes** becoming as staple and important as teas and coffees. Such business is worth having and the way to get it right is by selling

Malta-Vita
CORN FLAKES

They are the most crisp and tasty corn flake on the market and the biggest boxful for a dime. They make the best selling proposition for you because the best value for your customers.

UNIVERSAL COUPONS IN EVERY CASE

Malta Vita Pure Food Company, Battle Creek, Mich.

E. C. HARDING & CO., Philadelphia Representatives

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, JUNE 8, 1908. NO. 23.

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Plan to Push Brazil Coffee is Begun

Will be First Tried in England, and a Company to Exploit It has been Formed. Will Advertise Several Standard Grades, Green and Roasted, Under Trademark to be Owned by Government. Sale Price to be Low in Order to Interest Working Classes.

In a recent issue the "Grocery World" reported in detail the project of the coffee growers of the State of Sao Paulo, Brazil, to increase the sale of Brazil coffee by advertising through the United States and other countries, and by extensive propaganda of other kinds. That the plan was not mere talk is indicated by some information obtained during the week.

As stated, the coffee growers intend to carry their campaign into practically all the leading coffee drinking countries of the world. The beginning will be made in England; in fact it has already been made there, and since the plans adopted are expected to be carried out everywhere, a brief description of them will be interesting.

A contract has already been signed between the Government of the State of Sao Paulo and two London firms whereby the latter are to undertake a propaganda for the use of Sao Paulo coffee in the United Kingdom covering five years and the Government of the State is to pay the firms for that purpose a subsidy covering five years, amounting in all to $250,000, and to grant to them certain privileges of trade value which practically increases this subsidy. By the terms of the contract the two firms undertake to form a company in England with a capital of £52,500 ($255,491), covering 50,000 preference shares of £1 each and 50,000 ordinary shares of 1 shilling each; 5,000 preference shares are to be sold to Sao Paulo planters and the rest divided between the two firms, such shares to have preference in dividends up to 7 per cent. per annum and in the capital.

This company is to push Sao Paulo coffee in Great Britain, and after two years the campaign may be extended to all British colonies and Egypt. It is to place on the market two grades of Brazilian coffee, one a well-roasted grade of American types 3, 4 and 5 more or less, and the other types 7 and 8 more or less. The coffee is to be sold to the public at the lowest possible rate so as to interest the working classes. The sale price shall be fixed by the company. The goods are to be sold under trade-marks which are to be controlled by the Government, which also will control the quality of the coffee sold. The trade-marks are to be the property of the Government until the end of the five years, after which they will belong to the selling company, which will at that time assume responsibility for the quality of the goods sold. The coffee shall be sold either green or roasted and the packages shall bear the stamp of the Government, and the company shall have the right during the continuance of the contract to style itself the "Official Agent of the State of Sao Paulo."

Coffee men who know how the enormous overproduction of Rio and Santos coffee has reduced prices and destroyed the profit in the business at first thought that the industry's only salvation laid in reducing production, and various plans to produce that result were vainly tried. These authorities now seem to have changed their views. They now think that the way to lift the industry from its slough of despond is to open up new channels of consumption by advertising it and pushing it as indicated above.

Many persons familiar with what has been accomplished in the United States by advertisers handling substitutes for coffee believe that an active advertising campaign in the United States would solve many of the present troubles. The Sao Paulo Government has believed that with proper advertising and presentation of their product the people of Great Britain as a mass will use as much coffee as the people of the United States. The contract signed is based upon their belief.

More Blows for "Business Men's Association of Pennsylvania"

State Secretary Circulates Portion of Vigorous Article from "Raftsman's Journal." Claims that Collection of Money is the Main End. What Mutual Fire Insurance has Saved Pennsylvania Retailers.

Special correspondence of "Grocery World."

Erie, Pa., June 4, 1908.

The "Raftsman's Journal" contains a warm blast against the workings of the "Business Men's Association of Pennsylvania," whose sole object is the repeal of the mercantile tax law of the State. A part of the article is as follows:—

> The whole object and purpose of this organization is the collection of $1 from every man who pays a mercantile tax. The glib-tongued representatives of this organization present no formula or no plan for the repeal of a statute that has been on the books for seventy-eight years. If the merchants who are solicited by these travelers ask them to define the term "Mercantile Tax," they could not do it. If the merchant solicited to contribute should "quiz" them as to how much money went from the merchants of the State to the public treasury, they could not answer. If the merchant solicited to contribute would ask these solicitors the method by which this great (?) organization proposed to repeal the law on the statute books, their answer would be, "backheesh"—meaning, give us money.

* * *

Five years' experience has demonstrated successfully the wisdom of those who established the Co-operative Mutual Fire Insurance Co. During this time 6,300 policies have been issued, and insurance written aggregating $8,507,273. Two or three changes have been made in the plans of the company, where the plans were shown to be capable of improvement. During the first six months a cash premium of 40 per cent. of standard rates was collected, and a premium note of 1 per cent. of the hazard, regardless of the rate under which application was written, was taken. It was at first intended to levy frequent assessments, but becoming satisfied that frequent assessments would be expensive in collection and tend to shake the confidence of the members of the company, at the beginning of 1904 the cash premium was changed from 40 to 50 per cent. of standard rates, and the premium note was changed to five times the cash premium and later to fifteen times the cash premium, when it was found that the substantial mutual companies had a premium note reserve of about 10 per cent. of the hazard. On May 1, 1908, the company had $2,291,948.16 insurance in force, with not more than $3,000 in any one risk, or over $9,000 within one quarter square. The company had accumulated a surplus of $7,748.05, and had a premium note reserve of $215,046.16. Nearly all of the resources of the company are either cash in bank or interest bearing certificates of deposit in national banks.

During these five years co-operative fire insurance has saved the retail merchants of Pennsylvania $50,192.23 in comparison with standard old line rates, or 45 per cent. A great many members of our association save more than the cost of their entire dues in the local association, although the dues range from 25 cents per year at Waterford, Pa., to $48 per year at Butler, Pa. P. M. Malloy, of Williamsport, has probably carried more insurance in the company than any other single policy holder, and his individual savings during five years have been $334.70. Philadelphia grocers have the largest list of policy holders, but have not saved as much as some other towns, owing to the low rates of insurance charged on grocery stocks in Philadelphia, where the business has been profitable to the company. Erie merchants are second in amount of business written, and first in amount saved, their experience to April 30, 1908, showing a saving of $7,221.01. In five years but one

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COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

assessment was levied, which was made two years ago and was for 3 per cent. on the premium note reserve. Those policy holders subject to this assessment, after paying it, still saved 27½ per cent. of standard rates. The savings of the company have ranged from 27½ to 60 per cent. of former old line cost.

As the company becomes older its management is becoming more conservative with experience. Although privileged to accept $3,000 on single risks, the management have learned that mutual insurance limiting itself to conservative risks becomes safely available to a larger number of policy holders, and is operated at a cost considerably less than where larger risks are taken. The average at risk on the 1902 policies in force on January 1, 1908, was $1,302.

The business of the company is limited to members in good standing in the Retail Merchants' Association of Pennsylvania within the fire protected limits. Insurance is accepted on buildings occupied for mercantile and dwelling purposes, or their contents, such as mercantile stocks and household goods. Manufactories, mills, carpenter shops, lumber yards, boiler houses, taverns and garages are prohibited risks. The president of each eligible association appoints the local agent, who is usually the secretary, and a local Insurance Committee, which superintends the local field and directs the agent in his work subject to the supervision and direction of the State Board of Directors. All of the directors are policy holders in the company. After the first year the local committee is invariably selected from among the policy holders.

A. M. Howes,
State Secretary.

Two-Minute Sermons for the Retail Grocer

XLI.—How to Boost Competitors.

If you wish to advertise your competitor speak slightingly of him.

The human being is a queer animal, and has some queer ideas. Most of them will take privileges themselves that they will not accord unto others. For instance, your customer can come into your store and tell you all kinds of mean tricks your competitor has been playing, also all kinds of prices he has been making, and you know that at least half what he tells you is not true, but at the same time if you say something to that same customer about that same competitor the customer will begin to feel resentment because you tell him things about a man behind his back, and nine chances out of ten he will think to himself that the other fellow would not say that about you, even if it was true.

If this customer, who is himself willing to talk about your competitor, resents your saying anything about him, think how the customer who never says anything about your competitor is likely to feel if you tried to tell him something about that business rival which did not happen to be creditable.

The best way of showing up the bad points of a competitor, if he has any, is to let his customers do all the talking, even though you may be told that same competitor has made uncomplimentary remarks about you.

F. A. P.

AMONG THE TRADE.

Some of the small independent jar manufacturers have been reaping a fine harvest by selling at 50 cents a gross below the combine prices. All who have done that have practically sold their entire output.

Creditors have filed a petition in the United States District Court to have the Keystone Tea and Coffee Co., of this city, adjudged an involuntary bankrupt. The names of the petitioning creditors and the amounts of their claims are: S. H. Levin's Sons, $343.30; Tarentum Glass Co., $162.31; J. Stromeyer & Co., $35.10. This is the concern backed by William Hill & Sons.

LIKE A QUICK SELLER?

THEN STOCK

Post (Formerly called Elijah's Manna)
Toasties

You run no risk of loss. We guarantee the sale of Retailer's stock, for we do not consider POST TOASTIES sold until they reach the consumer.

THIS GUARANTEE coupled with "merit," good profit and continuous advertising to create demand, make a quartet of excellent reasons for pushing Post Toasties.

Post Toasties food is made from pearly white corn, cooked, rolled into thin flakes, and toasted a golden brown. Its delicious, crisp, toasty flavour tempts the appetite morning, noon and night.

"THE TASTE LINGERS."

Supplied by all Jobbers—Made by Postum Cereal Company, Limited, Battle Creek, Mich.

National Wholesale Grocers' Association in Convention

Hold Fourth Annual Meeting at Atlantic City. Reports of Committees Show Prosperous Year. Various Reports of Officers. Extracts from Addresses.

Special correspondence of "Grocery World."

Atlantic City, N. J.,
June 5, 1908.

The largest of the four annual conventions of the National Wholesale Grocers' Association opened at this city on Wednesday last, at its headquarters in the Marlborough-Blenheim Hotel. The attendance is about 500. In addition to members of the National Jobbers' Association, there were also present representatives of the Southern Wholesale Grocers' Association, the National Retail Grocers' Association, the National Association of Canned Goods and Dried Fruit Brokers, the National Canners' Association, and the Association of Manufacturers' Representatives.

Following the usual preliminaries such as prayer, address of welcome by the Mayor of Atlantic City and the response by F. W. Hannahs, first vice-president of the association, President Judson named the following committees:

Committee on Resolutions, McConnoughey, West Virginia, chairman; C. M. Carr, California; A. S. Oakford, Illinois; F. B. Milliken, Portland, Me.; J. F. Kelly, St. Paul, Minn. Committee of Credentials, A. M. Wilson, Connecticut; G. W. Rouse, Michigan; B. F. Pierson, Indiana; E. F. Brewster, New York; Henry M. Hayes, Wisconsin; Chas. Y. Fox, Philadelphia. Audit of Treasurer's Accounts, E. B. Hosier, New York; J. L. Brady, Nebraska; F. L. Evans, Ohio. Press, W. N. Todd, Kansas; Frank A. Potter, New York; A. C. Buttolf, Illinois.

On Wednesday morning G. Waldo Smith, a well-known jobber of New York City, delivered a reminiscent address, touching on various trade questions. A few extracts follow:—

I recall a document I once issued under the title, "The Manufacturers' Articles of Faith," in which I pointed out three ways by which a manufacturer might market his output in a city like New York—he might deal with the consumer direct and reach 200,000 people, a plan entirely legitimate, but involving an almost impossible distributive plant; he might sell through 3,000 retailers and reach a million people, but it would be at a cost for a distributing plant entirely beyond reason, but if he would market his goods through the 40 jobbers, all would be reached and at a minimum of cost. But in the latter plan a manufacturer should see to it that the jobber is well paid for the immense work he performs.

* * * * * * * *

I strongly advocate the "flat price" plan—a definite price for one box, 100 boxes or 1,000 boxes, in which big or little dealers, retailers or wholesalers, might buy direct, but on which the jobber should be paid a commission on the sales he had made during a fixed period. I declare my firm belief that such a plan was fair and legal and that no law could interfere with it, if honestly practiced. It is the jobber's right to handle only such goods as pay him a profit and it is equally his right to demand protection from the manufacturer from ruinous price cutters. On such a plan the interests of manufacturer, jobber and retailer would be alike subserved and prosperity and harmony secured.

The reports of the officers were presented during the afternoon of the same day. The treasurer, Frank A. Potter, showed a present balance of $3,980.67.

The report of the president, William Judson, was quite lengthy, and contained the following interesting paragraphs:—

* * * * * * * *

The negotiations of our association, through our several committees, with the producers and manufacturers of the country, have given us a better conception of the impelling motives that govern manufacturers in their dealings with us. Through this means we have found that manufacturers and transportation companies, however large and influential, are as much creatures of circumstances as we are, and that their policies are dictated by the fiat of inexorable conditions as they exist and not by mere whim, avarice or arrogance, as is sometimes thoughtlessly and unjustly supposed to be the case.

* * * * * * * *

In this connection I want to emphasize as strongly as I can one vitally important duty; that is, when, through one of our committees, we enter into an agreement with a manufacturer or transportation company that every member of our association take a personal interest in carrying out our part of the agreement as faithfully as though it were a financial obligation. In fact, the faithful and energetic discharge of agreements and obligations will be the measure of our success, our prestige and our usefulness.

It was my privilege at our last annual meeting to call attention to the vast amount of gratuitous work done by the jobber in handling staple commodities without profit. It is a preposterous proposition. By so doing we rob ourselves of profits to which we are entitled, minimize

A Good TONIC for Your Business

CASH Buying — TRY IT

Herbert's Extra Choice Cal. Muir Peaches, good size, bright, meaty, fruit, 25 lb. box, single box . . . . per lb., $0.08¾
5 or 10-box lots . . . . . per lb., .08½
This is the best bargain in California Muir Peaches we have seen this year. They will please you, we are sure of it, both in quality and price. Lots of them will sell from now on, and we would advise you to be prompt and liberal with your orders, as the quantity we have to offer is not large.

Schumacher's Avena, barrels . . . . . per bbl., 5.85
½-barrels . . . . . pr ½ bbl., 3.07½
90-lb. bags (½ barrels) . . . . . per bag, 2.82½

Fancy Barley, 100-lb. bags . . . . . per bag, 2.67½
5 or 10-bag lots . . . . . per bag, 2.65

Reinner Extra Fancy Sockeye Salmon, 1-lb. flat cans, 4 doz. . . . . per doz., 1.95

Cap Sheaf Brand Fancy Alaska Sockeye Salmon, very fine quality red fish, 1-lb. tall cans, 4 dozen, per doz., 1.47½
5 or 10-case lots . . . . . per doz., 1.45

Lex Brand New York State Style Cream Corn, single cases 2 doz. . . . . per doz., .62½
5 or 10-case lots . . . . . per doz., .60

Osborne's Royal Exchange Brand Whole Grain Corn, single cases 2 doz. . . . . per doz., .60
5 or 10-case lots . . . . . per doz., .57½

Royal Imperial Brand Ohio Sifted Early June Peas, small and uniform in size, full cans, clear liquor, 2 doz. . . . . per doz., .90
5 or 10-case lots . . . . . per doz., .87½
This is an unusual fine quality of Pea that can be retailed at 10c. per can with a good margin. We recommend them.

Saint Croix Brand NEW ¼s Oil Sardines, 100 cans, pr case, $3.32½
5 or 10-case lots . . . . . per case, 3.30

Blenheim Brand No. 2 Tomatoes, extra qual., 2 dz., per doz., .55

Golden Rule No. 2 Tomatoes, very good quality, seconds, 2 doz. . . . . per doz., .52½

Fine Oolong Tea, ¼ chests, about 32 lbs. net . . . per lb. .16½
This is such goods as usually sells "on time" at about 22c. to 25c. per lb. It is elegant quality goods for the money and especially desirable for iced tea.

Tar Balls, barrels about 240 lbs. . . . . per lb, .02¼
100-lb. lots . . . . . per lb., .02⅛
50-lb. lots . . . . . per lb., .02¼

Dead Stuck, 15c. size, 2 doz. . . . . per doz., .77½

Dead Stuck, 25c. size, 1 doz. . . . . per doz., 1.40

Insectine, 8-oz. screw-top cans, ¼ gross in box . . pr gross, 9.20

Kirk's Oleine Soap, 60 cakes in box . . . . . per box, 1.95
In 10-box lots delivered freight paid to your station.
You can now get busy on this popular brand of Oleine Soap and retail it at six cakes for 25c if you wish to, and make good money and a sensation in your community.

Leibig's Extract of Beef, 2-oz. jars, 1 doz. in box . per doz., 4.20

Wrigley's Mineral Soap, 27 5c. cakes, with a flaming pocket cigar, gas or lamp lighter free with each box . . . . . per box, .97½
This is a fine cake of soap to retail at 5c., and the premium is worth 50c. at retail and will be quite a novelty.

Canary C Sugar, 100-lb. bags . . . . . per 100, 4.50
This is an elegant color free yellow sugar, and a great bargain.

These Prices for This Week Only—June 8th to June 13th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street, 28 N. Delaware Avenue **Phila., Pa.**

our importance, cheapen in the eyes of the public the service we render and lower the standard of commercial dignity. But we are waking up to our shortcomings as well as our opportunities. If I mistake not, the death knell of profitless business will soon be sounded. Jobbers are not only getting tired of doing a large volume of business for nothing, but they are getting ashamed of it as well. The whole category of confusion, subterfuge and misrepresentation which grows out of this practice will disappear with its abandonment, and the whole fabric of the grocery business, both wholesale and retail, will be lifted to a higher ethical plane and placed on a more stable and profitable basis.

The report of the secretary, Alfred H. Beckmann, was in part as follows:—

Of pure food legislation our members have been fully advised through your secretary's office, through the following circulars:—

July 8, 1907, "Meat Inspection," F. I. D., 74; July 17, "Meat Inspection," F. I. D., 75; July 23, "Preservatives," F. I. D., 76; July 23, "Conference State and National Food Laws Dept."; July 29, "Meat Inspection"; August 2, Food Laws, "Digest of State Food Laws"; August 16, "Labels on Hand"; September 6, "Extension of Time on Labels"; September 27, F. I. D., 77; October 2, "Denying Extension of Time on Labels"; October 7, "Suggestions for Correcting Labels on Hand"; October 16, "Conference on Uniform Bill of Lading," F. I. D., 78-79; November 8, "Rulings," F. I. D., 80-81; December 10, "Guaranties," F. I. D., 82-83; January 28, 1908, "Uniform Laws";; February 24, "Food Rulings," F. I. D., 84-85-86-87; March 9, "Rulings on Private Importations, etc.," F. I. D., 88-89; March 12, "Corrections in State Food Laws"; April 2, "Amending Sherman Anti-Trust Law," copy Hepburn Bill; April 12, "Legislation in New England"; April 28, "Labeling Medicinal Mixtures," F. I. D., 90; "Labeling Mocha Coffee," F. I. D., 91; May 27, "Rulings," F. I. D., 92-93-94-95-96; Judgment No. 1.

Again, we have demonstrated to the manufacturer, by fair dealing and an appreciation of mutual interests, the advisability and economy in recognizing legitimate channels of distribution; and,

Further, in behalf of the wholesale grocer, we have been instrumental in obtaining from some manufacturers more reasonable compensation, commensurate with the increased cost of distribution of proprietary articles as indicated by special circulars mailed to members.

The subsidizing of jobbers' salesmen by manufacturers has in the main been discontinued through the influence of this asociation. It would seem in order that this convention go on record as disapproving totally the subsidizing of jobbers' salesmen by manufacturers and that each individual jobber insist upon same being discontinued. There is no more objectionable feature in the grocery business. We cannot expect one manufacturer to discontinue a practice while it is tolerated from others.

Our membership comprises jobbers in thirty-five States, three States having been added this year. We have fifty-three new members. Seventeen members withdrew on account of retiring from business and one branch house has discontinued its membership. Only seven of our former members have resigned.

Our present membership is divided as follows: Alabama, 1; Arkansas, 2; California, 20; Colorado, 14; Conecticut, 14; Delaware, 1; Florida, 1; Illinois, 51; Indiana, 19; Indian Territory, 3; Kentucky, 9; Louisiana, 5; Maine, 9; Maryland,1; Massachusetts,35; Michigan, 14; Minnesota, 20; Missouri, 33; Nebraska, 15; New Hampshire, 7; New Jersey, 4; New Mexico, 1; New York, 60; North Dakota, 2; Ohio, 31; Oklahoma, 3; Oregon, 5; Pennsylvania, 54; Rhode Island, 5; Vermont, 5; Washington, 9; West Virginia, 8; Wisconsin, 8; total, 517.

The general counsel, W. C. Breed, also rendered a report, in part as follows:—

At the request of your officers and the Bill of Lading Committee, counsel appeared before the Interstate Commerce Commission at Washington in October, 1907. Your counsel urged the adoption by the commission of a bill of lading the provisions of which should be uniform and the use of which should be required by railroads throughout the United States.

* * * * * * * *

Counsel attended the convention of the National and Retail Grocers' Association in Boston during May, 1908, and enlisted the support of that organization against legislation requiring the dating and classifying of food products. It is to be hoped that the jobber and retailer, through their respective associations, may be brought into closer harmony and to a better realization of the rights of each branch of the trade.

* * * * * * * *

For two years Senator Beveridge has been urging on the Senate of the United States the passage of a measure requiring the dating of meat food products. At present no State and no foreign country has such a law; it is not required for the protection of the public health; it would accomplish no good purpose, and it would be most disastrous to retailer, jobber and manufacturer. Dating measures, however, seem to be popular. They sound attractive, and during the past year they have been proposed in several State Legislatures.

During the next year Congress and thirty-nine State Legislatures will convene. Already many food commissioners, in department reports, have announced their intention of seeking the enactment of laws, amending existing food laws and requiring that dates, weights and measures and percentages of ingredients be declared upon packages. The rights of dealers, as opposed to the demands of technical food commissioners, will, or should be, fought out. This can best be done along the lines in which this association has been operating during the past year and not by engaging in fruitless and extended litigation after the enactment of such provisions into law.

On Thursday much important business was transacted. One of the most notable features was the rendering of the report of the Manufacturers' Committee, consisting of T. W. Hannahs, F. F. Whitmarsh and W. N. Todd, which was as follows:—

Your committee have had several meetings upon various occasions since appointment and have very generally brought the matter to the

(Continued on page 28.)

To the Trade:

While You Are Selling

CEYLON TEA

You Are

Fixing the Standard

For Your Entire Stock, in the Estimation of the Public.

The Tea's the Test

WITH THE HOUSEWIFE;

Give Her High Cup Quality at Comparatively Small Cost, and All Her Trade's Yours Forever and Aye.

Grocery World

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Monday, June 8, 1908.

Not long ago the "Grocery World" discussed the roseate promises of the local Wholesale Grocers' Association to manufacturers whom they hoped to induce to cut off the Philadelphia Retail Grocers' Association and the chain stores—that if the manufacturers would agree to sell jobbers exclusively, they, the jobbers, would push such manufacturers' goods to the exclusion of the goods of manufacturers who did not. In the course of that discussion the "Grocery World" expressed the opinion that the jobbers would probably keep their promises—for a while.

The Jobbers' Piecrust Promises.

An incident was related to the writer during the week which proves that the jobbers sometimes, at least, do not even begin to keep their promises. A certain large manufacturer had been selling one of the large Eastern cooperative buying organizations of retailers. The jobbers in that territory became very restive and prevailed upon him to cut the retailers' organization off the direct buying list, promising that if he did they would do all sorts of things for his goods.

The manufacturer listened to the voices that preached injustice and cut the association off. Did the jobbers put forth the slightest effort to compensate him for his sacrifice of a good customer in their behalf? The manufacturer himself is authority for the statement that they did absolutely nothing—apparently never made the slightest effort to.

Will that manufacturer listen to any more of the jobbers' tales as to the fine things they will do for him if he gives all his business to them?

The National's Oleo Resolutions.

Some of the "Grocery World's" esteemed contemporaries do not agree with this journal's opinion that the National Association of Retail Grocers erred when it adopted a resolution antagonistic to the Federal oleo tax. The adverse comments emanate from the sections where the oleo industry flourishes, and while unquestionably sincere are necessarily warped by that fact. The "Interstate Grocer" expresses itself as follows:—

> Editor Buckley, of the "Grocery World," who usually knows what he is talking about, goes way wrong in criticising the National Association for asking the repeal of the 10-cent tax on colored oleomargarine. The present tax is admitted by every revenue officer in the Government service as putting a premium on crime which many persons are not able to pass by.

The following is from "Trade," of Detroit, Mich.:—

> The "Grocery World" is generally on the right side of every question pertaining to the manufacture of food products, but in this case we believe it does not look at the matter in the proper light. It says there has been less fraud in the sale of oleomargarine since the passage of the Federal law, than ever before in the history of the business.
>
> Granted that such is the case and while not admitting that there is any justification in deception in the sale of oleo, the people of the country are injured to a greater extent by being compelled to pay the enormous prices for butter as a result of the elimination of the competition of butterine, than would be the case if eleomargarine were sold for butter.
>
> Let us have fair play in this matter.

If the high oleo tax did, as "Trade" asserts, compel people to pay the high price for butter, or to buy butter at all, then its position might be sound, and the "Grocery World" would feel like changing its views. Such, however, is not the case. The Federal tax of 10 cents per pound on colored oleo robs the people of not one of their former ways of escape from high-priced butter. If pure butter gets too high, the people can still eat oleo, if they want to. The tax doesn't stop them in the least. It doesn't even put an obstacle in their path, for as a matter of fact, white oleo can be sold cheaper to-day than ever before. Even yellow oleo, after it pays the 10-cent tax, can always be sold far below butter. The "Interstate Grocer" says the oleo tax "injures the people by compelling them to pay the enormous prices for butter as a result of the elimination of the competition of butterine," but how can this be so when the competition is not eliminated?

The "Interstate Grocer's" suggestion that the tax law should be repealed because it puts a premium on crime is decidedly novel from the standpoint of criminology. If law is ever a deterrent, it seems reasonable to expect that the severer it is the more of a deterrent it will become. Naturally the more thoroughly any law squeezes the illicit profits out of a business the more incentive malefactors will have to violate it. But that, instead of proving it a bad law, simply makes stronger and more convincing the revelation of its great need.

The Macy Sale of Toasted Corn Flakes.

The Kellogg's Toasted Corn Flakes Co. has been compelled to take legal notice of the sale by Macy & Co., the New York department storekeepers, of its toasted corn flakes at 6 cents, a price 1 7-9 cents *below* the average wholesale cost. The company now gives out that it is consulting a lawyer with a view to stopping the cut price if it can. Meanwhile Macy & Co. continue to sell at 6 cents and the regular retail trade of New York City continues to be demoralized.

When some dealer cuts their price it is a favorite excuse with manufacturers that "we can do nothing. The cutter doesn't buy from us—he buys through some jobber. We have no relations and no contract with him, and we therefore can't do anything with him." Seventy-five per cent. of the price cutting which so demoralizes the market comes from manufacturers' indifference. Assured of their own sales and their own profit many of them care nothing whether the dealer gets anything or not.

There is scarcely any question that the Kellogg people, if they honestly want to, can enjoin Macy & Co. from selling their corn flakes at 6 cents. Not on the ground of violated contract, for there is no contract, but on the broad ground of equity, the application of which in this case is that no man should be allowed to wantonly destroy another's business. Neither Macy & Co. nor any one else can sell Kellogg's corn flakes at 6 cents and avoid making a loss. For one dealer as large as Macy & Co. and as heavy an advedtiser, to offer it at 6 cents means demoralization to much of the New York trade—a punishment which no manufacturer is compelled to stand.

Kellogg & Co. may be bluffing in their talk of lawsuit and they may not. We shall see.

The Coffee-Pushing Scheme.

When the Brazil coffee growers bring to this country the plans to boom Brazil coffee which they are about to launch in England, and which are set forth in another column, they will strike somewhat of a snag. In a nutshell, the plan comprehends the exploiting of two standard grades of Rio or Santos coffee, fixing the price at the lowest possible notch "in order to catch the working man." This may go in England, which is not a coffee country. But in America any attempt to sell coffee "at the lowest possible notch" would instantly antagonize not only large package coffee firms like Arbuckle Bros. and the Woolson Spice Co., but almost every retailer in business, for the grades the growers have picked out to push are sold by nearly all stores.

The plan in the abstract is thoroughly good, but if, the coffee growers antagonize the great grocery distributing interests they will lose more than they gain.

Chain Store's Advent in New Orleans.

Duke C. Bowers, the chain-store grocer of Memphis, will soon open a similar line of establishments in New Orleans. Information now comes from New Orleans to the effect that Bowers has already leased a store in New Orleans and will open the first week in August. The first of the New Orleans stores is expected to be followed by twenty-four more run on the cash basis which is the foundation of Mr. Bowers' plan.

As to Substitution

Touching jobbers as substitutors.

Also touching some reasons for substitution and the manufacturers' fixing of the price as a prevention of substitution.

The past year has witnessed some heavy firing through the magazines and elsewhere at retail dealers who substitute.

Manufacturers have come to realize at last what they have never realized—or at least would never admit—before, that a representative retail merchant can sell almost any *good* thing he wants to, and that the manufacturer, in his efforts to *compel* him to sell a brand against his will, has been butting his head against a stone wall.

This campaign to force retailers to sell what is called for, no matter how unprofitable, and to refrain from striving to persuade customers over to something which pays a decent profit, is now of very wide extent. The magazines are carrying page advertisements in its interest, and catch lines and mottoes are being thrust into consumers' mouths like "Thank you, I want what I asked for; good day."

Isn't it odd that through all this campaign the sole object of attack is the *retail* dealer?

Not a word, not an insinuation, against the wholesaler, who not only substitutes five times to the retailer's once, but has just twice the reason for doing it.

The average retailer has no private brands—he isn't large enough. When he substitutes against a proprietary brand he does so in favor of another proprietary brand, which comprehends, to his mind, better reasons for selling.

On the contrary, there is hardly a jobber but who does have brands of his own. So that he has a double reason for his substituting—1, making the better profit that substituting often permits him to make; and 2, getting his own brand established.

Jobbers will tell you frankly that they get their own brands in wherever they can. And getting them in certainly means getting proprietary brands out. Isn't that substitution? Yet who ever sees any manufacturer delivering diatribes against the *jobbers'* substituting?

Don't think I criticise a jobber for working for his own brands and against proprietary brands. Profit he must have if he lives, and profit he can't make on a great many of the proprietary brands he is expected to sell today.

Often that is the manufacturer's fault, sometimes it is not.

Naturally the reason for almost every case of substitution is the fact that the article substituted against pays an inadequate profit. That I charge to the manufacturer, because he has a right under the law to compel the jobber, and even the retailer, to sell at a figure which he, the manufacturer, fixes.

Take Paris corn. It costs the jobber 90 cents; some are reselling to the retailer at 92½ cents. Is it any wonder that jobbers who have private brands of Maine corn are striving tooth and nail to get them in and Paris out?

The Paris corn people could very largely cure the trouble by making it quite or almost as profitable for a jobber to sell Paris corn as to sell his own brand.

Several jobbers in this section are having packed as their own private brand a grade of Maine corn which corresponds exactly with a certain well-known advertised proprietary brand. As a matter of fact, it is the same thing, since it is packed by the same packer from the same stock. The only difference is the label.

The advertised brand sells to the retailer at 95 cents to $1. The private brands sell all the way from $1.05 to $1.20.

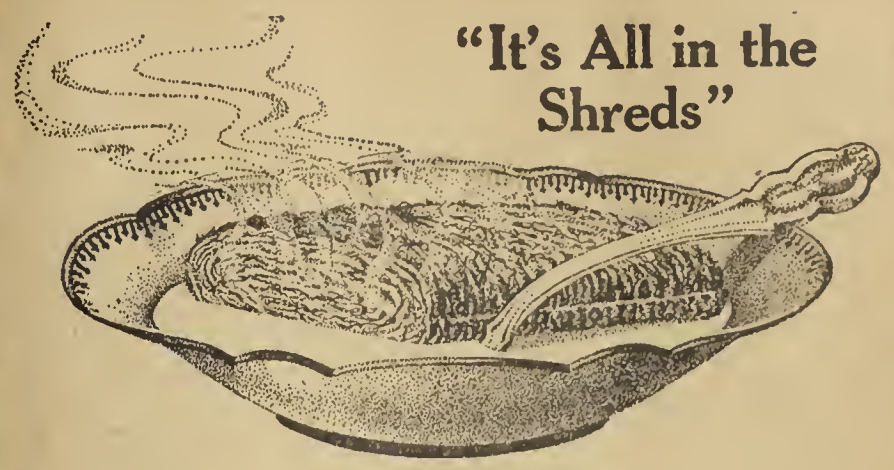
Who says the jobber hasn't a good and sufficient reason for substitution here?

Exactly the same condition exists in numberless other things.

Exactly the same condition exists in the retail field.

As long as the manufacturer treats with indifference the whole-

"It's All in the Shreds"



The original and only "hard times" food is

Shredded Wheat

because it restores confidence and is the only substitute for heavy meats and other expensive foods, furnishing more real nutriment with less tax upon the digestion and the pocket book.

It is a "good times" food for the grocer because it yields a good profit all the year round—in good times and bad times. The cleanest, purest, most nutritious cereal food made in the world. Tell your customers about it.

The Shredded Wheat Company, Niagara Falls, N. Y.
Formerly The Natural Food Company

When You Are Asked For

one of the "57 Varieties" that you do not carry in stock, you run the risk of losing a permanent customer. The housewife knows that

HEINZ
57 VARIETIES
PURE FOOD PRODUCTS
(The kind that contain no preservatives.)

are carried by all first-class grocers and she will have them. Absolutely pure, clean made and of the highest quality, Heinz products make firm friends, wherever sold.

Merchants are authorized to refund purchase price if they ever fail to please.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

sale and retail price at which his goods are sold, permitting that price to become cut both wholesale and retail, so long will wholesalers and retailers, in order to escape business suicide, work to sell substitutes.

And utter fools they would be if they didn't.

A certain manufacturer gave a leading jobbing house control of a brand of goods for the Philadelphia market. It was and it was not a private brand—the jobber controlled it, but the packer's name appeared on it, and its name was the name the packer gave it.

The jobber worked on this brand and built up a good trade. Gradually the price, by way of taking advantage of this, advanced. Finally it got too high, and the jobber refused to buy. The manufacturer then sold the goods to a cut-price jobbing house, who at once set about destroying the other jobber's trade on that brand by offering it at 10 cents below the established price.

In another case a similar arrangement was made between other parties. Here the jobber found that he was being charged 10 to 15 cents more per dozen for the brand he was given control of than for goods of exactly the same quality under other labels.

Incidents like this furnish other reasons why jobbers, in self-defense, must have their own brands and must substitute with them.

In a nutshell, because the manufacturer does not sufficiently stand behind the trade, either on price or other things.

Would the trouble be cured if the manufacturer limited the selling price of his brand? I think very largely it would. Suppose the packers of Paris corn made it a condition of their selling contract with jobbers that the corn should not be sold below $1.05. At once the reason for jobbers' private brands would disappear, at least in great part.

Suppose the jobbers were instructed to make *their* selling contract conditional upon the sale of Paris corn by the retailer at 15 or 16 cents? Would the retailer have any more reason to switch his customer from Paris corn to another brand?

Starting from the fixed premise that substitution practically always comes from a desire to make more profit, doesn't it seem wholly logical to argue that something that will increase profit on goods now substituted against will just that far make substitution unnecessary and thus prevent it?

E. J. B.

Ohio Process Butter Law Becomes Operative June 30.

The Ohio Dairy and Food Department informs the "Grocery World" that the new process butter law of that State, which was passed April 30, 1908, becomes operative June 30, 1908. Its substance is as follows:—

Section 1. No person, firm or corporation shall manufacture for sale, offer or expose for sale, sell, exchange or deliver, or have in his possession with the intent to sell, exchange or deliver, any butter that is produced by taking original packing stock butter or other butter, or both, melting the same so that the butter fat can be drawn off or extracted, mixing the said butter fat with skimmed milk, or milk or cream, or other milk product, and rechurning or reworking the said mixture; nor shall any person, firm or corporation manufacture for sale, offer or expose for sale, sell, exchange or deliver, or have in his possession for any such purpose any butter which has been subjected to any process by which it is melted, clarified or refined, and made to resemble butter, and is commonly known as boiled, or cold extracted process or renovated butter, and which for the purpose of this act is hereby designated as "renovated" or "process butter," unless the same shall be branded or marked as provided in Sec. 2 of this act.

Sec. 2. Whoever, himself or by his agent, or as the servant or agent of another person shall sell, expose for sale or have in his custody or possession with intent to sell any "renovated" or "process butter," as defined in Sec. 1 of this act, shall have the words "renovated butter" or "process butter" conspicuously stamped, labeled or marked in one or two lines and in plain Gothic letters, at least three-eights of an inch square, so that the words cannot be easily defaced, upon two sides of each and every tub, firkin, box or package containing said "renovated" or "process butter," or, if such butter is exposed for sale uncovered or not in a case or package, a placard containing said words in the same form as above described in this section shall be attached to the mass in such a manner as to be easily seen and read by the purchaser. When "renovated" or "process butter" is sold from such package or otherwise at retail, in print, roll or other form, before being delivered to the purchaser, it shall be wrapped in wrappers plainly stamped on the outside thereof with the words "renovated butter" or "process butter" printed or stamped thereon in one or two lines, and in plain Gothic letters at least three-eights of an inch square, and such wrapper shall contain no other words or printing thereon and said words "renovated butter" or "process butter" so stamped or printed on the said wrapper shall not be in any manner concealed, but shall be in plain view of the purchaser at the time of the purchase.

The penalty is $50 to $200 fine and imprisonment for 30 to 60 days.

The New York Letter

Kellogg Threatening Suit Against Macy for Price Cut. More Butter Quotation Trouble. Good Prospects for Seashore Business. Butter Trade Listless Toward Oleo Encroachments.

Special correspondence of "Grocery World."

New York, June 5, 1908.

The West Side district was largely represented this week at the convention of the Wholesale Grocers' and Manufacturers' Agents in Atlantic City. Those who remained at home have been interested in the reports of the proceedings, which will furnish material for discussion for a time.

As E. W. Murphy, the New York representative of Kellogg & Co., was at the convention a report with reference to possible proceedings against R. H. Macy & Co. for cutting the price of Toasted Corn Flakes could not be verified. The department store advertised the flakes within the last week at 6 cents a package. Mr. Murphy wrote a letter to the department store asking that the flakes be not sold below the 10-cent price which was established. The Macy people framed the letter and hung it in the grocery department with an announcement that the sale at the cut price would continue.

The nerve of the Macy Co. in using his letter as an advertisement of the very business that he was trying to check was not relished by Mr. Murphy, according to all the information available, and he consulted legal advisers on his right to obtain an injunction and as to whether or not he can get damages because of the injury to his business caused by the cutting of prices. He has written the jobbers not to sell to the Macy people, but the latter seems to have no difficulty thus far in getting supplies, although it was at first reported that they had exhausted their stock and could get no more.

* * *

More trouble is said to be brewing at the New York Mercantile Exchange over the butter quotations. Since the old methods were reformed as the result of the Martin suit, the quotations have been correct in a sense, but ways have been found for continuing some of the old abuses with a few new ones. The premium system, it is said, is flourishing as vigorously as ever. To make up the premiums, it is charged, grades are juggled, and sharp practices as to weighing are resorted to. The more reputable firms, of course, are above such tricks, but they must speculate largely, holding the butter for a rise in order to get more than the official price plus the premium. The reported juggling of grades is the more important feature of the situation to the trade at large, especially to the retailers. It is not unlikely that the subject will be ventilated at a meeting of the Exchange.

* * *

Future canned apricots have been offered by California packers at cuts of 50 to 90 cents below the prices of last year. The packers are said to have put out this offer as a feeler to ascertain the market probabilities. The inference is drawn that all kinds of canned fruit will be lower this year than last.

* * *

Up to this time the butter interests have not made any effort to check the revived trade in oleomargarine in this State. It is said that the fight will come after the next Legislature meets, when another effort will be made to have laws passed to prohibit the sale. The butterine manufacturers not only expect to be in a position to defeat such an effort, as they did at the recent session, but they are also getting ready to demand a repeal of the 10-cent tax imposed by the Federal Government on each pound of the colored butterine.

It is still claimed that colored butterine cannot be sold here in the stores without a violation of the State law. But the dealers sell the butterine in its white condition and give to the purchaser the material with which he may color the product so that it will look like butter if he wishes.

Some people say that it is a queer legal situation, if it is unlawful to sell colored butterine, but perfectly lawful to sell the material with which people may themselves color it. But they are reminded that the law is full of perplexities to the layman.

* * *

The early reports from seashore resorts indicate that the wholesale and retail groceries which cater especially to this kind of business are starting with fairly good business. In the wholesale district the jobbers say, as a rule, that the trade of this kind is about of the average of recent years and they see no reason why the entire summer should not be highly satisfactory as to this part of the business. The call for groceries on the part of the resorts in the immediate vicinity of New York is said to be as large as it ever was at this time of the year.

Another statement that is now heard among the jobbers is that retailers are recovering from the timidity in buying which became most marked at the time of the recent financial disturbance. It is argued from this that the retailer must see better conditions among his own customers as the basis for his increased confidence.

FRED. A. MCGILL.

Mississippi tomatoes have declined to 85 cents a carrier. Floridas hold their own at $2.50 to $3 and are worth the difference. The general demand for tomatoes is good.

Coffee Combine Unloads Part of Its Holdings

Brazilian Governmental Syndicate Secretly Sells 160,000 Bags in New York City. Promised Notice to the Trade Not Given. Sale Believed to be Dangerous Precedent.

The coffee trade has been greatly exercised during the week over the fact that the Brazilian coffee syndicate has unloaded the first lot of combine coffee which has been sold in this country. "Grocery World" readers are familiar with the move of the syndicate, taken several months ago, to corner a good part of the spot supply of Rio and Santos coffee, principally the latter, in order to keep the market from going all to pieces, which it undoubtedly would have done. This coffee, amounting to several million bags, has been held in warehouses for several months, greatly restricting the supply of fine Santos.

Secretly and without the notice to the trade which the syndicate agreed to give, the New York agents sold 160,000 bags at private sale at 8½ cents for No. 5 Santos green. The sale was made for the account of the Brazilian Government and was admittedly syndicate coffee. It was disposed of in large blocks.

The custom of large coffee houses who sell coffee at wholesale is to protect themselves as to price by selling against it on the New York coffee exchange. If the buyers of the syndicate coffee did this it might result in the syndicate, in its efforts to protect the market, having to take the coffee in again. So that the understanding is that the buyers of the above lots of syndicate coffee were compelled to agree not to sell against it. To get this agreement the syndicate is believed to have given the buyers some guarantee that if they could not dispose of their coffee in a regular jobbing way without loss the Brazilian Government would reimburse them.

All the 160,000 bags were in New York warehouses when sold. The trade thinks the move was dangerous, because buyers, if filled up with old syndicate coffee, will naturally have less reason to buy new crop, and the Brazilian Government thus enters into a sort of competition with its own growers. It is believed that the first sale will be followed by others from time to time.

Pie cherries are now coming from near-by points, and range from 4 to 6 cents per pound. The crop will be extremely large. The demand is light on account of poor quality.

TIN CANS

"Knobby" Canisters

Page 104

These are stock designs. Retail dealers could use these for "Special Sale" packages instead of using paper bags. If the house-furnishing stores sell them *empty*, the dealer should be able to do so filled with delicacies, tea, coffee or spices, etc.

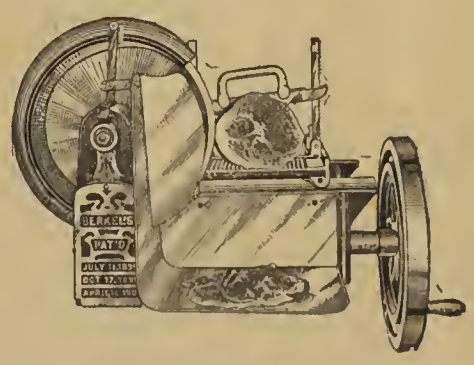
AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES

$5,000 For You

¶ The **American Slicing Machine** is good for fifteen years of the hardest kind of service.
¶ Fifteen years represents about five thousand working days.
¶ We have in our files hundreds of letters from users of the machine giving figures as to the exact amount of profit it has made for them, including the saving of waste and the increased trade.
¶ In no case do these figures run under one dollar a day, even in the smallest store.



THAT MEANS

that at the end of fifteen years of business life the owner of an **American Slicing Machine** will have made in extra profit on this item not less than five thousand dollars more than his competitor who has been depending upon hand-slicing.
¶ Nine thousand merchants are proving this every day.
¶ Write for the evidence—it's free.

American Slicing Machine Co.
54 Fifth Avenue, Chicago

SEND US YOUR ORDERS FOR

WINDOW SCREENS — WIRE CLOTH
DOOR SCREENS — POULTRY NETTING
MACHINE OILERS — ICE CREAM FREEZERS
WATER COOLERS — FLY NETS

And everything else in

HARDWARE

You may depend upon getting the best prices here.

JAMES M. VANCE & CO.
Hardware Jobbers
211 and 213 Market St., Philadelphia



Make a Window Display

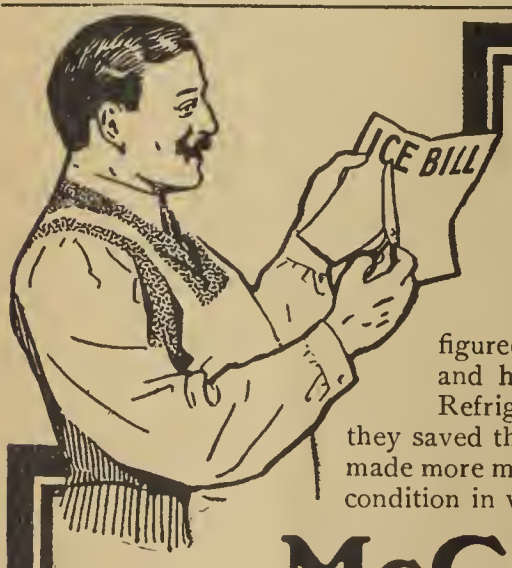
If you feel that Tabasco Sauce is new to your trade and therefore may not sell, make a little window display of it. You'll be surprised at the results.

Moss Green Heart Tabasco Sauce always sells when given a chance. Why? Because everybody with palates wants it, especially where the palates have wearied of other sauces, as most of them have.

Spicy, tingling, appetizing.

Made by the New Iberia Extract of Pepper Company, New Iberia, La., and sold in Philadelphia by

PHILADELPHIA AGENTS
PHILADELPHIA PICKLING CO.
260-264 South Second Street, PHILADELPHIA

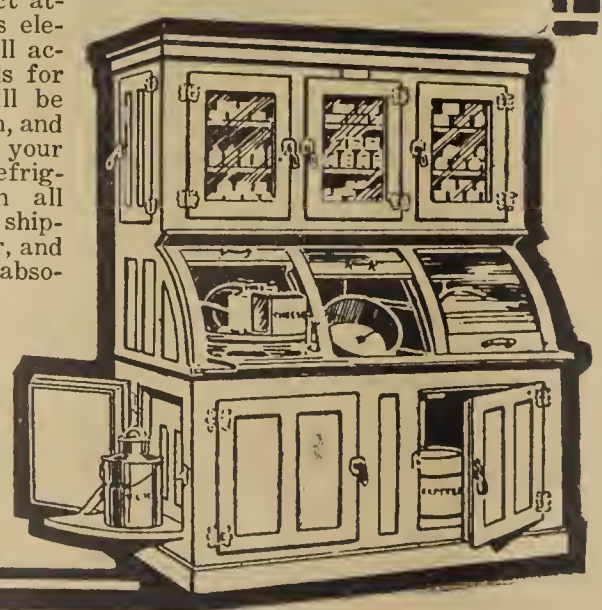


Cut Down Your Ice Bill

When you buy a McCray Refrigerator you use less ice—and it actually pays for itself. Many grocers have figured it up in dollars and cents, and have found that their McCray Refrigerators cost them nothing—they saved the money on the ice bill and made more money on account of the perfect condition in which their goods were kept.

McCray
Grocer's Refrigerators

have the best system of circulation. They keep everything sweet, free from taint, and absolutely dry. A McCray Refrigerator in your store will attract attention because of its elegant finish, and it will actually sell more goods for you because they will be kept in better condition, and be more tempting to your customers. McCray Refrigerators are made in all sizes for immediate shipment, or built to order, and every refrigerator is absolutely guaranteed.



Write your name and address on a postal—ask for catalog No. 65 for grocers, or No. 58 for meat markets. Don't delay a minute. Do this now before you forget. Every moment's delay means the loss of real money and trade to you.

McCray Refrigerator Co.
714 Mill Street,
Kendallville, Indiana.

THE GROCERY MARKETS

Tea.

The tea market is listless and unchanged. The demand is from hand to mouth, as it has been for weeks, and prices show no quotable change from a week ago. Values, however, are not particularly strong, and seldom are at this season.

Coffee.

The market for Rio and Santos coffee has ruled steady during the week without quotable change. Options have varied only slightly and actual coffee has changed not at all. The demand is comparatively light and is only for actual wants. Mild coffee firm and unchanged. Java and Mocha are unchanged and steady.

Sugar.

The raw sugar market is quite considerably firm, this applying to all important producing sections. Refined sugar shows no change, however, and probably will not for some time at least. The demand is much better. Strawberries are coming into market at a low price, and cherries are about to come, both in very large supply.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is also unchanged and in light supply. Sugar syrup shows no change and only a moderate demand. Molasses is unchanged from last week and in fair demand for the season.

Canned Goods.

Tomatoes are unchanged, but the undertone is stronger. Light spot supplies seem to be the main reason. There may be no advance, however. The demand is fair. Corn is stronger, by reason of the lateness of the season. Some grades of Southern corn have advanced about 2½ cents. Peas are still dull and weak, prices being much below last year. Peaches are unchanged, scarce and dull, prospects still being bright for a good pack. Apples are still lower, and New York gallons are now offered in a large way at $1.75. Small Baltimore canned goods show no change and are in slow demand. Spot California canned goods are unchanged. Some packers have named future prices, on the basis of $1.60 for extra standard lemon cling peaches. This is 15 to 20 cents below last year. There will be no general naming of prices, however, until July, and it is probable that the leading packers will name higher figures than the above. Future apricot prices have also been named on a much lower basis than last year.

Fish.

Mackerel of all grades is unchanged, but the demand shows some improvement. While there is no quotable change in price, a concession could doubtless be obtained on a large order. The first new shore fish were offered on June 6th of last year, but there are none about as yet. Cod, hake and haddock are back numbers for the season. Salmon is in fair demand at unchanged prices, though red Alaska grades are firm. New prices on Columbia River salmon are expected almost any day. Sardines are unchanged, both foreign and domestic. While the nominal price of the latter is still on the basis of $3.10 for quarter oils Eastport, some of the packers are now declining to go along with the combine and are selling somewhat below that.

Dried Fruits.

Prunes are unchanged, except in spots. Forty's, being scarce on spot, have advanced ½ cent, and the general situation is slightly firmer. The basis price is around 3 cents. On the coast, however, conditions are stronger, and the asking basis price is 3¾ to 4 cents. Peaches are very dull and weak, and old stock can now be gotten around the price of new. The demand is still dull. Apricots are weak also, but the scarcity prevents the same slump which has overtaken peaches. Currants are selling fairly at unchanged prices. Raisins are still very dull and very weak.

Beans and Peas.

Imported pea beans still rule around $2.30 and domestic $2.70 to $2.80. Imported seem to be getting about all the demand. Marrows average $2.50 and are in moderate demand. California limas are about 10 points higher, and the situation is strong; demand only fair. Split peas show no change from last week on any grade.

Butter.

The butter market is firm at an advance of 1 cent per pound over last week, this applying to all

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

Skipper Sardines.



They'll suit your customers to a TEA

As you must sell sardines, why not sell the best—the kind that will bring and hold trade for you? **"Skipper" Sardines** will do this.

We guarantee the ***quality.***
We guarantee the ***sale.***
We guarantee your ***profit.***

ANGUS WATSON & CO., Canned Fish Specialists
1011 CHESTNUT ST., PHILADELPHIA, PA.
Branch of ANGUS WATSON & CO., Newcastle-upon-Tyne, England

grades. Even at the advance the market is quite firm. There is a good consumptive demand for butter as well as speculative demand, and the quality of the present receipts is very fancy. The market is likely to continue on its present basis as long as present weather conditions continue. The make is about normal for the season, and the situation will probably remain firm and unchanged for the balance of the month.

Eggs.

The egg market is unchanged. There is a very good consumptive demand and the receipts are about normal. There are still a few fancy eggs going into cold storage and the market is firm on the present basis. No change is expected within the next few days.

Cheese.

The new cheese market has advanced ½ cent during the week. Old cheese is about done, and the quality of the new now arriving is showing grass flavor and fine quality. There is a very good consumptive demand, which absorbs the receipts as fast as they arrive, and no change is likely within the next few days. If there is a change, however, it will likely be upward.

Produce.

Bermuda onions, $1.25 per crate; Texas, 75 cents to $1.25 per crate; Egyptian, $2.50 to $3 per bag, demand fair; old potatoes, Pennsylvania, 75 to 90 cents per bushel; York State, 75 to 90 cents per bushel, demand fair; sweet potatoes, firsts, $1 per basket; seconds, 50 cents per basket, demand fair; spinach, 50 to 75 cents per barrel, demand fair; rhubarb, $3 per 100 bunches, demand good; red radishes, $1 to $2 per 100 bunches; white, $1.25 per 100 bunches, demand fair; scullions, 75 cents to $1 per 100, demand good; asparagus, 5 to 20 cents per bunch, demand good: carrots, old, 65 cents per basket; new, 3 to 4 cents per bunch, demand fair; turnips, 50 cents per basket, demand slow; Jersey peas, 25 to 30 cents per basket, demand good; salad, No. 1, 50 cents to $1 per barrel; No. 2, 50 cents to $1 per barrel, demand fair; cauliflower, No. 1, 6 to 15 cents per head; No. 2, 2 to 3 cents per head, demand fair; beets, 3 cents per bunch, demand good.

Provisions.

Everything in the smoked meat line remains unchanged. The demand is seasonable for hams and bacon, and the market is steady on the present basis. Pure and compound lard are firm and unchanged, and both are in good consumptive demand. Barrel pork, dried beef and canned meats are firm and unchanged, the demand being seasonably good.

Green Fruit.

Bananas, firsts, $1.40 to $1.75 per bunch; 8-hands, $1 to $1.25 per bunch; 7-hands, 75 to 90 cents per bunch; 6-hands, 50 to 65 cents per bunch; red, $1.25 to $2.50 per bunch, demand poor; pineapples, $2.50 to $3 per box, demand fair to good; lemons, $2.25 to $3 per box, demand fair to good; California oranges, $2.75 to $4.25 per box, demand fair to good; grapefruit, $2.50 to $6 per box, demand slow; apples, Baldwins, $2 to $3 per barrel; Spy, $3 to $3.50 per barrel; Russets, $2 to $3 per barrel, demand fair.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7½ cents per pound; roasted, choice, $1.15 per bushel; fancy, $1.50 per bushel; jumbo, $1.65 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12½ cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

California Canned Goods.

We are gratified to announce that all our reports, as made since the 1st of March last, are being verified, and that the fruit crop in apricots, pears and peaches will be the largest in the history of the State. It may be difficult, however, to get an abundance of first-class quality on account of the trees being so heavily loaded, and in many sections the growers are not thinning sufficiently. This will mean smaller fruit, and as the handling of such fruit is a problem on account of the labor supply, it may be that some of this small fruit will not be harvested at all.

Notwithstanding the heavy fruit crops we do not look for an excessively heavy pack of canned fruits, as the financial scare of last fall has evidently resulted in bringing about a most conservative course on the part of large buyers. The result of this is already seen in the fact that fruit canners are not in a position to name prices on crops excepting for a limited quantity. We believe that a number of canners will be unable to pack on account of not being able to obtain the necessary financial assistance. This is a problem that is facing many of the canners throughout the State, and notwithstanding the heavy fruit crop, it is our opinion that the output will likely be curtailed.

All indications point to the fact that the heavy purchasers in the East are going to buy on the hand-to-mouth policy, and this will undoubtedly take away the speculative feature of the business. The same applies in the dried fruit trade, which ordinarily uses the largest quantity of the fresh fruit crops. This trade is for the time being thoroughly demoralized, and it remains to be seen whether the cheap prices will stimulate business in a large way, or whether the buyers will pursue an ultra-conservative co[illegible] which seems quite likely. From present indications the buyers of these goods propose to force the producer and manufacturer to

carry the goods from this year into next, excepting what buyers need for immediate requirements. The result will be that it will take millions of dollars to carry the products in California. The dried fruit packer, therefore, will be unable to carry the goods, and it may develop upon the producer to dry his own fruit and carry it until the trade requires it. This will cause an outlay on the producers part of money for labor and other incidental expenses, and unless the producer is financially fixed to carry this load he will be faced by a serious problem.

The handling of the crops of cling peaches and Bartlett pears, both of which are better in quality and larger in quantity by thousands of tons than for several years past, will depend largely upon the shipping of these varieties fresh, and this again depends upon the purchasing power of the people in our large cities east of the Rocky Mountains. Thousands of cars of California fresh fruit are consumed by the middle and poorer classes, and if it is true that thousands of people are out of work they may not be in a position to purchase the fruit. But this is a matter that time alone will develop. It is sufficient to say that the financial scare of last fall will leave its indelible effect upon the fruit products of California this year.

California Canneries Co.
San Francisco, Cal.

Baltimore Canned Goods.

During the past week there has been a tendency among buyers to dispose of recent purchases rather than add to their present supply. At the same time the volume of day-to-day's business has been sufficient to hold the market firmly in its former position, and the ability of the middleman has been taxed considerably in finding sufficient full standard 3s tomatoes to fill orders under 75 cents, f. o. b. Quite a few shopworn, poorly wintered, irregularly packed standard 3s tomatoes are still obtainable on the basis of 70 to 72½ cents, the range of price covering as near as it is possible to adjust the quality and condition of offerings. Some buyers have shown a willingness to take this class in preference to paying 2½ cents per dozen advance for the unquestionable quality—as a result stocks are being reduced and it might be well for both buyer and seller to consider the question which is problematical but important—"How many 3s tomatoes still remain unsold in first hands?" For sales for the past thirty days have aggregated a considerable volume and statisticians told us six weeks ago that stocks had been reduced at a surprisingly large ratio during the winter and early spring months, when there didn't seem to be any business of any consequence going. Some brands of 2s have changed hands on the basis of $1 per case, f. o. b. factory, while some markets report a lack of interest among buyers above 90 cents per case. Owing to the light supply of 2s in good condition in this section, packers are not showing any inclination to force business, and as a result the 2s market can be termed quiet.

Owing to the favorable weather conditions which have boosted the future corn market and made it at least barely possible that spot corn might be a good carryover, there is a stronger tone.

Strasbaugh, Silver & Co.
Aberdeen, Md.

Spices.

The market is more active, especially for goods to arrive shortly. There is also a very good demand for spot goods. Stocks of spices in our country are smaller than for years past and we really look for steady advances throughout the list.

Pepper somewhat firmer, with very liberal buying. Cable advices pertaining to crops are to the effect that normal supplies are certain for the year.

Cayennes in better demand, with firmer tone. We look for higher prices.

Cloves are higher, both here and abroad. The demand will increase over the summer months.

Pimento (Allspice).—Good quality remains scarce. The crop is uncertain, owing to the long drouth in Jamaica. Unless heavy rains fall it is likely that we will see a short crop.

Mace very firm and the demand exceedingly good for the better grades.

Nutmegs are steady at record prices. Market continues unusually low and present prices are no doubt safe.

Cassias.—China is more active, especially in futures. Prices are somewhat higher. Saigon and Batavia are steady, but unchanged.

Gingers are in small supply. Higher prices are likely to rule before fall.

Seeds steady at practically unchanged prices. Prices on Dutch Caraway, new crop, are almost as high as present prices for spot goods.

McCormick & Co., Inc.
Baltimore, Md.

MARKET NOTES.

Cantaloupes range from $1.50 to $2, all being from Florida except a few from Mexico, which average $3. The demand for good cantaloupes is good.

Blackberries and huckleberries are still scarce. Both are coming alone from North Carolina and both range from 12 to 14 cents per quart. The demand is good.

Watermelons have declined a little, and now range from 35 to 65 cents each. Florida is the only source of supply up to date. The demand is fair.

Southern corn is scarce and practically none has come forward this week.

Strawberries are glutted. All the stock on the market is coming from near-by points, and the price ranges from 4 to 8 cents. Much of the receipts are poor, and the demand for good fruit is good.

Lima beans from Charleston average $2.50 and show fair quality. The demand is slow.

New potatoes are weak and have declined to $2 to $2.50. Poor quality and heavy supply is the cause.

Peas are coming from near-by points and average 35 to 45 cents per basket. Lots are poor.

There are a few Florida pineapples in market, ranging from $2 to $2.75 per crate. Havanas range from $1.50 to $2.50.

Heinz Saloon Boycott Lifted.

The Rumor Started Several Months Ago, Believed by a Competitive House, that the Heinz Co. had Contributed Toward Local Option and Prohibition, which Started Saloon and Hotel Boycott Against Them, is Now Withdrawn. In Letter President of Hotel Men's Association Says it was All a Mistake.

The hotel men and liquor dealers of the East have now formally withdrawn the blow administered to the Heinz Co. several weeks, an incident on which the "Grocery World" made some comment at the time. It will be remembered that on a rumor that the Heinz people had contributed large sums to the Local Option campaign, all the saloon and hotel trade promptly boycotted them and refused to handle their goods. The Heinz Co. instantly denied the report, but the boycott seemed to cling, and only recently was it formally lifted through the following letter:—

To the members of the Pennsylvania State Hotel Association.

Some few months ago we received a report (from what we considered then a reliable source) that the old and reliable firm of H. J. Heinz Co., of Pittsburg, was a large contributor to the prohibition and local option cause, and we were asked to use our influence to get all of the hotels to close their accounts and to stop buying goods from that firm. After hearing this rumor I immediately set to work to find out whether or not it was true, and I find now that there is no truth in the story (started evidently by competitive dealers), and I take great pleasure in handing to our members a copy of a letter addressed to me by H. J. Heinz Co., which is a straightforward business letter of denial, and signed by the treasurer of the company. I know that many hotels in our association have discontinued buying goods from this firm, and now that I find the firm of H. J. Heinz Co. has been done a great injustice, I beg you to open an account with them, if you have not already done so, and buy as many goods as you possibly can from them.

I have also secured copies of letters which I herein present to you, pertaining to the same subject, which is additional proof of their innocence.

Fraternally yours,
David B. Provan,
President.

The story is believed to have been started by a competitive pickle house.

CORRESPONDENCE.

From An Oleo Manufacturer.

Columbus, Ohio, June 2, 1908.
Editor "Grocery World."

Dear Sir:—We are in receipt from a clipping bureau of your article appearing in the June 1st issue of the "Grocery World."

The oleomargarine subject is one that is almost continuously agitated, from one cause or another, and having had some newspaper writing, experience, we know quite well that editors are always anxious for a true statement of facts. Having, in a very concise form, a full and complete history of the making of butterine, as well as the raw materials, and much general information in the inclosed booklet we tender same to you with our compliments.

We assure you we are not seeking any reference to ourselves, nor any free advertising by the mailing of this booklet, as sentiment for the product, coupled with the desire to have a full knowledge of our butterine conveyed to the reading public, prompts us to presume the liberty of mailing you the inclosed reference.

Yours truly,
The Capital City Dairy Co.,
H. C. Pirrung, Genl. Mgr.

The matter sent with the above was a lengthy article on "An Appeal for Oleomargarine," by Henry C. Pirrung. The greater part of it appeared in the "Grocery World" several months ago.—Ed.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Before me this week are two samples of reading matter advertising which I will use as a basis of a little talk about this particular class of advertising. Both appeared as pure reading matter in the papers which inserted them. The first comes from C. F. Montgomery, grocer, of Beatrice, Neb., and the other from M. Rowan, grocer, of Oswego, N. Y. The Nebraska production is as follows:—

Too Much Corn.—There was a rumor afloat on the streets last evening that a certain well-known citizen of Beatrice was yesterday afternoon ejected from the grocery conducted by C. F. Montgomery on Court street. When interviewed about the matter, Mr. Montgomery stated that the cause for the trouble grew out of the man's persistent demand for 1,100 cans of the corn which he is now offering at the low price of 5 cents per can. He positively refuses to sell more than 1,000 cans to any one party—hence the extreme severity of his actions last evening.

The Oswego advertisement I have had reset as follows. In the original it occupies about seven inches:—

'TIS A VERY CLEVER IDEA.

Mr. Rowan, the Fifth Ward Merchant, Evolves a Novel Plan

For Successfully Meeting the Cash Grocery Store Competition—Some Warm Times Are Expected and Housekeepers Will Reap the Benefits.

In order to combat the growing tendency of the cash grocery stores to monopolize the trade of the store which does a credit business, Mr. Rowan, the Fifth Ward merchant, has concluded to next Saturday, April 18th, between the hours of 1 P. M. and 6 P. M., conduct his business on a strictly cash basis, and therefore no purchases will be charged to any one, and on account of the extremely low prices quoted, under no circumstances will there be any free delivery of goods.

Housekeepers should avail themselves of this opportunity.

Just notice the prices:—White House coffee, 28c. lb.; Eagle milk, 13c. per can; Karo corn syrup, 2 cans 15c.; Fletcher's Castoria, 25c.; Coat's thread, 2 spools, 9c.; Mother's Oats, 9c. package; Ivory soap, 4c. a bar; Silver Key tomatoes, 9c. a can; eggs, 16c. per dozen; Red Seal lye, 8c. a can; Naptha soap, 4c. a bar; Star milk, 2 cans 15c.; oil, 2 gallons, 15c.; hams, 7c. lb.; flour, $1.20 per sack; cream crackers, 2 lbs,, 15c.; sardines, 7 cans, 25c. All other goods in the store will be sold at corresponding prices.

Rowan's Big Cash Sale, West Fifth and Erie streets. Electric car to the door.

Mr. Montgomery's paragraph is of course a mere joke, and was probably only intended as such. Nevertheless it will have two results. It will of course be accepted humorously, as it is intended to be, and will in that way bring Mr. Montgomery's name pleasantly before the public. Naturally that will scarcely induce anybody to buy corn; in other words, it will not produce direct orders. At the same time, however, this sort of an advertisement will emphasize the fact that Mr. Montgomery is selling canned corn at 5 cents. *That* ought to bring some direct business.

* * *

Mr. Rowan's advertisement is more of an advertisement than the other, although it appears as reading matter. The Oswego "Daily Palladium," in which it appeared, is a very poorly printed sheet. The paper is yellow and poor, the type old and battered, and the presswork uneven. For that reason any advertising which appears in it is bound to present the same deficiencies. I think I should scarcely have admitted that the cash grocery store was monopolizing the trade of the credit store, as Mr. Rowan did in his introduction. One other weakness I note is the failure to quote regular prices. It seems to me such a fatal mistake to omit this.

* * *

Reading matter advertising is a good thing. If the space used is large enough to have any conspicuousness at all, it will probably attract four times the attention that the same space would if filled with a display advertisement. A good many people unconsciously put their armor on when they start to read display advertisements; the armor is off when they are going over reading matter, even though it embodies advertising also. Another thing: A great many persons never read advertisements at all. With such people as that the choicest display advertisement that can be prepared is like water on a duck's back. As a matter of fact, it is worse, for it never touches the duck's back at all. People of this class will see the advertising if it is reading matter and may be impressed by it.

* * *

Against these advantages of reading matter is the fact that it costs several times as much as display advertising. Naturally it makes no difference what it costs if it brings the results.

Slight Change in New Sugar Selling Plan.

Refiners Relieve Buyers of Heavy Telegraph Expense by Permitting Them to Mail, Instead of Wire, Their Assortments.

The sugar refiners have already slightly modified the new selling arrangement which was recently announced and the substance of which appeared last week.

When the new scheme was announced it was supposed that the outside buyers would telegraph their orders and also telegraph the assortment in which they wanted the goods shipped. This would have necessitated heavy telegraph expense, and in order to save buyers a part of it, the refiners have decided that while the order must be telegraphed, the assortment may be mailed.

It is expected that this provision may be abused, as most of the sugar refiners' other regulations have been.

Georgia peaches range from $1.50 to $2 per crate and a few South Carolinas at $4. The demand is rather poor, as the fruit is not especially good.



A BAD HITTER

His Bunches and Bruises can be removed quickly without stopping work with

ABSORBINE

This remedy cures Lameness, kills Pain, removes any Soft Bunch without blistering or removing the hair, and pleasant to use. $2.00 per bottle, delivered, or at dealers. Absorbine, Jr., for mankind, $1.00 bottle. Allays inflammation rapidly. Cures strains.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

AGENTS WANTED

To Solicit Subscriptions to

"The Grocery World"

Write for Information.

LARGE COMMISSIONS

to those who desire to devote their entire time, or carry as side line.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World

Columbus, Ohio

Sample free, or four months' trial for 10 cents

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS

Sixty-Third and Market Streets

Philadelphia, Pa.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.



Anker's Bouillon Capsules

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St. NEW YORK



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

This is the Biggest Fake of All

The Globe Association, of Chicago, Sells Cut Price Groceries to Members Who Pay $2.50 Membership Fee. Offer Fake Wholesale Grocery Prices as a Bait. Some Sample Cut Price Assortments with the Catch Exposed.

The following will prove interesting:—

RETAIL MERCHANTS' PROTECTIVE ASSOCIATION.
Berwick, Pa., May 28, 1908.
Editor "Grocery World."

Dear Sir:—Our town has been canvassed by a local agent for the Globe Association of Chicago. List mailed you under separate cover.

Sheet inclosed is distributed by agent and list mailed is reply from

The nature of the paper, printing, etc., stamps it as an apparent fake. It might be a case for the post-office authorities. Respectfully,
R. S. SWAYZE,
Secretary.

With this letter came the literature of the concern named—the "Globe Association of Chicago, Ill." On the cover of the cheap and flimsy catalogue it is claimed

YOU ARE INVITED TO

JOIN THIS CLUB

DEAR SIR OR MADAM:—A Club is now forming to save money in purchasing the necessaries of life. Through its operation you can procure Groceries, Clothing and everything used in the home, at astonishing prices. Below are a few sample Grocery prices selected from Grocery assortments in the Free Catalogue which will be supplied you, if you decide to join with us.
See our Catalogue for thousands of other prices and full information.

	The Retail Price	Our Wholesale Price
100 lbs. White Granulated Sugar	$5.50	$1.75
1 lb. Royal Baking Powder	.45	.22
15 bars American Family Soap (Kirk's)	.75	.40
6 bars Ivory Soap (Proctor & Gamble)	.25	.12
3 bars Sapolio (Enoch Morgan Sons' Co.)	.25	.10
1 bottle Hire's Root Beer Extract—makes five gallons Root Beer	.25	.12
4 lbs. Gold Dust (N. K. Fairbanks & Co.)	.20	.10
1 package Rising Sun Stove Polish	.10	.05
5 pkgs. Uneeda Biscuit (Nat'l Biscuit Co.)	.25	.12
100 bars Laundry Soap	4.00	1.95
20 lb. box Soda Crackers	2.25	.99
Blue and White Denim Overalls	per pair	.34
Men's Worsted Trousers	" "	.75
Boys' Knee Pants	each	.18
Men's Cheviot Working Shirts	"	.26
" Extra Heavy Drill Working Shirts	"	.26
" Crusher Hats	"	.19
" Silk Neckties, latest patterns	"	.09
" Rockford Socks	per pair	.04
" Mackintosh Rain Coat	each	1.68
Ladies' Fast Black Hose	per pair	.08
Men's & Women's Handkerchiefs, white & colored, each		.02

Above are merely a few prices, to give you some idea of the saving. Thousands of other articles at equally low prices, prices lower than ever seen or heard of before—all listed and illustrated in Free Catalogue. Positive Guarantee that any goods purchased at any time shall be as represented, that the price shall be lower than you can get elsewhere, that you will be satisfied in every respect, or you may return goods, and your money will be immediately refunded. You don't risk anything. You can't possibly lose a cent by giving this New System of Trading a trial.

Our Method you will find the best in the world. We will show you how thousands of others have already saved money through us, and we will ask you only for a trial, and you can make it at any time you wish, but you must write for the information now.

If You Eat you need groceries. If you have plenty of money and don't care to save, it is all right to continue paying high prices to "old system" traders. But if you need groceries and haven't plenty of money, we are splendidly ready for you. Give us a fair trial—just one—entirely at our risk of loss, if we fail to satisfy and please you.

Your Trial Order must result in one of two ways: either you will be satisfied, find that our representations are true, and continue to save money by ordering from us, year after year; or you will not be satisfied, and will get your money back with all transportation charges paid by us, so you will not be out one cent. When a trial cannot result in a loss, and bids fair to result in a very great profit, isn't it worth your while to at least write for full information?

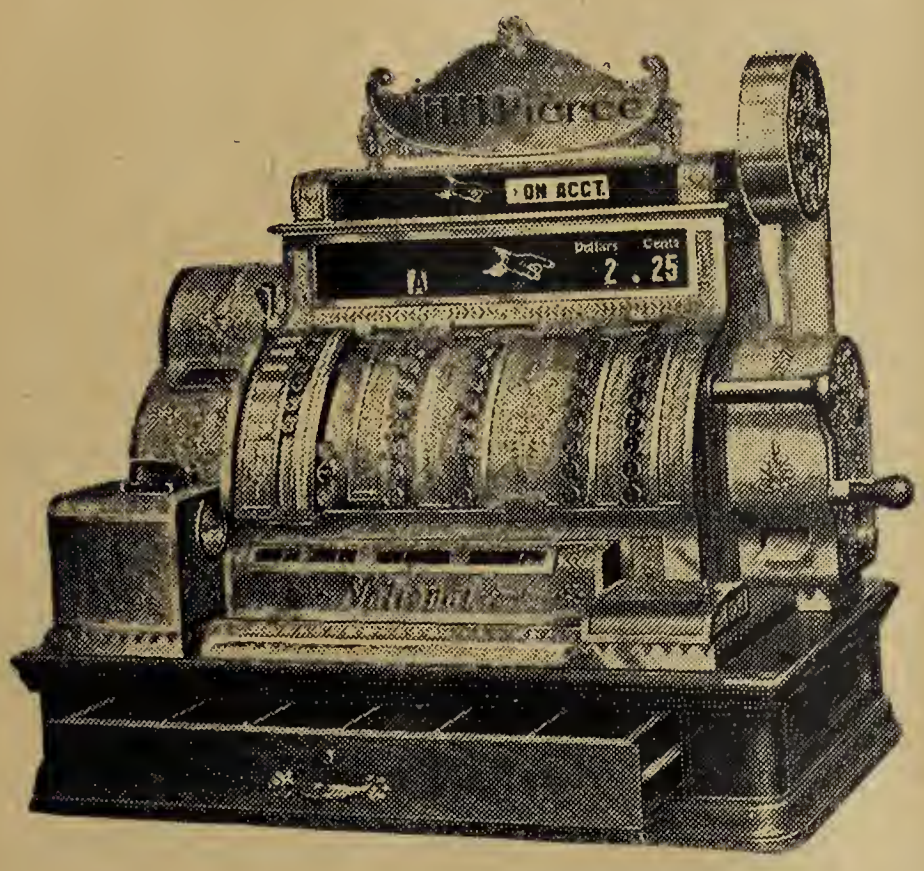
Isn't it Your Duty to yourself, your family, your business, to buy where you can buy cheapest, to spend your dollars where they will bring you the greatest return, the maximum commercial equivalent? We think it is, and it is upon the basis of giving you more for your money than you can possibly get elsewhere that we solicit a trial.

Kaylor, Pa., Cambria County. Not knowing whether you have seen their literature or know anything of them or results obtained by purchasers, even after paying for membership, $2.50.

They get a long price on many items, with membership fee pays them well on first order, but how about a second order when there is no fee to pay?

that the association is incorporated, with an "authorized" capital of $500,000. Notwithstanding this, the concern's name, though it also claims to have been established in 1897, does not appear in Dun's Reference Book.

Knowing is Better Than Guessing



1908 Model Money Maker

This is a new model and is the most complete register ever manufactured. Prints itemized record under lock and issues check. This register is equipped with time printer to print the time of day a sale is made. It also has an autographic attachment for making records of goods wanted.

You can recall several instances when you had misunderstandings with customers.
And you had to let them have their way because you couldn't show them you were right.
You have lost customers because someone in your store depended upon a poor memory.

Don't Guess

thst Mrs. Blank owes you 75 cents.
that you have paid the express bill.
that nobody in your store makes mistakes.
that one of your best customers has not made a payment on her account.

Know at a Glance

what bills you have paid.
how much every credit customer owes.
which customers have made payments on accounts.
who makes mistakes, and which clerk sells the most goods.

A National Cash Register

will enable you to know at a glance these facts and many more.
It makes a printed record of every transaction in your store—"cash sales", "credit sales", money "paid-out", or money "received-on-account."
It will remove all doubt from your business.
620,000 National Cash Registers are in use because they enable storekeepers to know exactly what is going on in their stores—because they pay for themselves in dollars saved.
We make a register suited to your business, no matter how large or small your store or what you sell.

We Make More Than 200 Styles and Sizes

Prices, $15 and Up

EASY PAYMENTS IF YOU WISH

Our Great Guarantee *We guarantee to furnish a better Cash Register for less money than any other concern in the world*

ASK US TO EXPLAIN

and prove to your satisfaction how a National Cash Register will save you worry and money.

The National Cash Register Co.

Dayton, Ohio, U. S. A.

(1)

Fill Out and Mail This To-day

The National Cash Register Co.
DAYTON, O., U.S.A.

I would like to know how a National Cash Register can increase my profits and do the other things you say it will. Sending this coupon places me under no obligation to buy.

Name.....
Business.....
Street.....
City..... State.....
No. of Clerks.....

The local agent named in Mr. Swayze's letter lives at Kaylor, Cambria County, Pa., and his business stationery which Mr. Swayze sends suggests a business man of exceedingly small degree. The Kaylor agent sent the Globe catalogue to Mr. Swayze wrapped in a half sheet of dirty note paper, and tied with black cotton thread, a wide departure from the usual slick and natty methods of mail-order houses. The name of the Kaylor agent is Felice Sciarrata.

The local canvassing work of the Globe Association is done with a cheap circular 4 x 12 inches, which is reproduced.

The catalogue which this $500,000 concern sends out to get business for it is the cheapest of the cheap. The paper is so poor that it crumbles in the hands as its pages are turned. It appears that every consumer who desires to buy goods from the Globe Association must pay a membership fee of $2.50, which to the concern is like finding money, since it doubtless makes a profit on everything it sells.

An examination of the catalogue shows that the association's long suit is the offering of cut-price groceries. In many cases the prices offered as "wholesale prices to members" are far below the cost even in carload lots. Such prices as those are merely quoted for effect, the loss thereby represented being made up on tea, coffee, spices and such things.

Before offering its cut-price assortments the Globe Association hedges as follows regarding its statements of "regular retail prices":—

IN NAMING THE RETAIL PRICES whieh each item in this Grocery Assortment would cost you elsewhere, we have endeavored to be conservative and accurate, but we beg to emphasize the statement that we cannot guarantee that the retail prices printed here are absolutely correct in every case, because there is no established "rock-bound" retail price uniformly charged by retailers on groceries or any other kind of merchandise. To illustrate, the retail price named by the manufacturer on the first item named in our list, a one-pound can of Royal Baking Powder, is 50 cents, and it is usually sold at 50 cents, but if your dealer wants to sell it for 45 or even 40 cents, we know of nothing to prevent him. We therefore name the retail price at 45 cents, believing this to be as near the average retail price charged as we can get it, and we fix our price to Members at 22 cents.

YOU KNOW what you have to pay elsewhere and we are perfectly willing to accept your figures as to what the retail prices in your locality are, merely submitting our list as a guide. But notwithstanding that your dealer is no doubt doing the best he can for you on prices, his expenses and necessary profits and method of doing business certainly make it impossible for him to meet our prices on this Assortment throughout, and we solicit your order on the distinct guarantee that if, when goods arrive, you are not satisfied you have saved your $2.50 Membership several times over, on this single order, you are at perfect liberty to return it to us, at our expense for freight both ways, so that you will not be out 1 cent.

Some of the cut-price assortments of groceries are as follows, the "regular retail price" being exaggerated in almost every case:

$1.99 BUYS THIS $4 GROCERY ASSORTMENT.

	Retail Price.	Our Price to Mem.
5 lbs. sugar, finest white granulated ...	$.35	$.15
5 lbs. rolled oats, best.	.25	.12
5 lbs. flour, best white, patent	.25	.10
5 lbs. table salt, best granulated	.15	.07
5 bars laundry soap, excellent quality	.25	.12
1 lb. coffee, best Java and Mocha	.40	.22
½ lb. tea, excellent English Breakfast ..	.40	.30
½ lb. einnamon	.35	.19
½ lb pepper	.30	.12
½ lb. baking powder.	.25	.15
1 bottle vanilla extract	.35	.15
1 box taleum powder.	.35	.15
1 bottle lemon extract	.35	.15
	$4.00	$1.99
Retail price		$4.00
Your saving		$2.01
Your saving		$2.02

Shipping weight, 35 pounds.

$2.30 BUYS THIS $4.60 GROCERY ASSORTMENT.

	Retail Price.	Our Price to Mem.
5 lbs. sugar, finest white granulated ...	$.30	$.15
5 lbs. corn starch	.40	.18
10 lbs. corn meal (white)	.30	.15
3 lbs. rice	.23	.10
2 lbs. barley	.12	.05
1 glass strawberry preserves	.50	.25
1 quart table syrup....	.30	.12
2 lbs. baking soda	.10	.05
1 lb. coffee, Mocha and Java	.40	.22
½ lb tea, English Breakfast	.40	.26
1 bottle root beer extract (makes 5 gals.)	.25	.13
2 packages yeast foam	.20	.07
3 bars Per. toilet soap	.25	.15
1 box sardines	.25	.12
1 bottle vanilla extract	.35	.15
1 bottle sewing machine oil	.25	.15
	$4.60	$2.30
Retail price		$4.60
Our wholesale price to members		2.30
Your saving		$2.30

Shipping weight, 35 pounds.

$2.95 BUYS THIS $6 GROCERY ASSORTMENT.

	Retail Price.	Our Price to Mem.
5 lbs. sugar, finest granulated	$.30	$.15



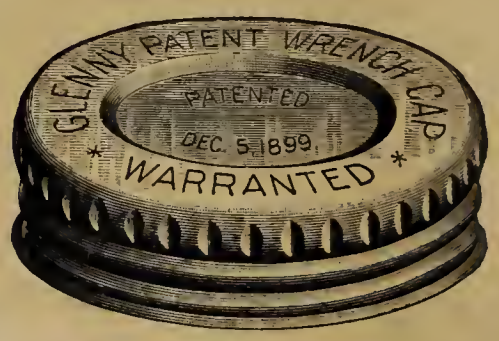
The Broom the Housekeeper Swears By

Have you ever noticed how your customers pick over your brooms, ask questions, and then pick out one and tell you they will try it—to come back later and tell you the corn broke, that it didn't last, and that they don't want any more of the same kind?

If you sell these people a CHIPMAN BROOM you will never have a complaint again, you will never be able to sell them any other kind, and you won't want to, because the profit on the CHIPMAN BROOM is so big.

Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.

The Glenny Wrench Jar Cap



A PURE FOOD, COMMON SENSE FRUIT JAR CAP, made from heavy TIN PLATE, especially treated for us.

It does not require a liner, therefore has none, for the dirt and MICROBES to hide behind.

Packed in cartons of one dozen and from 60 to 120 cartons in a case.

PRICE $1.00 per gross F. O. B. Cincinnati, rubbers not included.

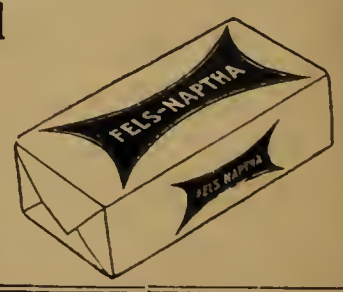
SAMPLES FURNISHED

The Wm. Glenny Glass Co.

Cincinnati, Ohio

It stands to reason

that **Fels-Naptha** soap would not, could not grow so mightily in favor with women all over the United States, with the varied temperatures and waters, unless the soap really contained an ideal blending of the best materials to well and quickly do its work.



Rennet That Makes Good

Rennet ought to do several things:

First, it ought to work quickly—coagulate milk in a very few minutes.

Second, it should have good keeping qualities. Some brands of Rennet work well enough, but spoil on the slightest provocation. That kind of Rennet can't be called good.

Then a Rennet ought to pay a profit to the dealer. To be sure, it can s ill be a good Rennet without profit, but it can't be a good proposition.

Let's see how **James T. Shinn's Liquid Rennet** satisfies these requirements:

First, it is guaranteed to do its work (making junkets, curds or whey) almost instantly—in from two to five minutes. Second, it is guaranteed against spoilage. Third, it is the cleanest Rennet in the United States.

And fourth, it pays you just 100 per cent. profit.

If you can find another Rennet that will do all these things as well, we'll sit back and never say another word.

If you can't find another, then do the sensible thing.

Our U. S. Serial Number is **8955.**

SHINN & KIRK

1400 Spruce Street

PHILADELPHIA, PA.



"FORCE" TRADE

Is Easy to Handle

CUSTOMERS just say "I'll take two boxes of "FORCE" You don't have to talk about it—we do that by extensive advertising.

"FORCE" was the first flaked wheat food sold, and its quality makes it a "first seller" all the time. That's where you come in; and the average profit is 33⅓ per cent.

Sales are increasing all the time. Keep it where people can see it and get the trade we're sending you.



Read the Two Letters

August 31, 1906.

MILLER & ENGLAND,
Philadelphia.

Gentlemen:—We wish to compliment you upon the eight Mahogany Show Cases which you have just installed in the Acker's Quality Shop. The workmanship, style and finish are equal to any we have ever seen, and they have excited universal admiration among the many other attractive features of this salesroom.

You are at liberty to exhibit them to anyone interested in show cases.

Yours, very truly,
FINLEY ACKER & CO.,
FINLEY ACKER, *Pres.*

November 9, 1903.

MILLER & ENGLAND.

Gentlemen:—It gives me much pleasure to commend you for the thoroughness of the work which you did for us in our Market Street Store, and which has excited unusually favorable comment.

Yours, very truly,
FINLEY ACKER & CO.,
By FINLEY ACKER, *Pres.*

Are you not safe in dealing with a firm which can show such letters as these.

MILLER & ENGLAND

No order too big, none too small, to be given our prompt and best attention.

7012-14-16-18 Woodland Ave.
PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.

10 lbs. flour, best white patent	.40	.20
1 lb. coffee, Java and Mocha	.40	.22
10 lbs. laundry soap, good	.45	.25
1 60-foot clothes line	.25	.15
10 lbs. washing soda	.15	.06
½ lb. tea, English Breakfast	.30	.26
½ lb. pepper	.35	.12
½ lb. cinnamon	.35	.19
3 bars perfumed toilet soap	.25	.14
2 tins dry bluing (make 1 gallon)	.25	.14
1 bottle wild cherry phosphate	.25	.15
1 bottle Globe liniment, a guaranteed remedy for wounds, sprains, bruises of man or beast	.50	.23
24 sheets writing paper, commercial note size, and 24 envelopes	.25	.10
1 bottle black ink	.05	.02
1 fountain pen	.50	.19
1 bottle furniture polish, best made	.50	.24
1 bottle cleaning cream, removes spots from carpets, clothing, etc. (guaranteed)	.50	.14
	$6.00	$2.95

Retail price	$6.00
Our wholesale price to members	2.95
Your saving	$3.05

Shipping weight, 45 pounds.

$11.98 BUYS THE FOLLOWING $22.50 WORTH OF GROCERIES

	Retail Price.	Our Price to Mem.
100-lb. bag fine granulated sugar	$6.50	$1.75
2 lbs. corn starch	.20	.10
3 lbs. soda, our own brand	.30	.15
2 lbs. chocolate	1.00	.70
2 lbs. finest shredded cocoanut	.80	.40
2 lbs. pepper, in can	.70	.40
1 lb. cinnamon, in can	.60	.39
5 lbs. Priceless brand baking powder	2.50	2.10
4 oz. lemon extract, good quality	.50	.25
4 oz. vanilla extract, good quality	1.00	.40
3 lbs. cereal coffee, roasted	.75	.45
5 bars pure Roman castile soap	.50	.30
10 bars pure Pine Tree tar soap	1.00	.60
10 lbs. coffee, pure premium blend, roasted	3.00	2.00
2 lbs. choice Gunpowder or Japan tea	1.20	.90
25 bars fine laundry soap	1.00	.67
5 lbs. Santa Clara prunes	.50	.30
5 lbs. selected rice	.35	.10
2 packages yeast	.10	.02
	$22.50	$11.98

Estimated retail price	$22.50
Our price to members	11.98
Your saving	$10.52

Another list of startling prices is as follows:—

	The Retail Price	Our Wholesale Price to Members
100 lbs. finest white granulated sugar	$6.50	$1.75
1 lb. Royal baking powder	.45	.22
15 bars American family soap (Kirk's.	.75	.40
5 bars Ivory soap (Procter & Gamble)	.25	.12
3 bars Sapolio (Enoch Morgan & Sons' Co.)	.25	.10
4 lbs. Gold Dust (N. K. Fairbanks & Co.)	.20	.10
1 bottle Hire's root beer extract (makes 5 gallons root beer)	.25	.13
1 package Rising Sun stove polish	.10	.05
5 packages Uneeda biscuit (National Biscuit Co.)	.25	.12

The following costs $5.44:—

$5.44 invested as follows: For membership in Globe Association, $2.50; for 20 lbs. your choice of soda crackers, ginger snaps, oyster crackers or buttter crackers, 99 cents; for 100 bars our own brand laundry soap, $1.95, will produce for you the following remarkable results:—

Price of membership	$2.50
Value of extra free membership sent if you order within 30 days	2.50
Estimated cost of crackers or ginger snaps if purchased elsewhere (at 10 cents per pound)	2.00
Estimated cost of 100 bars laundry soap if purchased elsewhere (at 4 cents per bar)	4.00
Total estimated retail value	$11.00
For all of above items you pay us only	5.44
Showing a saving to you on your first trial order of	$5.56

The fake in this scheme lies in quoting, with apparent good faith, as "wholesale prices" figures which are 50 or 75 per cent. of wholesale prices, thus making the apparent saving much greater. For instance, in all these assortments sugar is offered at the "wholesale price" of 3 cents per pound, whereas it costs the refiner half as much again to produce it in shipload quantities. Royal baking powder is quoted "wholesale" at 22 cents per pound, far below the actual wholesale price to anybody. Having the consumer well hypnotized with these baits, the Globe Association then proceeds to work him with "Java and Mocha" coffee at 22 cents a pound, and by extortionate prices on other goods in bulk, such as tea, spices, extracts, etc., on which the quality can be more easily concealed.

It would be an extremely good stroke of business for a retail grocer into whose town the Globe Association had intruded to send for one of its cheap assortments. The goods could probably be resold, some of them at least, and the buyer thus made whole. If the qualities are not as represented in the catalogue, compound instead of pure, or misbranded in any way, as the "Grocery World" has a strong idea they would be found to be, then complaint can be made to the Post-office Department or to the Agricultural Department under the Federal food law. The State food law could also be invoked in case there is an agent within the State.



Cleveland, Ohio.

The Cleveland (Ohio) Retail Grocers' Association has taken up the cudgels against the local jobbers, claiming that they sell to private families, to rooming, boarding and clubhouses, also to small restaurants and hotels. Sales to employees by jobbers are also made an issue.

At a meeting of the association last week resolutions were passed protesting that purchases are made from jobbers and manufacturers that are not entitled to wholesale buying, that all this business should fall instead to the retailer.

The following resolution was adopted:—

Be it Resolved, That the members of the Retail Grocers' Association pledge themselves to be more loyal to the wholesalers, manufacturers and jobbers, and beg them to refrain from selling groceries to retail trade, also to abstain from selling to their employees, restricting their sales to retail grocers only.

Further, That the jobber who distributes his goods judiciously will by the good will of the retailer enhance his business very materially in the course of time, which he rightfully merits.

Tennessee.

At the meeting of the Tennessee Association of Retail Grocers, last week, the "Pacific Coast" system of the manufacturer fixing the retail selling price was fully indorsed in the adoption of the following resolution:—

Whereas, The greatest evil in the retail grocery business is the cutting of prices on advertised brands of food products and thereby demoralizing the business in some sections of the State; therefore be it

Resolved, That we commend to the manufacturers the Pacific coast plan, which was adopted by the National Retail Grocers' Association at the Boston convention.

Associations of Manufacturers' Representatives.

At the conference between the Associations of Manufacturers' Representatives, held in Philadelphia last week, it was unanimously agreed that while they were organized independently to handle certain territory they were in reality one organization organized for the protection of manufacturers, wholesale grocers and retailers, and that the main object was to eliminate the many abuses now existing in the distribution of food products. It was agreed that all the associations were to work together in these various matters.

Territories that were to be handled by the different associations were agreed upon. Orders bearing the stamp of any association are to be handled by wholesale grocers under agreements they have signed. Official notice to this effect will be sent to the jobbers by the associations handling the territory in which they are located.

A plan to interchange information between the associations about dishonest salesmen was agreed upon.

A report was made that two or three jobbers in New York were asking members of the associations to pay cartage on goods that were returned by retailers after the retailer had given a bona fide order for the goods. It was unanimously agreed that members of the associations were not to pay any charges on orders that were proven genuine. Those present agreed that every means should be employed by both associations and jobbers to stop retailers returning goods after they had given a bona fide order for same. It was suggested that associations, also jobbers, keep a list of dealers who do not respect or honor their own signature.

The members of the various associations all reported much progress in their working of eliminating abuses that have existed.

Canton, Ill.

The retail meat dealers of Canton, Ill., have adopted and issued the following notice regarding meat deliveries:—

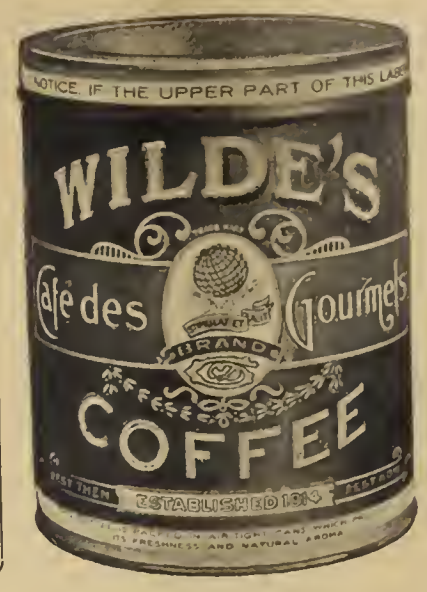
PUBLIC NOTICE.

We, the undersigned butchers of Canton, Ill., have come to the following agreement: For morning delivery, all orders must be in by 10 o'clock. For afternoon delivery all orders must be in by 3.30. Orders coming in after 3.30 P. M. will not be delivered until the following morning. This agreement will not be violated, and will take effect September 16, 1907.

Use Absorbine on Your Blemished Stock.

Mr. M. M. Bell, Jamesville, Va., writes under date of December 14, 1907: "Absorbine is the finest thing that I have ever used. I had a two-year old colt trained the past season. She came home with a bunch on her ankle that I hated to look at. After writing to you and using the Absorbine as you advised me, there is no more bunch. I think as much again of the colt."

Fresh Roasted Coffee



¶ When you buy **Café des Gourmets** Coffee you can give your customers Coffee as nearly fresh roasted as possible. This is due to the fact that immediately after roasting it it is put up in air-tight cans, thus keeping all the fine natural flavor and freshness intact.

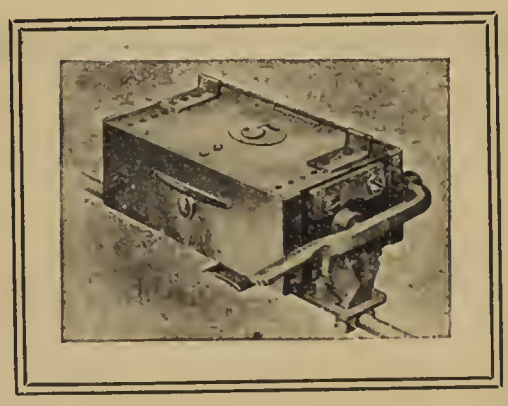
¶ **Café des Gourmets** is a blend of high-grade Coffees so arranged that it will satisfy the taste of your most exacting customers. Once you give it a trial no other Coffee will take its place. It costs you 25 cents a pound and will pay you a nice profit.

SAMUEL WILDE'S SONS CO., Importers

Coffees Teas and Spices

11 DUTCH STREET - NEW YORK

LAMSON ELECTRIC
CABLE CASH CARRIERS
GIVE PROTECTION, QUICK SERVICE AND ECONOMY



Write for Booklet E

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Bldg.

Boston Office
161 Devonshire Street

District Offices in all Principal Cities



Grocery Diplomacy from the Store Boy's Standpoint.

I'm a great interviewer. I like to talk to all sorts of people, from Dr. Wiley, the Government chemist, down, or up, wherever you think the Doctor is in the scale.

When I can't get somebody to talk to I talk to myself, and have occasionally been considered drunk or crazy for doing it.

On a hot afternoon last week I was sittting in a chair in front of a store in a New Jersey town of about 5,000 people.

The store was on the main street, and from my chair I could get a good view of everything doing.

Pretty soon the delivery boy came up. This particular store don't run a team—it delivers by push cart and boy; a darned sight cheaper scheme than a team, by the way, if you can make it do.

The proprietor of the store was in at lunch, and the store boy improved the shining hour by slumping down on a box near me and swabbing his fevered mug.

He looked to be about 15.

After he'd let off a few hot sighs, I said:—

"Well, son, learning the grocery business?"

"No more of it'n I c'n help," he said tersely.

"What's the matter? Don't like it?" I asked.

"Not on your life!" said the boy, "it ain't no kind of a business for me!"

"And yet you're in it," I suggested.

"Only to get me four dollars a week," he explained.

"What don't you like about it?" I asked.

"Aw, yeh have to take too much lip from everybody," he said. "Have to let a lot o' women climb all over yeh, and can't say a word back fur fear they'll buy their stuff summers else."

"Is that the way your boss does?" I asked.

"Bet your life it is!" said the boy in deep disgust. "He ain't no worse'n the rest, though," he added loyally, after a minute.

"Worse'n that, he calls yeh down if *you* do it fur him!" he continued. "He called me down once, but I'll bet he won't do it again. He can take his own part now."

"Tell me about it," I said.

"Oh, it wasn't much," he said, "it was right after I come here to work. There was a woman buyin' sparrowgrass one day when I was in the store. The boss told her the price was 30 cents, but she didn't want to pay it, and assed him wouldn't he let her have a bunch fur 25. She said he needn't give her the best bunch in the lot, but she thought he ought to give it to her fur a quarter. Well, he did, and when I took it up to her house, with a lot of other stuff, she went on somethin' fierce. Assed me what he meant be sendin' her a piddlin' little bunch o' grass like that. I up an' said mebbe it was because she had only paid a quarter when the price was 30 cents. I didn't think that was nothin' to say, but she almost spit on me! Come down here and told the boss I'd give her impidence or sumpin', and he give it to me again! Gee! I told him what I said, an' he said that was all right, but I should keep me mouth shut. You bet I will, too, no matter what the women says about him."

"Did this woman kick about the asparagus to your boss?" I asked.

"Sure she did!" he said, "worse'n she did to me! Brung back the bunch!"

"What did he do?" I asked.

"What'd he do?" he repeated in great scorn, "he went'n picked out one of the best bunches an' give it to her! What d'ye know about that! Think I want to git in a business where you have to do them things?"

"Why, what d'ye think?" he went on, "yesterday a woman called the boss down with a lot of people right in the store! Said he give bad weight! Gee, I thought sure he'd light on her then—why, that's skinnin' her, ain't it?"

"Didn't he light on her?" I asked.

"Sure not!" said the boy, with a splurt of disdain.

"Didn't he say anything at all?" I asked.

"Oh, yes," said the boy, "but it was only some mush about always tryin' to do an honest business. Gee! Know what I'd told her? I'd said 'Here you get the —— out o' here—I ain't a stealin' from nobody!' I'll bet she'd a gone!"

"Yes, I feel sure she'd have gone," I agreed. "But she wouldn't have bought any more goods of you."

"She could go shoot herself for all I cared!" he said defiantly. "I wouldn't want her to if she couldn't treat me better'n no dog!

"That's why I wouldn't have no grocery store," explained the boy, "there's so many of 'em yeh have to black people's shoes to keep 'em comin' to yer store."

Just then the boss showed up and the boy quit me before I had a chance to get his ideas on what a good business was. As for his views of the degree of diplomacy that a grocer has to hand out to keep things sweet—you fellows can have 'em for what they're worth.

THE STROLLER.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

In the dull season of the dullest of all years Johnson's "EVERSHARP" kept sharp and more than doubled their trade.

Jacob R. Hall H. J. Rodenbaugh

J. R. HALL & CO.

Wholesale Dealers in

POULTRY, EGGS AND PRODUCE

FLEMINGTON, N. J., May 20, 1908.

MR. A. W. JOHNSON, New Brunswick, N. J.

Dear Sir:—We take pleasure in saying that we find Johnson's "EVERSHARP" Slicing Machine does *all* you claim for it.

While we have only had it during the dullest season of the year for sliced beef, we are satisfied that it has more than doubled our trade in that article.

We also find new customers coming to the store for the beef, and on account of this we consider it quite a trade winner.

We would advise anybody looking for a slicing machine to examine yours before paying the high price of some other widely advertised machine. We beg to remain

Yours very truly,

J. R. HALL & CO.

To get an "EVERSHARP" and find new customers coming to the store, write to A. W. Johnson, New Brunswick, N. J.

After six months' use Johnson's "EVERSHARP" is good enough for him.

Telephone 242-J

GEORGE C. SMITH

STAPLE AND FANCY GROCERIES

33 Washington St.

MORRISTOWN, N. J., May 22, 1908.

MR. A. W. JOHNSON.

Dear Sir:—A salesman came in here the other day and wanted to sell me the best Beef Shaver in the world. I asked him the price, and he answered $100. I told him I had just bought the best in the world, Johnson's "Eversharp," and didn't pay any such a price as that by a long shot. Then he got mad, but that made no difference. JOHNSON'S IS GOOD ENOUGH FOR ME. I DON'T BELIEVE THEY'RE MADE ANY BETTER. IT HAS INCREASED MY SALES GREATLY. Yours truly,

GEO. C. SMITH.

Johnson's "EVERSHARP" is the world's best—the proof is self-evident.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

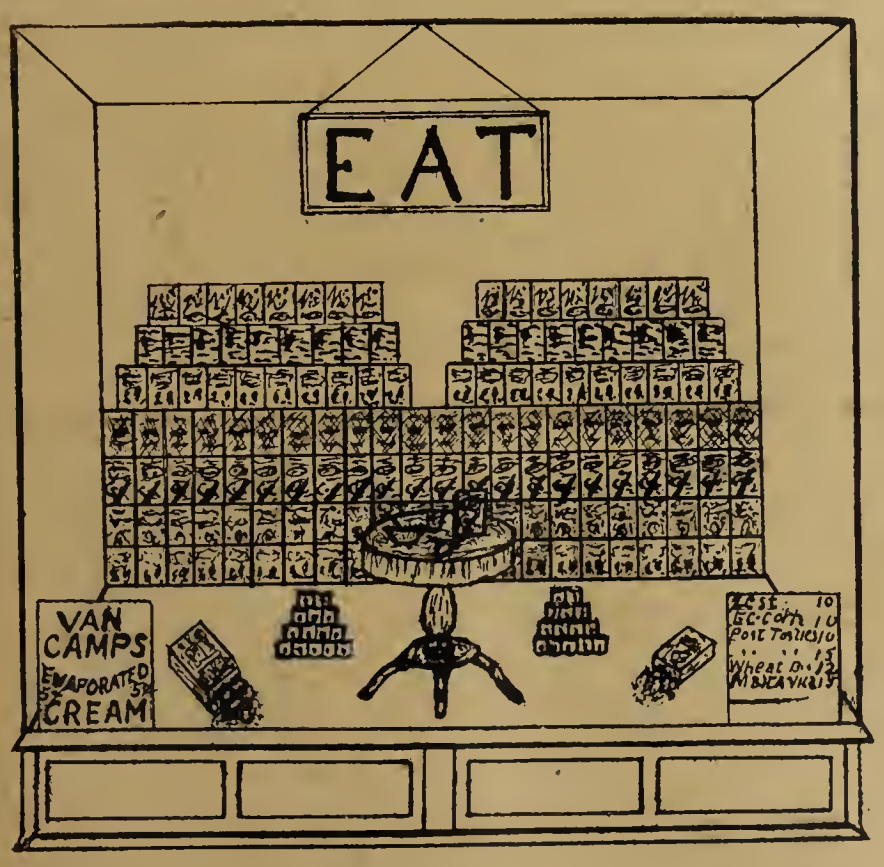
"Eat."

Follow these instructions in decorating your window, and notice your cereal trade booming from its quietness.

Cover the floor of your window with clean white paper.

Place in the centre of the window any small stand or table you may have in your possession covered with a suitable cloth or crepe paper. Place on the table a transparent dessert dish full of strawberries, or some other fresh fruit, a sugar bowl, cream pitcher and a carton of any cereal you wish to introduce.

Build a background with various cereals in some attractive manner. For instance, the first row the 15-cent size "Post Toasties," second "Malta-Vita," third "E.-C." corn, etc., finishing with 10-cent size "Post Toasties," "Zest" or "Shredded Wheat Biscuits," with the pretty dish of strawberries on the carton, forming a partial pyramid with the few last rows.



Place a carton of your cereals on each side of the table, partly emptied on the clean paper, to show exactly what your goods are.

Further back between the emptied cereals and the table place a pyramid of "Van Camp's" evaporated cream, or any other brand of milk or cream you may be selling.

In the both front corners of the window place a card "Van Camp's" evaporated cream and price of same on one, and the various cereals and their prices on the other.

At the top of the glass hang a sign, having printed on in large letters the following: "EAT."

It is not necessary to tell your people what to eat, but after viewing your display they will show you by their purchases what they eat.

Do not allow the fruit in the dessert dish to spoil, but change the fruit often, showing that your cereals and any kind of fruit will make a most delicious dish.

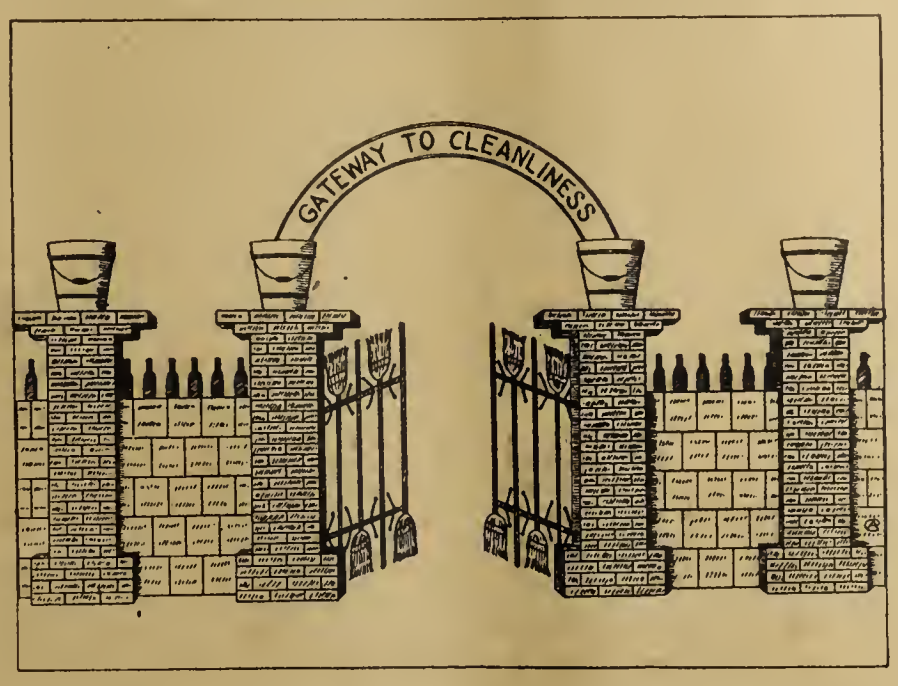
The result of the display will convince you of its merit.

G. A. STROBECK.

Red Lion, Pa.

Gateway to Cleanliness.

This wall and gateway are built about midway between the front and back of the window.



The columns are built of soap. On top of each is placed a bucket.

The walls are made of cartons of Gold Dust. Along the top of the wall are bottles of blue or ammonia.

The gates are made of children's brooms tied to flat sticks. Clothes pins are stuck on these sticks between the brooms.

The arch is made of wood, either painted or covered with paper, with these words painted on it, "Gateway to Cleanliness."

The floor of the window is covered with loose washing soda.

In the back of the window you can display other articles of this kind, such as washboards, scrub brushes, mops, scouring soaps, etc.

E. W. ALEXANDER.

Oxford, Pa.

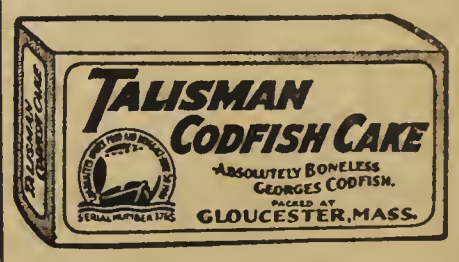


We Could Get More Money

We could get a higher price for *Waldorf Lemon and Vanilla* extracts, but we wouldn't sell so many, and we prefer the wider business. Several brands of extracts are sold for more than *Waldorf*, but not one is better—it can't be better. Most are not as good.

Waldorf Extracts are extracts de luxe—pure, strong, yet delicate—the kind no cook will be without once she tastes them.

Hetfield Ex. & Mfg. Co.
370 Greenwich St., New York



No Better Swims

¶ Nine-tenths of the codfish lovers among your customers will become steady consumers of **Talisman Codfish Cake** if you will put it where they can see it and get to know about it.

¶ Genuine Georges Codfish, medium size and tender, packed in one-pound cartons, first wrapped in waxed paper and sealed in a heavy wrapper. Packed in hinged display box which makes a real counter ornament.

¶ Nobody can possibly sell or get any better codfish than this, because there is none.

SWIFT & COMPANY

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

National Wholesale Grocers' Association in Convention.

(Continued from page 11.)

attention of manufacturers of the the large staple items in our line of business.

When we call their attention to the injustice of selling direct to 10 or 15 per cent. of the retail trade at less than the large majority of the retail trade, 85 or 90 per cent., can buy the goods for, they generally admit the fairness of our position and declare that they consider the wholesale grocers their legitimate and most economic distributers and would favor an arrangement that would operate to the mutual benefit of manufacturers and jobbers.

We have to report that some manufacturers have already recognized the claims of your committee and have adopted the wholesale grocery trade as the exclusive medium for the distribution of their goods, and your committee report that the result of this arrangement so far has been more than satisfactory to the manufacturer and wholesale grocer and retailer.

We recommend that when any manufacturer thus recognizes the principles of the National Wholesale Grocers' Association by making the jobber his legitimate distributer and refuses to sell direct to 10 or 15 per cent. of the retail trade at less than the 85 or 90 per cent. of the retail trade can buy the goods for, that these manufacturers should have the co-operation and support of every member of this association, and with that in view your committee have arranged with several of the manufacturers to address you on this subject at this time.

The Food Committee, consisting of Frank H. Madden, T. F. Whitmarsh and F. R. Drake, reported in part as follows:—

One important thing accomplished in this direction was the grant of the extension of time in food inspection decision No. 76, permitting the trade to continue for the year to handle goods prepared with sulphur and with benzoate of soda. In the various States the committee, through secretary and counsel, have urged the adoption of uniform laws and regulations by food commissioners throughout the country. During the year the Legislatures of Oklahoma, Massachusetts, Rhode Island, New York, New Jersey, Maryland, Virginia, South Carolina, Kentucky, Mississippi, Ohio and West Virginia have been in session, and in these various States bills requiring the dating of packages of foods, declaration of ingredients and percentages, and the statements of weights and measures have been introduced. These have been uniformly opposed and no one of them has become a law. The bills as to dating were opposed upon the ground that they imposed a great hardship upon manufacturers, wholesalers and retailers, with no corresponding benefit whatever to consumers.

The report of W. T. Chandler, of Chicago, as chairman of the Committee on Reciprocal Demurrage, was as follows:—

The necessity for a reasonable demurrage charge by the railroad company is generally admitted and its enforcement has no doubt corrected many formerly existing abuses for which railroad companies and shippers were mutually responsible. In view of this successful outcome, it would appear fair and reasonable that the same principle might remedy some of the evils of which the commercial interests have just cause for complaint.

The application of reciprocal demurrage should, and naturally would, have the effect of compelling from railroad companies increased efficiency, not only benefiting the shipping public, but the railroads themselves. Under the only known pending proposition to that end, the Madden Bill proposes demurrage charges by the carrier and certain forfeits by him, and the power to operate it is placed with the Interstate Commerce Commission.

The chief objection your committee sees in this bill is that all classes of freight shall be carried at an average rate of not less than sixty miles per twenty-four hours, which would tend to reduce the movement to one common and slow level. It might be better to leave that determination to the commission. In the opinion of your committee, the main point for which we should contend is the broad, general principle of reciprocal demurrage, which both parties might well indorse and support. In the end it would conduce to greater efficiency and greater economy of service.

Ths Committee on Sales Discounts recommended the following uniform schedule, to be adopted by all jobbers.—

Sixty days or 1½ per cent. in ten days—Domestic canned goods, soap (laundry, scouring and toilet); coffee (except outside proprietary brands of package goods); spices (ground); tea in less than original packages); flavoring extracts; pipes.

Imported Butter and Tinned Goods.—One hundred and twenty days, or 3 per cent in ten days—Teas in original packages. Thirty days, or 1 per cent. in ten days—All goods not otherwise specified.

Optional—Tobaccos, cigars, cigarettes.

The committee in charge of the effort to secure a uniform canned goods contract reported in substance as follows:—

Our committee considered the question as to how to present this matter to the Cincinnati convention of canners. It was decided that the chairman should make the opening address and be followed by Mr. Wilcox and Mr. Gardner. The attendance at the meeting of the convention was very large, probably 400 or 500. They gave the most careful and respectful attention to all that the committee had to say.

The discusion of the subject was very thorough and good natured. The canners' committee insisting that under no circumstances would they recommend to their convention a contract which contained a clause guaranteeing any percentage of delivery, much less one containing a reciprocal clause such as we had inserted. As we could come to no conclusion at that session, the canners' committee were asked to prepare a contract and present it for our consideration on the following morning, which was done.

We told their committee, after considering their form of contract, that it was impossible for us to accept it and requested them to have a special committee appointed by the convention to consider this subject with our committee and try to arrive at some compromise. They positively refused to do this. Our committee decided that it was useless to further extend the conference, and as the hour for the adjournment of the convention was close at hand, we stated to them that we could not accept a pro rata form of contract and that rather than to have that form go before their convention we would prefer that a report of disagreement should be made. We were unable to learn why they were unwilling to have a committee appointed to confer with us at some later date, when the subject could be given the attention it deserved.

Your committee very much regret their action, as we believe that while it would probably be impossible to get any committee whom the Canners' Association might appoint to agree upon a reciprocal form of contract, we do believe that some general form might be agreed upon.

At the conclusion of this report the following resolution was adopted:—

Resolved, That the report of the Committee on Contracts be accepted and approved, and that the committee be given power to act for the National Wholesale Grocers' Asso-tion in approving and adopting a contract covering purchases of Pacific coast dried fruits, nuts and beans, and that it be and hereby is declared the firm conviction of this convention that members of this association should not purchase these products on any contract the terms of which are less favorable that that approved by said committee.

The committee on soap and free soap deals reported as follows:—

The chairman, with the co-operation of Secretary Mehlhop, of the Iowa-Nebraska Association, and Director J. S. Brady, of the National Association, together with several wholesale grocers of Iowa and Nebraska, met the representatives of five of the prominent and controlling soap factors of the West at a meeting in Omaha. After a day's discussion it was fully understood that these factors, each for himself, would abolish free deals and prescribe a jobbers' selling list for their product.

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

One of *the* Finest

A FANCY, LIGHT, CLOUDY COLOR

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE AND 209 N. WATER ST. (PHILADA.)

Gilt Edge Table Syrup

This popular brand of Syrup now made heavy body, suitable for warm weather.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

The chairman, together with his colaborers, in an effort to bring about this desirable reform, were greatly encouraged at the result of the meeting and supposed naturally there would be no trouble in securing co-operation. To our disappointment, however, one of the leading soap manufacturing firms refused to abolish free deals, urging the usual argument that they could use it to reduce prices in one section, while maintaining them in others on same list price. The wide distribution of soap manufacturers, covering the whole territory of the National Association, renders it difficult, if not impossible, for your committee to obtain the consent of abolishing free deals over such widely extended territory. Your committee believes that some action on the part of the membership of the National Association, which now claims to control 80 per cent. or more of the distribution, is necessary in order to give the committee opportunity of ultimate success in abolishing the practice.

If the membership would insist, as a condition for handling the soaps of any manufacturer, that the factors would agree to eliminate the free deals from their business, it would bring the matter to a square issue and put your committee in a position where they could work for a general abolition of the free deal abuse. The weight of our influence should be thrown against its continuance.

The committee on inducing manufacturers to refrain from subsidizing jobbers' salesmen reported that the American Tobacco Co. had complied with its request.

During Thursday's session Charles S. Crary, president of the National Canners' Association, addressed the convention on the mutual relations of jobber and packer, touching on the canners' refusal to accept the jobbers' form of contract. He spoke in part as follows:—

The wholesale grocer has elected to be the important middleman in the distribution of food products between the manufacturer and the consumer. He has constituted himself as the logical clearing house for the packers' products, and the packer, recognizing the benefits of the jobbers' well organized system of distribution, will avail himself of it just so long as the toll charged is a reasonable one, and just so long as the jobber confines himself to the business of distribution and does not enter the field as a competitor of the packer. When a packer has seen his own trade on a given brand of goods dwindle from year to year, finally to be displaced entirely by the jobber's brand, the reputation of which has been built up by the assurance that it is "just as good," he at last awakens to the fact that he should confine his efforts exclusively either to his own brands or that of the jobber, and if he decides to handle his own, this means a reorganization of the selling end of his business and the establishment of his own plan for distribution.

A close relationship between the individual packer and jobber exists only by virtue of their co-operation in the distribution of the packers' brands. Take away that relationship and the packer has lost the incentive for enthusiasm and painstaking effort. When a man identifies himself with any business, if that business is to get the best there is in him, he enters upon it as a life business, and to make it amount to anything must build for himself.

The personality of the seller and his known disposition to meet his contracts fairly are in reality more vital to you than the contract itself. the Contract Committee from your association which paid us a visit in Cincinnati last February was, doubtless, disappointed because there was not shown a keener disposition on the part of the canners to agree with them on a uniform contract.

There seemed to be a feeling prevalent among the canners that the matter of contracts was largely a personal one, and for that reason that it would be quite impossible to get together on important points.

The selling of goods by a packer under his own label and the buying of goods by a jobber unlabeled are two entirely separate and distinct propositions.

No particular form of contract could be established as a hard and fast rule.

The packer who puts out a line of fancy goods under his own brand always knows that the quantity of high-grade stock he is to harvest is uncertain, and there should certainly be no criticism on the part of the distributer if he cares to handle the packers' goods at all, in taking them on a pro rata contract.

The question of the lack of good faith in making deliveries under pro rata contracts on packers' brands does not arise as it would if the goods were bought unlabeled, because the buyer knows that the packer will strain every point to the care of his own trade name.

Now, the jobber wishes to buy goods for his label and naturally he is the one to take the initiative in the transaction. He wants a given quantity of goods, and it is just as much out of reason for the packer to attempt to change this buyer's specifications as to his requirements as it is for the jobber to attempt to dictate to the packer how and under what form of contract he should sell his goods.

If seller is willing to contract for the delivery of 10,000 cases of standard goods on a contract with 80 per cent. delivery guaranteed, then instead, let the contract be placed for 8,000 cases with a guarantee of full delivery, and make a closed contract of it.

Walter A. Frost, president of the National Canned Goods and Dried Fruit Brokers' Association, also delivered an address along the same line.

The committee which has been endeavoring to get together with the California dried fruit men on a form of uniform contract also reported on Thursday. This matter has been previously discussed in the "Grocery World." The committee reported that several conferences had been held with the Californians, and related at length the various details of the jobbers' objections. The committee reported that no agreement had been reached as yet.

In the evening a banquet was held, at which Charles H. Treat, United States Treasurer, was the chief speaker. His address was mainly devoted to a discussion of the panic and its causes.



Fisher, Bruce & Co.

Headquarters for

FRUIT JARS

MASON PORC.-LINED
BANNER WIDE MOUTH
LIGHTNING

Extra Caps for Mason P. L. Jars

RUBBER RINGS
for all the standard makes Fruit Jars

Tin-capped Glass Jellies and Tumblers

Best Quality—— Lowest Prices
Prompt Shipments

FISHER, BRUCE & CO.
IMPORTERR AND WHOLESALERS
Crockery, China, Lamps and Glassware
221 Market Street } PHILADELPHIA
210 Church Street }



Special Things to Advertise

Did you ever think what a fine thing it was for any business to have special things to advertise—things to kindle interest—to take the store out of the tiresome commonplace where it appears like any other grocery store?

Gurnse Butter is one of these. It is a fancy dairy print butter, made in our own dairies, watched and tended and rigidly inspected until it is wrapped in brine-dipped paper and packed in ornamental cartons.

You can ring the changes on **Gurnse Butter** as a leader in a way never possible with ordinary butter.

And it will always stand up for every claim you make for it; that's the best part of it.

Packed in 30 and 50-pound boxes—pound and half pounds—29 cents
Prices subject to market change.

P. F. BROWN & CO.
39 S. Front St., Philadelphia, Pa.

Dr. H. W. Wiley, Government chemist, also spoke, the theme of his remarks being that the jobbers had better obey the existent food laws, unless they wanted still severer laws passed.

A number of manufacturers who addressed the convention informally during the day said they would be more in favor of cutting off retail organizations if the jobbers would cut out their private brands.

FRED. H. HUMPHRIES.

NOTE.—The report of Friday's session could not be obtained in time for publication this week. It will be summarized next.—ED.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

REGARDING OIL.

From now on you'll have a demand for table oil. We have two brands of Italian olive oil in cans and two in bottles. The cans pay a little better profit and people have a notion that it's more economical. The one-half gallon at $1.40 is the popular seller. We know of none of higher quality. It is positively virgin goods. In other words, first pressing. In dealing with close people be careful you don't become tempted to sell the domestic for imported. Every bottle of oil you sell instruct the buyer to remove the cork, wipe the inside of the neck and invariably use the new cork that you give them. Push "Our Own Brand" in bottles.

COOKED GOODS.

Every year we are helping more and more to do away with home summer cooking. Now is the time to talk Delicatessen. Cooked meats of all kinds to slice, salads of all kinds by the pound, stews, soups, beans, etc. Women pretend they prefer their own, but it's only a pretense. Last summer's sales proved this. Introduce your customer to this department. Explain the wonderful convenience of enjoying a cold roast beef dinner without the annoyance of cooking it, and particularly without the thought of having to "use up" the rest of the roast.

THE GALLON APPLE SCHEME.

You know we're loaded with gallon apples and the bottom has fairly dropped out of the wholesale price. We're going to cut these and sell them by the pound at 5 cents. You say it's a poor time to do this with so much fresh fruit in the market. Forget that. Apple pies and apple cake, and even apple sauce, is always in order. A big glass punch bowl will be placed on the grocery counter filled with these apples and we want you to sell one every day. A ½ cent commission on every pound sold.

NATIVE BERRIES.

Beginning Monday we'll have strawberries every day from Simpson's farm. Nothing finer came to the city last year. We have contracted for all he'll raise, so keep up your standing order campaign and talk about the size and sweetness and delicious flavor of these rare Cumberlands. They will bring a couple cents more than the common berries, but the difference is in the fruit. We will have the cream of the crop and no one is going to grudge the couple extra pennies. It's the same old story—quality counts.

SPEAKING OF QUALITY.

The man who can talk quality and get his price is the salesman. Not a cold "The Best," but a good strong intelligent argument on why the thing is the best. When President Roosevelt springs an argument on a man or an audience he tells why. He presents facts. So you must go into a few details, giving your reasons for saying that such and such a thing is worth more than the other thing. We do the backing up. We "deliver" the quality you describe.

Obstacle to Food Law Enforcement in Washington.

Under a ruling made during the week by the Police Court in Washington, D. C., all convictions obtained by District health officers for violations of the pure food law since the passing of the act of 1906 are void. The court held that all such prosecutions should originate in the Department of Agriculture. By the act of 1898 health officers were empowered to analyze samples believed to be adulterated. These samples were to be held by the chemist of the health office thirty days, in which time the defendant could make application for portions of the same to have an analysis made by his own chemist. In the act of 1906 it is declared that all samples and articles on which prosecutions are to be based shall be collected by inspectors of the Agricultural Department and the District health officers, and such samples are to be turned over to the Bureau of Chemistry of the Agricultural Department for analysis. If analysis discloses a violation of the law, the Agricultural Department is to notify the United States District Attorney, who shall bring the suit. Prior to the passing of the act of 1906 prosecutions under the pure food law were wholly in the hands of the District health officers. Since the passing of that law both the Department of Agriculture and the health officers have been making analyses and bringing suits. Judge Mullowny held this practice illegal, as it made it possible for both the Department of Agriculture and the District health officers to prosecute a defendant for the same offense. There being a conflict of the laws, he held the later law repealed the former act, and health officers had no authority to analyze samples and begin prosecutions. The ruling was made when Judge Mullowny dismissed a case brought by the health officers against William F. Burns, a grocer, charged with selling impure milk.

You have a lot of customers who annoy the life out of you. Head them off with Forbes' indexed coupon books. See advertisement.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: K., Virginia.—Kindly inform me if I can legally use a circular for advertising purposes printed in the form and similar to a bank note or the United States flag, and can I print an advertisement on a flag?

Answer.—You cannot do this with a bank note, but you can with a flag. The Federal Act of February 5, 1867, Ch. 26, 14 Stat. L. 383, forbids any person to "design, engrave, print, in any manner, make or execute, utter, issue, distribute, circulate, or use," any business or professional card, notice, placard, circular, handbill or advertisement in the likeness of any National bank note, or to write, print or otherwise impress any advertisement or notice upon any such note. The penalty is a fine of $100.

This being put into a little simpler language means that you cannot legally use, either in advertising or in any other way, a facsimile of a National bank note. Also, you cannot print any advertisement upon a bank note.

The use of advertising in connection with the American flag is usually regulated by State statutes. I find nothing in the statutes of Virginia to prevent it.

Norfolk string beans average $1.75 per crate and North Carolinas about the same. The demand is fair.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—I will sell my grocery stock and rent the store, 20x65, with modern dwelling, at $25 a month. Stock about $1,200, fixtures $300. Sales last year $10,000. "Good location." Cause of selling, ill health. H. M. Erb, 821 Washington St., Allentown, Pa. 24

FOR SALE.—General store in one of the best mining towns in Pennsylvania. Population 5,000. Stock and fixtures $4,000. Can be reduced some. Cash receipts yearly $16,000. Good location and second oldest store in town. Established 35 years. Reasons for selling furnished to any one meaning business. Property for sale or rent Address Lock Box 12. Williamstown. Pa. 24

FOR SALE.—Fine detached store and dwelling. Lot 30x118. In town with population of 1,200; one mile below Darby. No opposition. For meat and provision business. Price, $5,000. Easy terms. Wilson & Richards, Collingdale, Pa. 23

FOR SALE.—One of the best dairy stores in New York city, on Eighth Ave., now doing a large and prosperous business; fullest investigation invited Reason for selling, going into wholesale milk business. Price, $1,500. Lambert's Farm Dairy, 2647 Eighth Ave., New York City. 24

FOR SALE.—One McCaskey Register; 200 accounts; in first-class condition; $45. This register as good as new. Lambert's Farm Dairy, 2647 Eighth Ave., New York City. 24

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

FOR SALE.—One Rival Peanut Roaster (Bartholomew make); used three summers. Have purchased larger roaster. P. O. Box 69, Greencastle, Pa. 23

FOR SALE.—A grocery stock, fixtures, store and dwelling. Stock is clean and fresh, new goods. Dwelling has all modern conveniences and contains 13 rooms. Size of lot, 80 feet by 200 feet. Warehouse and stable attached. If you would know a good thing when you see it, we have got it. Address Dan'l C. Bahr, 300 E. Bacon Street, (Palo Alto) Pottsville, Pa. 23

FOR SALE.—Grocery fixtures for sale: Large refrigerator; Walker bin counter; Walker bins and shelving; two 5-bbl Bowser oil tanks; one computing scale; two Troemner scales. We have other fixtures. All in first-class condition. Will sell cheaply. B. J. Lynch. Olyphant, Pa. 26

FOR SALE.—Grocery and meat store. Cheap. Reason for selling, owner leaving city. Apply J. S, "Grocery World," Philadelphia. 23

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price Inventory. Take around $800. Dwelling.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22x60. Does $500 weekly, all cash. Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18x36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

No. 360.—In West Philadelphia. Groceries, meats and provisions. Size, 17x30 feet. Does $400 to $500 weekly, half cash, balance weekly and monthly. Stock, $6co. Owner takes out $40 weekly, beside living expenses. Uses one team. Good dwelling attached. Owner is going into the saloon business and will sell at inventory. Will take around $1,000. This is a splendid money-making proposition.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20x30 feet. Does $125 weekly, half cash. Stock, $1,000. Clean net profits, 15 per cent. Dwelling connected for sale. Owner has Government position and cannot give attention. Will sell at inventory. Will take around $1,500 for stock and fixtures and around $2,500 for the property. Full investigation.

No. 363.—In West Philadelphia. Groceries, meats and provisions. Store 17x38 feet. Does $17,000 to $18,000, two thirds cash. Stock $500. Net profits 10 per cent Good 10-room dwelling connected for sale Uses one team. Owner has seashore hotel and wants to give it his whole time. Take $2,500 on the property and inventory for stock and fixtures. Established 10 years ago and a very successful business.

No. 365.—In West Philadelphia. Groceries, meats and provisions. Size, 18x30 feet. Does $300 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything Stock about $900 This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The Ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell fixtures at $550 and stock at inventory. Will take all told about $1,400. Fullest investigation. In order to guarantee a business of $300 per week, seller will deposit $100 as a forfeit for the buyer's protection.

No. 366.—In North Philadelphia. Groceries, meats and provisions. Size, 20x50 feet. Does $400 weekly, all good trade. Stock about $800. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around $1,500.

No. 367—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does $200 weekly. Stock $300 to $350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about $500.

No. 369.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18x25 feet. Does $250 weekly, two-thirds cash. Stock $700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around $1,000.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24x60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $2,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

A BARGAIN IN SPITE OF THE RENT

We offer grocery, meat and provision in the very choicest part of Columbia Avenue, Philadelphia. Size, 22x40 feet. Does $30,000, good part meats and truck. Net profit on groceries, 10 per cent.; on meats and truck, 30 per cent. Stock about $1,000. The store is a splendid money maker. Owner is a widow who wants to retire. It has been established forty years. Rent $100 per month, store and dwelling, but business easily warrants this. Will cost, at inventory, around $1,500,

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SITUATION WANTED.

WANTED.—Three months' position with specialty or manufacturing concern to travel for same, by good specialty man, through Central Pennsylvania. Well acquainted with the retail and jobbing grocery trade. Address G, Ashland, Pa. 23

WANTED.—Grocery clerk wants situation. Active, intelligent young man, with thorough knowledge of the business. At present employed. Ten years' reference. Thomas Donovan, 1020 Wallace St., Philadelphia, Pa. 25

WANTED.—Would like a position as demonstrator. Am a graduate of Philadelphia High School. For the last 18 months have been a canvasser for Strayer's Business College. Sarah E. Whitaker, 23 First Ave., Collingswood, N. J. 24

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street. Philadelphia, Pa.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

BUSINESS LEAKS

Plenty of them in your store—and every day, too. Why not know which clerk is responsible for those costly errors? The Standard Cash Register positively locates and prevents them. Write for information as to some things the "Standard" will do.



STANDARD CASH REGISTER COMPANY
40 Chestnut Street - Wabash, Indiana

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. June 8, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel	$2.00 per bunch
Selected, 9 hands, packed 1 in barrel	1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.25 per bunch
Selected, 8 hands, packed 2 in crate	1.20 per bunch
Selected, 8 hands, packed 3 in crate	1.15 per bunch
Selected, 7 hands, packed 1 in crate	.90 per bunch
Selected, 7 hands, packed 2 in crate	.85 per bunch
Selected, 7 hands, packed 3 in crate	.80 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA PINEAPPLES.

Fancy Red Spanish, 24s	$3.00
Fancy Red Spanish, 30s	3.00
Fancy Red Spanish, 36s	2.75
Fancy Red Spanish, 42s	2.50
Fancy Red Spanish, 48s	2.25

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$3.25
Choice Messina, 300 size, per box	3.00
Choice Messina, 360 size, per box	3.00
Extra Fancy Large, 150 size, per	1.75

CALIFORNIA WASHINGTON NAVEL ORANGES.

Fancy quality, 96 and 112 to box	$3.50
Fancy quality, 126 to box	4.00
Fancy quality, 150-176 to box	4.25
Fancy quality, 200-216 to box	4.25
Fancy quality, 250-288 to box	
Extra choice, 96-112 to box	3.00
Extra choice, 126 to box	3.35
Extra choice, 150-176 to box	3.75
Extra choice, 200-216 to box	3.75
Extra choice, 250 to box	3.50

FANCY MEDITERRANEAN SWEETS.

Fancy quality, 96-11 to a box	$2.75
Fancy quality, 126 to a box	3.50
Fancy quality, 150-176 to a box	4.00
Fancy quality, 200-216 to a box	4.00
Fancy quality, 250 to a box	3.50

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box	$2.50
Fancy Quality, 126 to box	2.75
Fancy Quality, 150-176-200 to box	3.60
Fancy Quality, 216-250 to box	3.60
Fancy Quality, 288-360 to box	3.00

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	3.00
Fancy quality, extra large, 270 to box	3.00
Choice quality, 240 to box	2.75
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65

GIVE SOME ATTENTION TO THE MONEY MAKER

Fine fruit not only brings people into your store but if you buy the right goods at the right prices you make splendid profits.

We will show you how to make money on fruit if you will get in to see us.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Fly Ribbon
THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN ::: ECONOMICAL ::: SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, $4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributers for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocba Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.16
"B" Santos	.15
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.10½
No. 2 Rio	.09
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00
Seven Day, 100 lbs. to case....per case	11.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Ooleng	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	1.03
Wagner's, 3 lb., sauce, 2 doz	1.08
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.25
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.50
Pin Money, standard early June, 2 doz	1.00
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.90
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.43
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.91
Standard, 3s, 2 doz	.85
Gallon, ½ doz	2.75
Fair Quality, 3s	.80
2s, 2 doz	.65

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	2.25
Star, ½ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.10
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
¼ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
½ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Leon D'or Brand, 100 cans	4.00
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.50
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	
Pie Peaches, 3 lb., 2 doz	1 25
Pears, 3 lb., 2 doz	1.20
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	1.15
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.35
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.70
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.09
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.10½
Best, 25 lbs	.12½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.17
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	.08½
40- 50, 25 lbs	.08
50- 60, 25 lbs	.07½
60- 70, 25 lbs	.07
70- 80, 25 lbs	.06½
80- 90, 25 lbs	.06¼
90-100, 25 lbs	.05
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	
Seedless Sultana, 50 lbs	.07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb. packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.78
Fine Dairy, 3s, 100 to bbl	2.64
Fine Dairy, 4s, 70 to bbl	2.53
Fine Dairy, 5s, 60 to bbl	2.52
Fine Dairy, 8s, 35 to bbl	2 38
Fine Dairy, 10s, 28 to bbl	2.38
Worcester, 2½s, 115 to bbl	4.00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt....per cwt.	.95
Shaker, 2 doz. in case....per case	1.60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.50
Lady Washington Beans, about 200 lbs. to bag	2.60
Green Peas, dried, about 165 lbs. to sack	2.55
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.25
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O	.30
Julian F. Bradshaw's Molasses, No. 44	.32
Cheapside Molasses	.28
Black Strap Molasses	.18
Gilt Edge Syrup	.31
Gold Medal	.31
King Syrup	.31
OrangeBrandSyrup	.33
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	At very lowest prices day order is received.
Cut loaf	
Powdered	
XXXX, powdered	
Cubes	
Fine Granulated, American	
Fine Granulated, 100 lb. sacks	
Confectioners' A	
No. 1, A	
Light Yellow	
Fine Granulated, 2 lb. bags	
Fine Granulated, 5 lb. bags	

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3.85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.25
Star, 4 doz	4.20
Dime Brand, 4 doz	3.60
Lion, 4 doz	4.25
Premium, 4 doz	3.95
Hires' Silver, 4 doz	4.35
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	3.95
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.25
Our Pet, baby size, 6 doz	2.80
Pecrless, small size, 4 doz	1.80
Peerless large size, 4 doz	3 20
Columbia, 4 doz	3.30
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freigbt paid, witb 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3.90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	100	3.75
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flasb, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.40
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.85
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fanoy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen, per case,	2.90
Quarts, 2 dozen, per case,	2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fanoy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.30
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	32.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, thin, count 300@400	18.00
Norway, count 400@450	22.00
Norway, count 300@350	26.00
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	**Per lb.**
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middies, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.33
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fouchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twalo	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fanoy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	**Per doz.**
Allspice	.75
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.75
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.95
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

	Per doz.
Asparagus—	
Mam. white 2⅛s, unpeeled Calif.	5.75
Medium green 2⅛s, Calif	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5⅛-in. cans, fancy New Jersey	1.60
5⅛-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 2s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.80
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.80
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.80
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2.75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb
Seeded Raisins—	
Fancy, 1-lb. cartons	.09¼
Smyrna Sult., fancy, 6 cr., 80 lbs	.15
Smyrna Sult., choice, 4 cr., 80 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08
California, 3 cr., 50 lbs	.07
California, 2 cr., 50 lbs	.06½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2⅝-in., 10 lbs	10
2⅞-in., 12 lbs	
2⅞-in., 12 lbs	.09
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.06¾
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05¼
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.07½
40x50, choice	.06½
50x60, choice	.06
60x70, choice	.05½
70x80, choice	.05
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in 25-lb boxes.	
Fancy 40x 50	.11¼
50x 60	.10¼
60x 70	.10
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.07½
40x50	.07
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs	.12
Extra Choice Muir	.11½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.13½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Rednced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ⅛s, accord'g to qual.	19.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
tter, all grades	7
eese	27
rd, Swift & Co.	44

DECLINES.

	Column.
California Canned Fruit	10
Barley	30
Japan Rice	51

ADDITIONS.

	Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	56 "
Onions	55 "
Shellbarks	42 "

	COL.
arm Cash Drawer	33
um	47
mmonia	3
mmunition	6
le Grease	3
gs, Paper	42
g and Twine Holders	33
king Powder	3
rley	3n
skets	63
th Brick	59
ans	29
cking, Shoe	4
uing	7
orax	47
rooms	61
rushes	63
uckwheat Flour	29
ung Borers	38
utchers' Sundries	44
utter Dishes	62
utter	7
tter Color	47
amphor	47
andles	26
andles	7
anned Goods	8
California Fruits	20
Vegetables	8
Fish	22
Pie Fruit	2n

	COL.
Sardines	23
Meats	23
Soups	25
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	26
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	27
Chewing Gum	52
Cider	30
Clothes Pins	62
Cocoanut	22
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	2n
Cream	2n
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22

	COL.
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	22
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	32
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60

	COL.
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	26
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	3n
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30

	COL.
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Pudding	31
Putty	48
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	30
Root Beer	53

	COL.
Rope	59
Rosin	48
Sago	30
Salad Dressing	52
Sal Soda	52
Salt	52
Sapolio	55
Sardines	23
Sauce and Condiments	52
Sauer Krant	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	25
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64

	COL
Sugars	1
Sulphur	48
Sundries	59
Syrups	60
Tacks	59
Tapioca	3n
Tar	49
Teas	1
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	61
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	48
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	41
Wringers, Clothes	
Woodenwars	62
Witch Hazel	48
Yeast Cakes	63

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SUGAR.

Confectioners' Lozenge, XXXX	5.60
" Powdered	5.50
" Crown A	5.80
" Crystal A	5.45
" Coarse Granulated	5.55
Eagle Tablets	6.75
Crystal Dominoes	7.85
Cut Loaf	6.30
Patent Cubes	5.65
Powdered	6.50
Extra Fine Granulated	6.50
Coarse Granulated	5.35
Granulated	5.35
Fine Granulated	5.35
" in 50-lb. bags packed 2 in 100-lb. bag	5.35
" in 25-lb. bags packed 4 in 100-lb. bag	5.35
" in 10-lb. bags packed 10 in 100-lb. bag	5.40
" in 5-lb. bags packed in bbls	5.55
" in 5-lb. bags packed in 100-lb. bags	5.55
" in 2-lb. bags packed in bbls	5.65
" in 2-lb. bags packed in 100-lb. bags	5.65
" in 2-lb. cartons in cases	5.55
" in 2-lb. paper packages in cases	5.55
Confectioners' A	5.20
1—Keystone A	5.15
2—American A	5.15
3—Centennial A	5.10
4—California A	5.05
5—Franklin B	5.00
6—Keystone B	4.95
7—American B	4.90
8—Centennial B	4.85
9—California B	4.80
10—Franklin Extra C	4.75
11—Keystone Extra C	4.70
12—American Extra C	4.65
13—Centennial Extra C	4.60
14—California Extra C	4.60
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Cholcest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Cholcest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		Per lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
Englisb Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea .50

Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas .40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins, per lb.

India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels per lb. net		.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20—
¼ lb. silver bags	" "	.21

Packed in cases containing 100 pounds.

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McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

	per doz.
Purple Ribbon. 16 oz., 2 doz. boxes	.90
Purple Ribbon, quarts, 1 doz. boxes	1.50
Purple Ribbon, ½ gals. ½ doz. boxes	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes	.75
Colburn's Autumn, hotel size, 1 doz. boxes	.90
Violet, pints, 2 doz	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross per gross	9.25
Mica, ¼ gross per gross	8.40
Peerless, ¼ gross per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ dnz. in case	16.75

Davis' O. K., ¼-lb., 4 doz per doz.	.45
Davis' O. K., ½-lb., 3 doz per doz.	.90
Davis' O. K., 1-lb., 2 doz per doz.	1.65
Davis' O. K., 5-lb., ½ doz per doz.	7.20
Cleveland's, 10-c. size, 4 doz per doz.	.84
Cleveland's ¼-lb., 4 doz per doz.	1.23
Cleveland's, ½-lb., 2 doz per doz.	2.28
Cleveland's, 1-lb., 1 doz per doz.	4.40
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass, 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz per doz.	.45
10c.-can, 4 doz. in box per doz.	.90
½-lb. cans, 2 doz in case per doz.	1.25
1-lb. cans, 1 doz. in case per doz.	2.50

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Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ⅛ doz. case per doz.	12.00
" 1 " 1 " " "	2.50
" ½ " 2 " " "	.55
" ¼ " 3 " " "	.75
Purity Brand 5 " ⅛ " " "	6.00
" 1 " 1 " " "	2.50
" ½ " 3 " " "	.80
" ¼ " 3 " " "	.45

BLACKING—Shoe. Per Gross.

Shinola per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz per gross	6.80
Bixby's Best, No. 1	2.75
" " B. B. B. M per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	75
Admiral Russet Combination	70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	@.09½
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	@.12½
" Fancy	.10 @.10½
" Choice	@.09½
Maracaibo, Strictly Fancy, Mild	.12 @.12½
" Choice	@.11½
Washed Caracas, Fancy	.14 @.14½
Laguayra, Fancy	@.10¾
Java, Extra Fancy Old Government	.20½ @.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½

Lipton's Blended Coffee—

Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—

Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE. Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Arbuckle	15¼	15 35/100
Lion	13⅛	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Trunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 20 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21⅜
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ⅓-lb. cans per ⅓ lb	.35

Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27⅜
Tourist, 24 or 30 3 lb. tins	.27⅜
Almoco, 40 or 60 1 lb. tins	.20⅜
Almoco, 24 or 30 3 lb. tins	.20⅜
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14⅜
Golden Drip, 1 lb. bags, 100 lbs. to case	.14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per dos.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04⅛
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.25
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¼
" Francks', stick, 65 lbs.	.06⅛
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.60
Ball Blue, 2 oz., 3 doz	4.80

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.26
" First, "	.25
" Second, "	.24
" Third, "	.22-.26
" Imitation, 30-60 lbs	.21-.24
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.27
Ladies, 30-60 lbs., bakers' use	.20
Print Butter:—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.30
B. B., E. D. brands, 20-50-lb. boxes	29
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes	.28
Sheaf ("400") Elgin, 20-50-lb. boxes	.27
Sheaf	.26
Milhen Farm, lbs. and ½ lbs	.31
Gurnse, pounds or half pounds	.29
Belle Spring	.27

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10¾
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¾
Bright Light, " " per box	2.00
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	6.60
Mason's, quarts, per gross	6 85
Mason's, half-gallons, per gross	8.75

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Jelly Tumblers—	
Barrels, 22 dos., per dos.	.19
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	2.75
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 dos. cartons, per lb.	.45
" medium, 2 doz. cartons, "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per dos.	.25
" Sage, "	.25
" Thyme, "	.25
" Savory, "	.25
" Special case assortment, 2 dos. Sweet Marjoram, 1 dos. Sage, ½ dos. Thyme, ½ doz. Savory, per case	1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savoy—	
⅛-lb. cartons, 1 dos., per dos.	.42
¼-lb. " " "	.75
½-lb. " " "	1.35
¼-lb. screw cap bottles, 2 dos., per doz.	.90
¼-lb. square cans, 2 doz. "	.85

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.22
DuBois' Frying	1.10
Jersey King, No. 3, Standard Jersey	.90
Blue Hen Chickens, No. 3	.80
Silver Lake, fancy, Jersey	97½
Hoffecker's, standard, No. 3	.82½
Plantation, No. 10, 1 doz	2 45
Silver Lake, No. 10, 1 doz	2.75
Golden Rule, No. 3, seconds	.77½
Alta, No. 2	.60
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Little Darlings	1 30
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.60
Mikado, Penna., fancy	.90



Use a Box Yourself

Before you decide positively to stock **Ohio Blue Tip Safety Matches** get a box and use it yourself. We're perfectly willing to rest our case on that box. Write us for it if you can't get it anywhere else.

You'll find every match perfect, every one instantly ready for business. Just as safe as any safety match and better because you can strike the tip anywhere.

Much safer than any parlor match.

OHIO MATCH SALES CO.
NEW YORK, N. Y.
Philadelphia Office and Warehouse
411 Marshall Street.

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company
QUINCY CHICAGO BUFFALO

How to Have An Unusual Sensation

We agree that it would be better to buy good canned goods without a full delivery contract than poor goods on a 100 per cent. delivery contract.

But you can't possibly get any finer Maryland canned goods than **Blue Bell** and **Clover Farm,** and when you can get goods of that class with full delivery assured, it makes about the ideal canned goods proposition, does'nt it?

If you would like the unusual sensation of getting all the future canned goods you buy, specify either of these two brands.

Strasbaugh, Silver & Co.
ABERDEEN, MD.

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Boyer's, 2s	.72½
Acorn, 3s	.95
Acorn, No. 2	.65
Safe, No. 2	.55
hite Wax Beans—	
Champion	.70
Winsom, N. Y., No. 10, 1 doz	3.62
ans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1.00
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.82½
Moore & Brady, No. 3, sauce	.87½
Moore & Brady, No. 1, picnic size, plain	.40
Moore & Brady, No. 1, picnic size, sauce	.45
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
ed Kidney Beans—	
Joan of Arc, No. 2	.82½
Van Camp's, No. 2, 2 doz. per doz.	.77½
orn—	
Paris, fancy Maine	1.17½
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.77½
Shoe Peg, Osborn's	.62½
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.65
Vanity, No. 0, Whole Grain	.62½
Royal Exchange, Whole Grain	.57½

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10.75
Boyer's, Midgets	1.65
Boyer's, Extra Sifted	1.45
Boyer's, Sifted	1.27½
Boyer's, Early June	1.05
Jumbo June	1.00
Little Nell's, Baltimore	.62½
Hermit Brand, No. 2	.52½
Beets—	
Red Jacket, No. 3, small	1.35
Silver Lake, fancy, No. 3	1.05
Chatauqua, No. 3	.95
Succotash—	
Quaker, extra fancy	1.05
Spinach—	
Champion, No. 3	1.10
Shawnee, No. 3	1.10
Farren's, No. 3	1.00
Farren's, No. 10	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz	
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz	2.35
Asparagus—	
Superior, large, No. 2½	3.50
Staple, medium, No. 2½	3.00
Swan, medium, No. 2½	3.25
Del Monte Tips, No. 1½	2.85
Extra Tips, No. 1½	2.75
El Dorado Tips, No. 1½	2.70
El Rio, medium, No. 0½, 2 doz	2.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.50
Extra standard	2.40
Standard	2.25
Pears—	
Bartlett, extra quality, 2½s	2 25
Bartlett, extra standard, 0½s	2.20
Bartlett, standard, 2½s	2.00
Cherries—	
Extra quality, 2½s	2.65
Extra standard, 2½s	2.60
Standard, 2½	2.35
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.45
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.25
Agate, No. 2½, standard lemon cling	2.00
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.45
Columbus, No. 2½, pie peeled yellow free	1.70
Columbus, No. 2½, pie peeled lemon cling	1.90
Plums—	
Extra standard egg	1.70
Extra standard green gage	1.70
Standard egg	1.45
Standard gage	1.45

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.50
Keystone, No. 3, 2 doz	.85
Booth's, oval, No. 3	.80
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Maryland Leader, yellow, No. 3	1.52½
Maryland Leader, white	1.47½
P. & B. yellow, No. 3	1.55
Gypsum, No. 3, pie	1.35
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Ayres Good, No. 3	1.05
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.30
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz	
Strawberries—	
Anchor, No. 2	.90
Jumbo, No. 1, 4 doz	2.00
Silver Lake, No. 2	1.35
Defence, No. 2	1.90
Pineapple—	
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 0	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.35
Singapore Chunks, No. 1½, 4 doz	1.05
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	.95
P. & B., grated, No. 3	.85
James, No. 3, pie, grated	.90
Singapore, cubes, No. 1, 4 doz	.70

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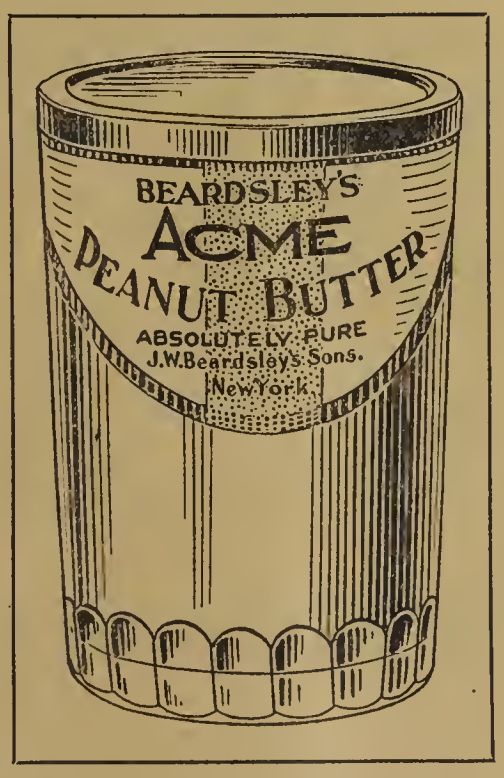
The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Chop Tan Hin, ⅞ lb., cubes	75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.17½
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1.05
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.45
B. & M., No. ½, flat, 4 doz	2.40
B. & M., No. 1, tall, 2 doz	4.35
B. & M., No. ¼, flat, 4 doz	3.00
Star brand, No. ¼, flat, 4 doz	1.25
Star brand, No. 1, tall, 4 doz	3.90
Star brand, No. 1, flat, 4 doz	4.20
Shrimps—	
Peerless Brand (Barataria), dry, No 1, 2 doz	1.17½
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.18½
Cotton Bale, pickled, No. 1, 2 doz	1.10
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.92½
Boyer's, No. 2, 2 doz	1.80
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.85
Victory, No. 1, 2 doz	.87½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.82½
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	1.92
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.37½

THE BETTER KIND

Packed With the Beardsley Care



Every Package Has Red Band

Guaranteed to comply with National Pure Food Law

Packed in sealed glass tumblers which can be utilized by the consumer when empty

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.47½
White Bear, red, No. 1, tall	1.32½
White Raven, ½s	.95

Plain.

Chancerelle, ½s, key	25.00
La Champagne, ½2, key	17.00
Billet, small ¼1	14.00
Tricolore, ½1	9.00

SARDINES—Boneless.

La Champagne, ¼'s, key	
Gerard, ½'s, key	34.00
Imported—	
French,	
¼s, Martels	10.80
½s, Martels	13.25
Morel, ½s, boneless	16.00
Mustard—	
¼s, Irma, 100 cans	3.60
¼1, Raven, key, 100 cans	3.27½
¼s, Underwood's, 50 cans	3.95
¼s, Ilma, 50 cans	3.60
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Continental, key, 48 cans	
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Owl, key, 100 cans	3.55
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¼s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.

	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.40
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.25
" with key, No. 6, 1 doz	7.00
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.40
" with key, No. 2, 1 doz	2.32

Chipped Beef.

No. 1, 2 doz	2.00
No. ½, 2 doz	1.40
Glass, No. ½, 2 doz	1.50
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.

	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.

Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.42½
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.

Fairbank's, No. 1, 2 doz	1.35
Fairbank's, No. 2, 1 doz	2.35
Armour's, No. 1, 2 doz	1.40
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.25
Kingan's, No. 2, 1 doz	2.27½

Lunch Tongue.

Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.90
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.

Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.

Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

	Per Doz.
Curtice Brothers, "Blue Label"—	
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	7.00
Whole Ham, No. 2½	10.00

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Deviled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Ham	1.25	2.15
Tongue	1.25	2.15
Chicken	1.85	2.90
Turkey	1.85	2.90

Potted Meats.

Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.20	2.00
Tongue	1.20	2.00
Chicken	1.80	2.75
Turkey	1.80	2.75

Soups.

Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort., No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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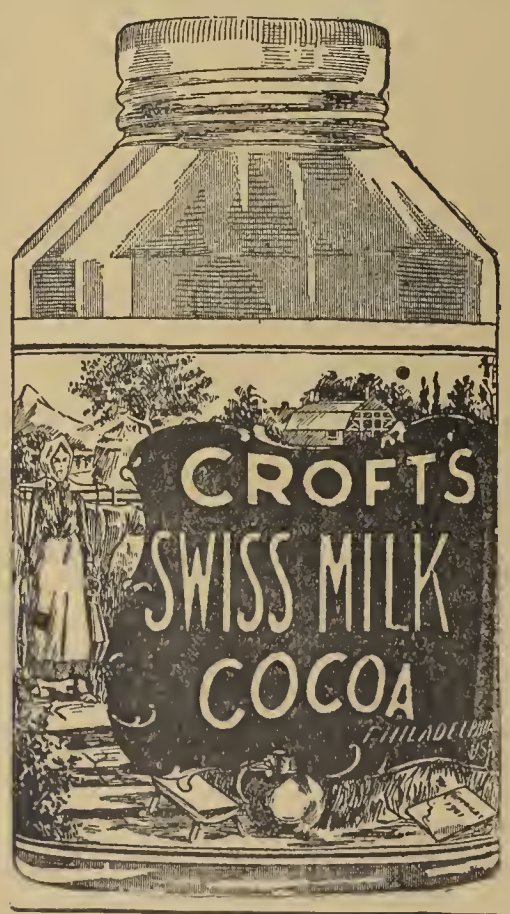
CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frosen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozengers	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz	.92½
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa.**

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia* PENNSYLVANIA



Perfect for HOT or COLD Starching

Sell Argo Gloss Starch to your customers instead of bulk starch. It is a clean, uniform product of high quality, coming to you in convenient packages all ready to pass over the counter. Saves time and waste, and use of bag and string—and shows as much profit as bulk. Makes a more satisfied customer.

An Instantaneous Success

Popular in Price—Widely Advertised

CORN PRODUCTS MANUFACTURING CO.,
Davenport, Iowa.

—17—

KETCHUP.

urtlee's "Blue Label" Tomato Ketchup:—	Per Case.
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

Walter Baker & Co's:—	Per lb.
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker's:—	
Best Cocoa, ½-lb. size, per lb.	.34
" ¼-lb. " "	.35
Premium Chocolate, ½s, 12 lbs	.34
" ¼s, 12 lbs	.35
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hershey's—	
Milk, 48 5 cent, per box	1.45
Cocoa, Lapp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.42
" " ¼s, 6 lb	.44

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-oz. " 50 cans in case	.07	
5-lb. "	2.75	Per lb. .55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—

Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ¼-lb. cakes	.36

Blooker's Cocoa Powder—

¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35
" ½-lb. tins, 6-lb. boxes, per lb.	.34
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.33
Sweet Clover, ½s, 6-lb, per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.38
Cocoa, labeled, ¼s	.40
Premium Chocolate, ½s	.33
Premium Chocolate, ¼s	.35

Lowney's:—

Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75

Croft's Cocoa and Chocolate—

Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ½s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ¼s, 12 lb. "	.31
" " ½s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
½-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.85
Defiance, 4 doz	3.85
Magnolia, 4 doz	4.45
Rose, 4 doz	4.20
Dime, 4 doz	3.50
Winner, 4 doz	4.20
Baby, 1 doz., glass	1.90
Red Cross	4.40
Peninsular	4.35
Leader	3.90
Banner, 4 doz	4.10
Star, 4 doz	4.40

EVAPORATED MILK.

Peerless, family size, 4 doz	3 30
Peerless, 5c. size, 4 doz	1.90
Yacht, family	
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.67½
Pet, 10-c. size, 4 doz, per case	3.10
Pet, 5-c. size, 6 doz, per case	2 65
Van Camps, 6 doz., small	2.70
Van Camps, 4 doz., family	3.10
Van Camps, 4 doz., large	3 70

HIRES CONDENSED MILK

Per case.



Hires Condensed Milk	5.60
Queen	4.25
Blue Ribbon	3.95
Premium	3.95
Silver	4.50

(Each of above brands 4 doz. in case.)

Gold Milk

Packed in cases of Forty-eight 10 oz. cans.

Less than five cases	3.85
Five cases or more	3.80
Twenty-five cases or more	3.75
Fifty cases or more	3.70

No Argument Against Facts

Success in merchandising is a result of close attention to the **little things** and the application of methods which have been proven efficient by actual experience.

If your present system is subject to **losses** by errors in computation or the giving of overweight, remember that it is **your** money and **your** merchandise that is getting away from you.

We offer you our services **gratis** for the purpose of showing you where the losses occur, and how they can be successfully prevented.

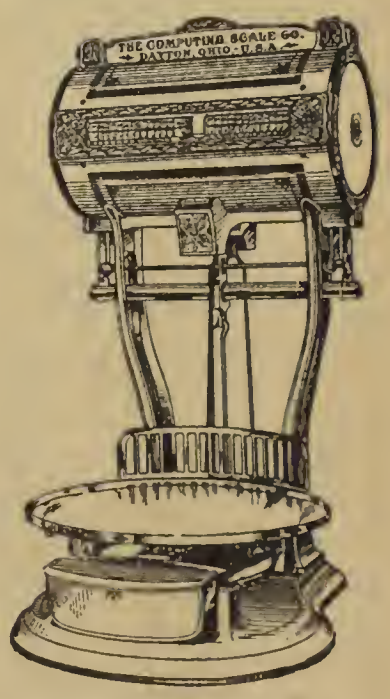
We make no claims or statements regarding

Dayton Moneyweight Scales

which cannot be proven to your entire satisfaction. The accuracy and efficiency of our scales are proven, not only by successful users, but by

FOUR HIGH COURT DECISIONS

If you are at all interested in knowing how to improve your present system of weighing, send us the attached coupon or your name and address. Don't be the **last** to investigate.



The new low platform No. 140 DAYTON Scale

Date.....
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME.....
STREET and NO.....
TOWN..... STATE.....
BUSINESS.....

Moneyweight Scale Co.

35 State Street, Chicago

The Computing Scale Company. MANUFACTURERS DAYTON, OHIO.

DISTRICT OFFICES: Philadelphia Office, 1651 N. 8th Street. Pittsburg Office, 205 McCance Bldg. New York Office, 11 E. 14th Street. Buffalo Office, 62 Pearl Street.

—21—

COCOANUT.

	Per lb.
Sohepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅛s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ⅛-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 146 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10⅝
" Strip, " 116 lbs.	.10⅝

CRACKERS AND CAKES.

	Bbls.	Bxs.
A. Exton & Co.:—		
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

	Bbls.	Bxs.
J. S. Ivins' Son:—		
Assorted Jumbles	.07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	.09
Fruit Gem		.08
Graham Wafer		.10
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Penn Treaty	.07	.09½
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07¼	.08
Salted Strips	.08½	.09
Sultines		.12
Soda Biscuit XX	.06	.06½
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07¼	.08
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		.50
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1 00

Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

—22—

Wein Senf, in bbls. per gal.	
" 1 gallon stone jars per jar	.75
" 5 gallon kegs per keg	2.50
Prepared Mustard, in bbls. per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.24
loaf,	.25
Sap Sago, 3 to a lb. cask, per lb. .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs. loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.90
in tin per lb.	.26
" 1-lb. tins per case	3.25
Camembert, in wood boxes. per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1. loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each per lb.	.16
Limburger Cheese, No. 1. box, 18; ½ box, 18; less	.19
Muenster Cheese per lb.	.18
Brick Cheese, No. 1 "	.16
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 doz. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromago de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.40
Neufchatel (Cow brand), 25 in box...per box	1.65
Star Cream, or Phila., 12 " "	2.20
Miniature Cream, or Phila., 12 " "	1.10
Hand Cheese, 8 doz. "	1.35
" 4 " "	.70
" 4 " Thuringer "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight) per lb.	.48
Wiener Wurstel, 16 in tin per doz.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervolat Sausage (Rolff's) per lb.	.48
Imported Frankfurters per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short per lb.	.24
" " long "	
" Mortadella, Dry per lb.	.25
" Knackwurst, 25 in box, per box, $4.75 per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .20½; less	.22
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.21
" Cervelat, Crescent, 50 and 100-lb. boxes, .16; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22½; less	.24
" Salami (E), 50 and 100-lb. boxes, .20; less	.21
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .18; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less	.17
" Tongue Sausage per lb.	.18
" Smoked Braunschweiger Liver Sausage per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz.	1.00
" Petit Delicatess Frankfurters, with Sauer Kraut per doz.	1.00
" Lebanon Beef Bologna per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per doz.	5.75
" (Derby Brand), 10-oz. jars, per doz.	2 50
Calves' Head, in round tins per doz.	1.65
Pickled Meats, in glass "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)



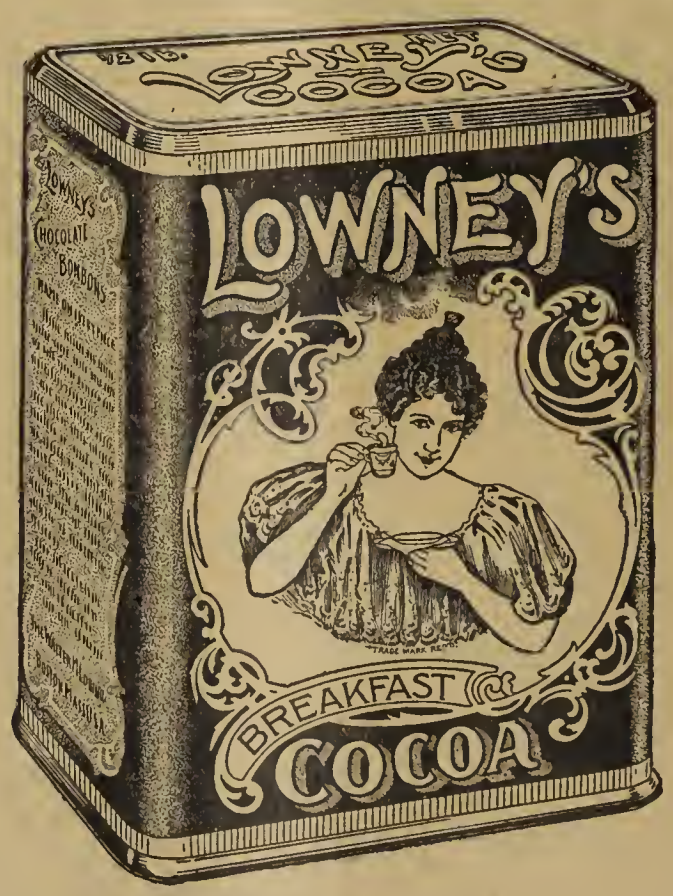
Delivering at a Moment's Notice

Every grocer loses some business because he can't deliver everything at a moment's notice. But if he will use a **Lindsley Car** he can. It simply stands before your door all day long. Turn a crank and the power is on. You can whisk goods to the buyer and run back again in a jiffy.

Remember a **Lindsley Car** never eats, except while it is working.

You don't need a mechanic to enable you to accomplish these wonders. A boy can run the **Lindsley Car** and keep it in order. It is the simplest automobile made, and wonderfully capable—carries 1500 pounds thirty miles on a gallon of gasoline, and over rough roads.

J.V. LINDSLEY & CO.
Suite 1112 Monadnock Bldg.
CHICAGO



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become A STAPLE ARTICLE with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment, and PAYS A FAIR PROFIT.

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The Walter M. Lowney Company
447 Commercial Street, Boston, Mass.

Oakdale Pretzels

Are What You Want

¶ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

¶ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

¶ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.

—25—

ef Salad, in glass.....per doz. 1.00
" in pint jars, glass..... "
" in quart jars, glass..... "
mb tongues, in glass..... " 1.60

OLLAND AND SCOTLAND HERRINGS.

	Kegs or Palls.
olland Herring, mixed, "Y. M." ⅛bbl. 5.50	60–75
" milkers, " ⅛ bbl. 6.50	75–85
" mixed, Standard, bbl. ⅛ bbl..... 5.50–6.50	
olland Herring, milkers, Standard, bbl. ⅛ bbl.....	
cotland Herring, mixed, large fulls, bbl. ⅛ bbl. 8.00.....	
" milkers, large fulls, bbl. ⅛ bbl. 8.00.....	
arinirte Herring, Imported, abont 40 in pail.	1.25
oll Herring, Imported, about 25 in pail.....	1.00
oiced Herring, Imported, about 40 in pail.	1.00
orway Stockfish, dry.....per lb.	15
atjes Herring.....per pail	

BISMARCK HERRING.

int size, round tins, with key.....per tin	.20
uart " " " ..... "	.35
Qt. " " " ..... "	.55
Qt. " " " ..... "	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

oll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
rat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
nglish Sprats, 36 bunches per box.....	
ruger's Roll- and Brat-Haring, oval tins, per doz.....	2.50

RUSSIAN SARDINES.

mported Fish (Wallkoff Brand) .....per keg	.75
" 5-lb. palls.....per pail	.55
" 10-lb. palls..... "	1.05
ut Spiced Sardines, per 10-lb. pail.... "	.75
" " 5-gal. keg.....per keg	2.75
ussian Sardines, in glass jars.....per doz.	2.25

NORWAY ANCHOVIES.

Original Package.....per ⅛ bbl.	5.50
Repacked in 5-lb. pail.....per pail	.60
" in 10-lb. pail ..... "	1.10
" in 5-gal. kegs.....per keg	2.75
" in ¼-lb. flat tins.....per doz.	.95
" in ¼-lb. tall tins..... "	1.50
" in 1-lb. tall tins..... "	2.00
ancy Kegs—1[1 keg, .80; ⅛ keg, .42; ¼ keg, .32; ½ keg.....	.20

SALT SARDELLEN.

Original Package, 1902.....per anker	16.00
Repacked—kegs, about 8 lbs.....per keg	3.25
" pint jars.....per doz.	6.00
" large tumblers..... "	2.25
" small tumblers..... "	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.	19.50
½ " "	10.50	¼ " "	10.50
¼ " "	5.50	⅛ " "	5.50
⅛ " "	2.75	1/16 " "	2 75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000.....per cask			
50 " bbl.— " 1200.....per bbl.			
15 " keg— " 500..... per 100			
10 " keg— " 300..... "	1.00		
5 " keg— " 150..... "			
10 lb. pail— " 50..... "			

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask.....per cask	
48 gal. bbl. .....per bbl.	6.50
10 " keg.....per keg,	2.40
5 " " ..... "	1.25
10 lb. pail..... per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse).....per lb.	.18
Spitzkugeln..... "	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg...per bundle	.30
Basler Lebkuchen, No. 1, 6 " ... "	.50
" " No. 2, 6 " ... "	.75
" " No. 3, 6 " ... "	1.00
Amandines, 9-lb. tins.....per tin	5.25
" small tins ..... "	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50,	
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag.....		2.75
Green Kern .....per lb.		.10½
Potato Flour..... "		.08
German Dried Pears..... "		.14
Dried Mushrooms..... "		.60–.100
Juniper Berries..... "		.08
St. John's Bread..... "		.05
Bay Leaves..... "		.06–.08

—27—

COTTOLENE.

30 2-lb. tins.....per case		6.50
15 4-lb. " ..... "		6.50
6 10-lb. " ..... "		6.50
Freight prepaid on two-case lots.		

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates...	.20
Western.....	.19

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.12½
New York, Full Cream, new, 1st's, 40-lb. bxs.	11–.11½
Picnic, Full Cream, new, fancy, 20-lb. bxs.....	.13

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.....	.28
Anchovies, in oil, ½ bottles.....	4.50
" " ¼ "	3.25
Anchovy Paste, fancy, per doz.....	4.75
" plain, per doz.....	3.75
Bouillon, Burnham, pints, 2 doz. in case.....	3.75
" " ½ pints, 2 doz. in case....	2.00
Capers, Nonpariel, ½ gallon kegs.....	1.50
" " Quart, glass.....per doz.	7.00
" " bottled, ½ size... .per doz.	2.35
" " " ½ " ..... "	1.90
" " " ¼ " ..... "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.00
" small " " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case...	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.	.90
" " 3 lb., 2 dz. case "	2.20
Currie Powder, pints, per doz.....	3.50
" 4 oz., "	2.25
" 2 oz., "	1.50
Russian Caviar, ⅛'s.....	2.65
" ¼'s.....	5 00
" ½'s.....	9.50
" 1's.....	18 00

—28—

French Peas, Extra Fins, per case.....	16.00
" Fins, per case.....	14.00
" Moyen's, per case.....	12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case...	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb...	.19
" " Dinner Biscuits, per lb...	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.....	1.25
" " ⅛ pints, per doz.....	.60
Salt, in 4-doz. stone jars.....	1.75
Morris' Extract of Beef, 4 oz., per doz.....	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials.....	4.00
" " " 4 oz.....per doz.	4.00
" " " 8 oz..... "	7.25
" " " 16 oz..... "	13.50
Theodore Marquet Mushrooms:—	
First Choice.....	25.00
Choice, 100 tins per case.....	23.00
Extra, " "	27.00
Hotel, " "	19.00
Truffles, ⅛.....per tin,	.30
" ⅛..... "	.55
" ¼..... "	1.15
" ½..... "	2.25
Shrimps, Pickled, small size.....	1.15
Dunbar's Shrimps, 2 doz., per doz.....	2.25
" Figs in Cordial, 1 doz., per doz.....	5.00
Bishop's Figs in Cordial, 1 doz., per doz.....	6 50
Crystallized Ginger, 1-lb. tins, per doz.....	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.....	3.60
Victor Rose Water, per doz.....	2.25
" Peach Water, per doz.....	2.25
Pitted Olives, per doz.....	[illegible]

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case.....	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each.....	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case.....	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case.....	2.50
" 12 " 1 "	7.20
" 5 " .....per bottle	3.50
" 2 fancy jugs .....per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case.....	2.50
" 12 " 1 "	7.20
" 5 " .....per bottle	3.50
" 2 fancy jugs.....per jug	1.50

No Rival for Winorr

THE CORN WITHOUT HULLS



"I wouldn't handle it; I'm selling enough brands of canned corn now?"

Do you say that to our *Winorr* proposition? If you do, you can hardly know about *Winorr*, because in the ordinary sense it is not canned corn at all. It is a corn specialty—corn packed without the hulls. You have nothing like it now, and for that reason it competes with nothing and has no competition.

True, it may cut in somewhat to your sales of other brands, but what of it, if it makes you as much profit and gives the customer better satisfaction?

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

THE PRESSING & ORR CO.
Norwalk, Ohio

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.60
Gold Medal	6.35
Millbourne	6.15
On Top	6.50
Ceresota	6.15
Pillsbury's Best	6.15
Taylor's Fancy	5.50
Semper Idem	4.90
Pride of the West	5.25
Sunbeam	5.05
Quaker City	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	1.85
Uncle Jerry, 40 packages	2.60

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	

FARINACEOUS GOODS.

	Per Bag.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.15
" " yellow, granulated, 100 lbs	2.15
" " table, 100 lbs	2.10
Western yellow, granulated, 100 lbs	2.00
Western white, granulated, 100 lbs	1.90
Quaker, 36 packages	
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, per lb.	.05⅝
Marrows, Fancy N. Y. State, grain bags bush	2.60
Medium, Fancy, grain bags, bu.	2.55
Pea, fancy, grain bags, bushel	2.52½
Pea, fancy, Michigan, grain bags, bushel	2.55
Red Kidneys "	2 05
Peas—	
Green, per bushel	2.42½
Scotch "	2.55
Split, yellow "	2.05
" green "	

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Lentils—	
ooooo, 110-lb. bags, per lb.	.05½
Less quantity "	.06
Shaker Corn—	
Fancy, barrels, per lb.	.05½
Less quantity "	.06
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.50
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.20
Western Pearl, 100 lb. bags	1.75
Western Grits, 100 lb. bags	1.75
Barley—	
OO	.05½
No. 3, 100-lb. bags	2.95
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	6.70
" " kegs 100 lbs., per keg	3.55
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.42½
Banner Oats, 20 packages	4.45
H. O. Oats, 18 packages	2.30
Mother's, 18 packages	1.75
Quaker, 18 small size	1.50
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	6.10
Avena, per keg, 90 lbs	3.25
Standard, 180-lb. bbls	5.80
" 90-lb. bags	2 80
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04⅛
Admiral, Pearl, 24's	.07¼
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04¼
" " less quantity "	.04¾
" Pearl, 150 lbs "	.04¼
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2 65
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3 20
Mani Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.35
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 72 packages	2.80
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz	1.10
" Acidulated "	2 10
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per doz.	1.35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Jellycon, 1 doz. in case, per doz.	.87½
Jellycon, assorted flavors, 3½ doz, per doz.	.87½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.80
Tryphosa, per doz.	.95
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spagbetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.9[illegible]
Spice Drops, in baskets, 20 lbs	1.6[illegible]
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. P. Hencock.

Scales, No. 1, Tin Scoop, 10.00	Brass	14 00
Scales, No. 2, Tin Scoop, 7.00	Brass	9.00
Scales, No. 3, Tin Scoop, 6.00	Brass	7.00
Scales, No. 4, Tin Scoop, 5.00	Brass	6.00
Less 30 per cent. discount.		
600-lb. Platform Scale		12.00
Tea Caddies, Red, No. 52		14.00
Tea Caddies, Red, No. 53		10.00
Tea Caddies, Red, No. 54		8.00
Tea Caddies, Red, No. 55		5.00

Light Up, Man!

Light for your store is the cheapest investment you can make.

It gives your store attractiveness.

It makes it a pleasant place to come.

It makes it conspicuous, and thereby advertises it.

People feel more comfortable trading in a light store.

You feel more comfortable working in a light store.

Let us look over the ground for you.

The Philadelphia Electric Co.
Tenth and Chestnut Streets
Philadelphia — Pennsylvania

You Are the One That Gets Hurt

When you sell your customers a low-priced coffee. You are taking chances unless it's ARIOSA, because it is very difficult to get a good quality of coffee at a low price and yet have the flavor always the same.

You can't afford to take chances. We buy in larger quantities than any five concerns in the country, and we can afford to give quality and make a price that nobody can duplicate.

ARBUCKLE BROTHERS
New York

—32—

Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in	3.00
Cheese Cutters	15.00
Bung Bores, No. 2, 1½ to 2 in	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00

Less 25 per cent. discount.

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" " 4	"	5.40
" " 5	"	7.20
X Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6¼,	3 feet 8 inches,	9	15.00
8¼,	4 feet 10 inches,	12	20.00
10¾,	6 feet,	15	25.00
12¼,	7 feet 3 inches,	18	28.00
14¾,	8 feet 6 inches,	21	35.00
16¾,	9 feet 8 inches,	24	35.00
18¼,	10 feet 10 inches,	27	40.00
20¾,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.

Scales, Doll's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Grocers', without weights, Brass Scoop and Brass Plate, No. 1**
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Butchers', without weights, No. 0**
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case	"	.95
Large cartons 01 tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.45

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater					
Ex. Norway, No. 1					
Ex. Norway, No. 2					
Ex. Norway, No. 3	26 00	13.00	6.90	1.55	1.29
Ex. Norway, No. 4	23.00	12.10	6.25	1.40	1.17
Ex. Bloaters, xxx	36 00	18.60	9.50	2.05	1.69
Ex. Bloaters, xx	33.00	17.10	8.75	1.90	1.57
Fancy Shore, No. 1	25.00	13.10	6.65	1.50	1.25
Med. Shore, No. 1	23.00	12.10	6.25	1.40	1.17
Large Irish, No. 2					
Extra Irish, No. 2	22.00	11.60	6.03	1.35	1.13
Medium Irish, No. 2	21.00	11.10	5.65	1.30	1.09
Small Irish, No. 2	19 00	10 10	5.15	1.20	1.01
Irish, No. 3					
Large, No. 3	18.00	9.60	5 00	1.15	.97
Herring.					
Lab. Split, Lg. No. 1.	7.60	4.10			
Lab. Split, Lg. No. 2.	6.00	3.60			
Shore, Round, Large.	7.00	4.10			
Shore, Round, Med.	6.00	3.60			
Ocean Whitefish	4.50	2.85	1.62	.45	
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.10	4.25	1.00	.85
Shad, No. 2, Mess					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.06½
Medium Bank	.06¼
Pollock	.05
Hako	.04½

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring, per box	.17
Small Extra Scaled Herring, per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.15
Smoked Salmon, whole fish, per lb.	.27
Cromarty Bloaters, 50s, per box	
" " 100s "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.09¼
Fancy N. Y. State, 48 1 lb	.09½
Choice N. Y. State, 50-lb. boxes	
Apricots—	
Extra Choice Royals, 25 lbs	.15
Choice Royals, 25 lbs	.14
Standard Royals, 25 lbs	.13
Cherries—	
California, unpitted, Black, 25 lbs	
California, pitted, Black, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.07¾
Gold Medal, loose, 25 lbs	.07⅝
Private Growth, extra, cleaned, 36 lbs	.07½
" cleaned, 30 lbs. bulk	.07¼
Peaches—	
Extra Fancy Muirs, 50 lbs	.12½
Extra Fancy Muirs, 25 lbs	.12¾
Extra Choice Muirs, 50 lbs	.11
Choice Muirs, 50 lbs	.10
Standard Yellow, 25 lbs	.08¾
Standard Yellow, 50 lbs	.08½
Pears—	
Choice California, Bartlett, 25 lb	.09

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.08½	.08	.07¾	
40- 50, 25 "	.07¾	.07½	.07¼	.06¾
40- 50, 50 "				
50- 60, 25 "	.07¼	.07	.06¾	.06¼
50- 60, 50 "	.07	.06¾	.06½	.06
60- 70, 25 "	.06¾	.06½	.06	
60- 70, 50 "				
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.05½		.05¼	
90-100, 25 "				
90-100, 50 "		.04½	.04¼	
100-120, 50 "				

Raisins—	
Muscatels, 4 crown, 50 lb	.05¾
" 3 " 50 lb	.04¾
" 2 " 50 lb	.04½
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Gilabert's, Layer, Valencias, 28 lbs	.05½
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07½
Butterfly, fancy, 36 1s	.07¾
Owl, fancy, 36 1s	.07¼
Harvest, choice, 36 1s	.07
Citron, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	
Lemon Peel, fancy, boxes, 10 lbs., net	.11¾
Orange Peel, fancy, boxes, 10 lbs., net	.11½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case, per case	2.30
Case No. 5, 1 doz. 25-cent size	" " 2.05
Case No. 6, 2 doz. 15-cent size, 2 doz. 15-cent size, 1 lb. per dos. 1.35	" " 2.47½
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case, per doz.	2.25
24-12 oz. package, packed 2 oz. in case	" " 1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 dos	per doz.	.65
Tumblers, 5-c. size, 2 dos	"	.45
Tumblers, 10-c., Lord's Prayer, 2 doz.	"	.80

It isn't so much a question of *"Getting Along"*—the other fellow may get along so much faster that you won't be in the race—
What you want to do is to *"Get Ahead"*
Your best asset is "ENTERPRISE"

"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



SELF-PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

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INK.

Arnold's, black, 3032.....per bottle	.48
Continental, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.9e	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top.....	3.00	3.60	4.20
Crystal, Crimp Top.....	2.10	2.70	3.30
No. 0, Tubular Lantern Globes .....5 doz.			2.75
Cold Blast.....4½ doz.			3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain.....per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners.....	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass.....per doz		2.25
1- " Galvanized.....	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot.....	"	5.50
5- " Columbia	"	7.00
5- " Banner.....	"	8.00
5- " Climax, Pump.....	"	10.00
5- " Home Rule, Pump.....	"	12.00
Lanterns—		
No. 0, Standard.....per doz.		4.75
No. 0. Dash.....	"	7.80
Cold Blast.....	"	8.00

LIME.

Prepared, 2 doz. in case.....per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lb.	.05¼
" " 25 lb. boxes, ½ lb..... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes	.05½

LYE AND POTASH.

Banner, 4 doz.....per case		3.15
Babbitt's Potash, 4 doz.....	"	3.30
Lewis'.....	"	3.25
Red Seal, 2 doz.....	"	1.87½
" 4 doz.....	"	3.65
Popular, 4 doz.....	"	1.45

MATCHES.

	Per gro
Ohio Blue Tips—	
200's, 1 gross.....per case	1.70
500's, 100 packages..... "	3.25
5co's, 1 gross..... "	4.50
Ohio Noiseless—	
500's, 1 gross.....per case	3.75
King Bird—	
100's, 3 gross.....per case	2.85
500's, 1 gross..... "	4.00

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Swift & Courtney's, 800's, 1-gross case.....		1.75–1.90
" 400's, 2 "		3.50–3.70
" 500's, 1 "		3.75–4.00
Blue Hen, 200's, 1 "		2.50–1.60
" 500's, 2 "		4.00–4.25
		Per Gross.
Vulcan Parlor, 65's.....		.41
" 100's, 5-gross in case.....		.90
" 500's.....		3.95
Vulcan Safety, 65s, No. 37.....		.55
" 65s, No. 2.....		.45
Columbia Safety, No. 2, 5-gross cases.....		.55
" No. 37, 5-gross cases.....		.50
" 100's, 5-gross cases.....		.90
" No. 15, gross cases.....		1.20
" No. 32, 5-gross cases.....		.55
Safety.....		.45
Mazeppa, Parlors, 500's.....		3.50–3.75
Searchlight, 500's.....		4.25–4.50
Press, 200's		1.80–1.90
" 500's.....		4.50–4.75
America, 800's		1.30–1.35
American Paraffine, 500's, ex. qual.....		4.15
Telegraph, blue head, 5-gross cases.....		.60
Our Darling, 1 gross, No. 3, 1,000.....		5.50
Our Darling, ½ gross, No. 4, 1,000		2.75

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior.....per lb.	.08¾
18, 37 and 68-lb. buckers, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior..per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Fairmount.....per lb.	.07¾
18, 37 and 68-lb. buckets, " ..... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous.....per lb	.08¾
18, 37 and 60-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.	.13
5-lb. glass jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Golden.....per lb.	.07¾
18, 37 and 60-lb. buckets, " ..... "	.08
Campbell's Minco Meat, 30-lb. pails..... "	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kegs and 30-lb. kits..per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits "	.04½

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Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb.	.07½
" 18 and 37 lb. Kanakins..... "	.08
" 10-lb. Kans, 6 to crate...per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25
National, 30-lb. Kits, bbls., ½ bbls.....per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "	.04¾
Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars.....per case 6 jars	4.50
No. 3, glass jars..... ..... per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden pails.....per box 6 pails	3.75
No. 10, wooden pails.....per box 6 pails	6.40
No. 18, 37 and 68, wooden pails.....	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs..... "	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.....	2.00
Cartons Condensed, (3 dozen in case,) per gross.....	11.00
Keystone—	
Barrels, Halves, Quarters.....per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs..... "	.08¼
Wooden Kits, No. 20 and 35.....	.08

OILS.

Stove Gasoline .....per gal.	.18
Headlight, 150test..... "	.12¼

OLIVES.

	Doz.
H. Kellogg & Sons, Agents:—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" Extra, quarts	5.40
" Extra, pints.....	4.00
" Mammoth, ½ pints.....	2.20
" Extra, ½ pints.....	2.15
Fourees, 19 oz., tinted bottle.....	4.00
De Lucques, 10 oz.	2.40
Farcies	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
California, quart tins.....	3.50
California, pint tins	2.15

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OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz....	4.90
" " pts., 2 doz.....	2.90
" " ½-pts., 2doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pts., 2 doz...	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz...	6.50
" " 12-oz. " 2½ doz...	8.00
Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tins, 20 to case.....	2.20
" " 1-gal. tins, 10 to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 18 oz. bottles.	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ⅛ gal. cans, case.....	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8 50
5 gallon tins, 2 tins to case.....	26 50
1 gallon tin, 4 tins to case.....	11.00
½ gallon tin, 8 tins to case.....	12.00
32 oz. tin, 25 tins to case.....	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case....per case,	8.50
Pints, " 2 " " ..... "	9.00
½ Pints, " 2 " " ..... "	4.75
Oliver's Olive Oil—	
1 dozen large.....	6.00
2 dozen medium.....	6 75
2 dozen small.....	4.25
6 1-gallon tins.....per gal.	2.10
10 ½-gallon tins.....per gal.	2.20
20 ¼-gallon tins.....per gal.	2.25

AMERICAN OIL.

Stobrer's, No. 8, 2 doz.....per doz.	.55
Stohrer's, No. 16, 2 doz.....per doz.	.90
Stohrer'z, No. 32, 1 doz.....per doz.	1.80
Keystone, bottles, 2 doz.....per doz.	.90

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

REGARDLESS

of your requirements we want your coupon book business. Makes no difference whether you want few or many. We are greatly pleased with the large number of new people, who in 1907, began using our

INDEXED COUPON BOOKS



and have apparently settled down to their continuous use. The convenience of the INDEX appeals to them.

100,000 MORE BOOKS SOLD IN 1907 THAN 1906

Write for free samples and then send in an order. They do not cost much and after you learn their merits you will be glad to use them through 1908 and as much longer as you are in business.

J. P. FORBES,
COSHOCTON, - - - OHIO.

The Rapid Means To Your Delivery Service—

We have some unassigned territory for responsible agents of ambition.



Prompt Deliveries on slippery streets and in the coldest weather.
Earlier Deliveries to distant points during rush seasons.
Fewer Employees and more merchandise handled.
An Advertisement that can't be equalled.
One-fourth as much barn space.
Delivery Expense Cut in Two.

Write me your requirements, and I will send you our new catalog and write you just what we can accomplish in your particular case. We can save you money.

F. A. HENRY, SALES MANAGER
RAPID MOTOR VEHICLE CO., 147 Rapid Street, PONTIAC, MICH.

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PAPER.

WRAPPING.

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs.	"	.80
" 18 x 24, full, 10 lbs.	"	.37½
" Special, 15 x 20, 6 lbs.	"	.21
Manilla, Bakers', 15 x 20, 10 reams in bundle	per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide	"	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide	"	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide	"	.03⅜
White Tea Paper, 12 x 16, reg.	per package	.14
Wax Butter Paper	per package	.11
Parchment Butter Paper 9 x 12	"	.40

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25		4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks	per M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars	"	2.50
" 10-lb. pails	per pail	2.50
Tripe, 10-lb. pails	per pail	.90
" 5-gal. kegs	per pail	2.00
Pig's Feet, 10-lb. pails	per pail	1.00
" 5-gal. kegs	per keg	2.25

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Pickled Beef Salad, in glass	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	1.10
" Pig's Feet, "	"	1.10
Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 20-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs.	.18½
Loose, barrels, 30 lbs.	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages	2.10
100 10 oz. packages	4.00
24 20 oz. packages	2.05
48 20 oz. packages	4.00
I-X-L, 40 1s, White Rice	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz.	.92½
Medium, 2 doz.	1.45
Large, 1 doz.	2.75
Peanutene, No. 2 jars, 2 doz.	1.85
Peanutene, No. 4 jars, 3 doz.	.92½

PICKLES.

45 gal., 1200s	per bbl.	9.50
45 gal., 1000s	per bbl.	8.95
William Bros., 16 gal., 800s		6.10
" " 16 " 600s		5.25
10-gallon kegs, 70os		3.25
Sweet Pickles, 500s to 600s, 5 gal.	per keg,	3.30
Sweet Pickles, 700s, 5 gal.	"	3.60
Sweet Pickles, 1,000s, 5 gal.	"	4.15
Sweet Pickles, 2,000s, 5 gal.	"	5.00
Chow-Chow, No. 1, 5 gal. kegs		1.95
Chow Chow, No. 2, 5 gallons		1.75
Chow and Mixed Pickles, 2 gal., per pail		1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.25
No. 8, Sour Gherkins, 2 doz.	.87½
No. 8, Sweet Gherkins, 2 doz.	.00
No. 8, Sour Mixed, 2 doz.	.87½
No. 8, Sour, assorted, 2 doz.	.87½
No. 8, Chow-Chow, 2 doz.	.87½
No. 8, Onions, 2 doz.	.90

Crosse & Blackwell's:—

Whole bbls., 5 doz.	3.25
Chow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Klt.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Klt.	2 Gal. Klt.	5 Gal. Klt.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.	.16
" " " 40 grain, bbls.	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain	.08
" " 45 "	.09
" " Extra Strength	.15
Crosse & Blackwell's per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs.	.11½
" 14–16 lbs.	.10¾
" 10–12 lbs.	.11½
Picnics, 6–8 lbs.	.08¼
N. Y. Shoulders, 10–12 lbs.	.10
Dried Beef, sets (city smoked)	.17
" Tenders and Knucks	.17
" Flats	.15
" Air Dried, sets	.21
" " Tenders and Knucks	.21
Jersey Pork, Butt per bbl.	17.00
" Family "	19.00
Breakfast Bacon, rib in	.11
" boneless	.12½
S. P. Bellies, 14-15 lbs.	.09½
Bologna, 25-lb. boxes	.08
Boiled Boneless Ham	.18
Beef Tongues, smoked, 5-6 lbs. per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra

John Bower & Co.—

Honey-cure Brand Hams, skinback	.13
" " large	.13
" " medium	.13
" " small	.13
" Breakfast Bacon	.12
" " boneless	.14
Beef, air-dried, regular sets	.20
" " Insides and knuckles	.22
Ham Bologna	.11
Beef "	.11
Boiled Hams	.20
Beef Tongues per doz.	9.00–11.00

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Swift & Co.—	
Premium brand Hams, 10 lb.	.13
Premium brand Hams, 12 lb.	.13
Premium brand Hams, 14 lb.	.13
Premium brand Hams, 16 lb.	.13
Premium brand Hams, 18 lb.	.13
Premium brand skinned Hams, 18–20 lb.	.13½
Premium brand boiled Hams, skinned, fatless	.22
Premium brand Bacon	.20
Premium brand Dried Beef, insides	.23
Premium brand Beef Tongues, short cut	.18
Winchester brand skinned Hams, all aver.	.12
Winchester brand Picnics	.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.	09¼	7⅞
Plain Tubs, 50 and 60 lb. cans	09¼	8
10-lb. Tin Pails, 60 lbs.	10¼	8⅝
5 " "	10⅜	8¾
3 " "	10½	9

John Bower & Co.—	
Pure Kettle Rendered, tierces	.09¾
" " tubs	.10
" " 3, 5 and 10-lb. cans	.11

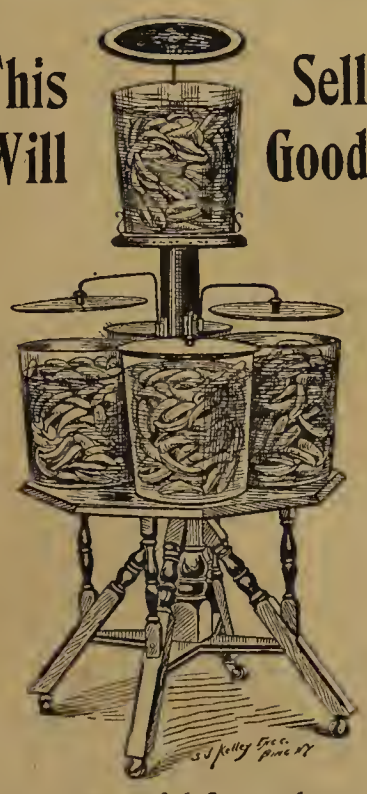
Swift & Co.—	
Premium brand, tierces	.11
Silver Leaf brand, tierces	.10
Jewel, compound, tierces	.08¼
Cotosnet tierces	.08¼

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native	.11–.11½
Common	.08
Western Dressed Beef—	
Choice, native cattle	.11–.11½
Common to fair "	.08
City Dressed Veal—	
Prime	.11
Good to choice	.09
Dressed Hogs—	
Pigs	.08
Hogs, heavy	.08
" 180 lbs	.08
" 160 lbs	.08
" 140 lbs	.08
Dressed Sheep and Lambs—	
Lamb, Western, good	.13
Lamb, Western, culls	.10
Sheep, choice	.10
" medium	.09

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90–1.00
Cow Tongues	.75–1.00



This Will Sell Goods

No more useful fixture has ever been invented. Holds five jars where they can be seen and help sales.

Either oak or cherry, 3-coat finish. No old-fashioned hinges—swings on a bale to the right. Takes no more room than the 4-jar fixture. Nickel-plated trimmings.

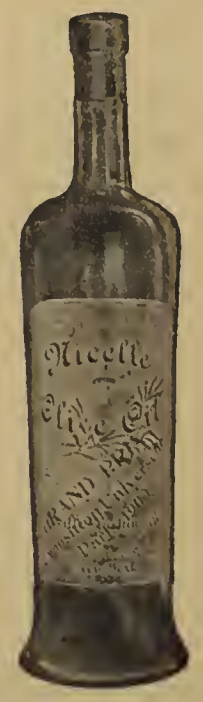
This is an ornament, an economizer of room, and a silent salesman that knows its business.

THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



They Must Keep Expert

It is a provable fact that a majority of cooking experts use **Nicelle Olive Oil** in all their demonstrations.

Why? Because they must use the very best oil obtainable in order to insure results. Otherwise they would soon cease to be known as experts.

Nicelle Olive Oil is bottled in France, where produced. It is the first pressing of the finest oil olive grown. You will be proud to sell it.

Nicelle Olive Oil Co.
105-109 HUDSON STREET, NEW YORK

—45—

Calf Heads, scalded		.50-.75
Sweetbreads, veal	per pair	.60-.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20-.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50-.65
Hearts, beef	per lb.	.03-.05
Rolls, beef		.14
Tenderloin, beef, western		.20
Fresh Pork, loins, city		.10
" " western		.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.
Turkeys—	
Western, Y. H., 8 to 10 lbs	.20 -.22
" Y. T., 15 to 17 lbs	.20 -.22
Old hens and toms	.19 -.21
Common to Good	.15 -.16
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.40 -.50
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.40 -.50
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.40 -.50
Western, 4 to 4½ lbs. to pair, fancy	.24 -.26
" 3 to 3½ lbs. to pair, fancy	.24 -.26
" fair to good	.17 -.20
Fowls—	
Western, fancy	.14 -.15
Heavy Roasters, 4 to 5 lbs	.13 -.22
Fair to good	.17 -.18
Old cocks	.10 -.11
Western capons, fancy	
" " small	
Squabs—	Per doz.
Prime, large, ancy	3.50-4.00
Mixed	3.00-3.50
Dark	1.50-2.00

LIVE POULTRY.

	Per lb.
Spring chickens, nearby, 1½ to 2 lbs	.28 -.32
Large Springers	.17 - 20
Fowls	.14½ .15
Roosters	-.10
Ducks	.10 -.12

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 8, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ⅓ "	"	5.40
5-lb. " ¼ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	4.50
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz. doz.	.75
Spring Garden, fancy, No. 3, 2 doz. doz	.70
Compass, No. 3, cans, 2 doz	.67½

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, 2 doz. in case, ⅛ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 " "		4.25
No. 3, " " ½ " "		6.50
No. 4, " " ⅛ " "		8.50
P. P. Sauce, 2 doz., No. 2	"	1.50
Atmore's Genuine English Plum Pudding— Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ¼ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	.97½
No. 5, toy palls	2.45
American, pure apple, tumblers, assorted slices	.88
Schimmel's, No. 10, tumblers	.82½
National, No. 10, tumblers	.72½
National, No. 6, tumblers	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. palls	.13½
National, 30-lb. palls	.09
Southwark, 30-lb. palls	.06¼
Southwark, 4½-lb. toy palls, ⅛ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.98
Apple, Southwark, No. 3, tins	1.00
Apple, No. 5, toy palls	2.70
Apple, 30-lb. palls per pail	1.08
Apple, 20-lb. crocks per lb.	.07¾
Apple, Schimmel's, 30-lb. palls per lb.	.06
Prune, 30-lb. palls per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz	1.70
Southwark, assorted, jars, 2 doz	.98
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0.85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size	per doz.,	1.20
Laudanum, 25c.-size	per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.		2.40
" " " ½-lb., " "		2.60
" " " ¼-lb., " "		2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb	.08½
Copperas	per lb	.01¼

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Camphor, gum, 1-oz. blocks		.65
" Flakes, 250 bbls		.02¼
" " less quantity	"	.03¼
" Tar Balls, bbls., 250 lbs.	"	.02⅜
" " less quantity		.03
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.02
Glauber Salts	per lb.	.01½
Glue, ordinary		.09¾
Glue, white		.20
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.50
Haarlem Oil	per doz.	.40
Licorice, P. & S., 50. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	24½
" ½-lb. packages	"	.29
" ⅛-lb. "	"	.26
" 1-lb. "	"	.27
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.06¼
" granulated, kegs, 100	"	.06¾
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.55
" 100-lb. bags		2.25
" less quantity		.03⅛
Venetian Red	per lb.	.01
Whiting	"	.02
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz	per doz.	.80

Iron Glue, McCormick & Co's:—

No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

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W. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Tarolcum, small can	6.00
Tarolcum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00

McCormick & Co.—

Jockey Animal Food, 3 doz. 1-lb. packages and premiums, per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—

	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00

Sauer's Flavoring Extracts:—

No. 1, Lemon and Vanilla	per dos.	.45
No. 2, Vanilla and Rose	"	.90
No. 2, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	.....	.....	.....	7.00

Ext. Vanilla, Kitchen Queen, No. 25,	per dos.	2.00
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45
" Lemon, " " No. 25,	"	1.75
" " " " No. 2X,	"	.80
" " " " No. X,	"	.45

Ingersoll's Flavoring Extracts:—

High Grade Vanilla	per dos.	1.75
" Lemon	"	1.75
Select Vanilla	"	.85
" Lemon	"	.85
" assorted	"	.85
" small size	"	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet	per dos.	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Geo Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06¾
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05¾
Imperial, fancy Japan, 1-lb. pockets	.06
" " 3-lb. "	.05¾
Pearl Head, 5-lb. cotton sacks	.05¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Prime, 100-lb. bags	.04
Japan—	
Fancy, 100-lb. bags	.05½
Choice, 100-lb. bags	.05⅛

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs.		2.50
" " " 60 bags, 5 lbs., limit		4.00
" " " 28 " 14 "		3.75
" " " 30 " 10 "		3.75
" " " 115 " 2¼ "		4.00
Worcester, Irish Linen, bags, 250 lbs.		2.50
" " " 56 "		.65
" " " 28 "		.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.		3.00
" Pretzel, bbls. contain 280 lbs.		2.40
" " sacks, 180 lbs.		1.55
" Cheese, bbls. contain 280 lbs.		2.40
Ivory Salt, dime size, 36 wooden boxes to case		2.20
New Ivory Salt, 24 large cartons to case		1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel	per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 800-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.	doz.	.87½
Durkee's, large, 1 doz.	per doz.	4.00
" small, 2 doz.	"	2.40
Schimmel's, small, 2 doz.	per doz.	.87½
My Wife's, large, 1 doz.		2.50
My Wife's, small, 2 doz.		1.45
Snider's Salad Dressing:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Luncheon, 3 doz.	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs. per 100	.65
Kegs, 170 lbs. per 100	.82½
60-lb. boxes, bulk or granulated	.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.		.77½
North of England Sauce, No. 8, doz.		.77½
Chef Sauce, 2 doz., doz.		.75
Snider's Chili Sauce:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



The Old Brands Lag Behind

The leading soap powder to-day is unquestionably **Snow Boy.** Don't take our word for this—ask anybody who keeps posted on conditions.

Time was when other brands beat **Snow Boy,** but that time is past. **Snow Boy Washing Powder** is now ahead because it never hurts anybody's hands, and always does its work. It's a perfect cleanser, and never disappoints. Other soap powders will clean well enough, but they also clean off the skin from the user's hands.

The premiums help, too.

Good Goods and Good Profits

LAUTZ BROS. & CO. = Buffalo, N. Y.

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SEEDS.

Canary, bush. 60-lb	2.75	Mustard, Brown...	.07½
Caraway	.12	Mustard, Yellow..	.07
Celery	.09	Rape, per lb.	.05½
Coriander, bleached	05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., 110 lbs., kegs	per lb.	.01⅞
Bi-Carb., bulk, 25-lb. boxes	"	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs.	"	.05⅜
Arm & Hammer bd., ¼'s, 36 lbs.	per lb.	.05⅜
" " " lbs., 36 "	"	.04⅞
" " " ¼, ½, 36 lbs.	"	.05¼
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.05½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 2 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ½-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross		2.50
Bon Ami, 10-cent size	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.72
Putz Liquid, large, 3 doz	per gross,	16.50
Putz Liquid, large, 3 doz	per doz.	1.45
Puts Liquid, small	per gross,	7.00
Putz Liquid, small	per doz.	.60
Puts Paste, large	per doz.	.55
Solarine White Liquid Metal Polish—		
No. e, sixth-pint cans	per gross	9.00
No. 1, half-pint cans	"	18.00
No 2, pint cans	"	32.00
No. 3, quart cans	per doz.	4.50
No. 4, half-gallon cans	"	7.50
No. 5, gallon cans	"	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. ..... per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Kavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	108	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.45
" Golden	60	2.55
" Kavenson's	60	2.35
" Kirk's	60	2.17½
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.70
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.57½
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.75
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13¾
Castile, Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	2.75
Witch Hazel, 3 cakes, ½ gross	gross	3.85
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.30
Flasla, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 48	4.00
" " 50 20	4.00
" " 100 12	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	.43
Swift's Washing Powder, 100 12	3.85
Swift's Washing Powder, 24 48	3.85
Pennywash, 1 gross and 144-1 cent cakes free	12.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	1.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade		.28	.30
White, Low Grade		.18	.20
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.16	.17	.19
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.10	.11	.13
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75

"As Good as the 'J. M.'"



No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

No Loss on Loose Goods



¶ Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.
18 to 24 S. Seventh Street, Philadelphia, Pa.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
½ lb: net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
¾ " 2 doz.	"	3.70
1 " 1 doz.	"	
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins		.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, 8 oz., with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 12 oz., 4 doz.	.37½

WHOLE SPICES.	Per lb.
Pepper, Black	.08
Allspice	.07
Cloves	.12½
Mace	.48
Nutmegs, large	.17
" Medium	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's. 40-lb., 1-lb, "		.06½
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.6¾

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LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03⅝
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅛
Kingsford's, Pure, 3-lb. cartons	.06¾
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅛
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03⅝
" 1 lb. packages, 48 lbs	.04⅜
" 3-lb. cartons, 48 lbs	04⅞
" 6-lb. boxes	.05⅞
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Morning Starch for black goods, 36 packages, per package	.08
Starch Polish, 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs	.07¾
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enamelline Paste, small, ¼ gross	4.00
Enameline Paste, large, ½ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parler Pride, large size, per dos.	.87½
" " per gross	10.25
" small size, per dos.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

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F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¼
Excelsior, 24 packs	"	.05¼
McAllister, 36 packs	"	05⅓
Rosenstelns, 21b. pkgs., 2 des	per lb.	.05¼
Bird Gravel—		
Bird Food Co., Red, pints, 3 dos	per dos.	.35
Red, quarts, 3 des	"	.70
Silver, pints, 3 des	"	.35
" quarts, 3 dos	"	.70
Bath Brick, 25 bricks	per box	.60
Teethpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 dos.	per doz.	.42½
Royal Glne, 1 dez	per dos.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ⅛ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 oz.	per dos.	.06
6 oz.	"	.06¾
8 oz.	"	.07½
10 oz.	"	.08¼
12 oz.	"	.09¾
Matting Tacks—		
No. 10, steel	per dos.	.10
No. 11, steel	per dez.	.10½
No. 12, steel	per dos.	.13
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.00
Fly Ribbon	per gross	4.80
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 12 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 50 yds to lb.	per lb.	.12½
Emory Cotton Clothe lines, 50-ft. hanks, dos.		.80

—60—

Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.10
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb	"	.09
Best Jute Plow Line, 8 yds. to lb	"	.09
Jute Clothesllnes, 90 ft. to hank	per dos.	1.60
Jute Clothesllnes, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 dos. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 104	.32
Fancy, No. 105	.28
Choice, No.	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 668	.15

GLUCOSE.

Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 dos	per dez.	.95
Selser's, medium bottles, 2 dos	per dez.	1.35
Schimmel's, 10-oz. bottles, 2 doz. in case		1.45
" 6-oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 dos. in barrel	per dos.	.87½
1 " case	"	.90
Karo, 10 cent size, 2 doz	per case	1.90
Karo, 25 cent size, 1 doz	per case	2.30
Karo, 10 cent size, ½ doz	per case	2.30
Lyle's Imported, No. 2 cans, 2 doz	per dez.	1.82½
Globe, No. 2½ tins, 2 doz	"	1.12½
Globe, No. 5 tins, 1 doz	"	2.20

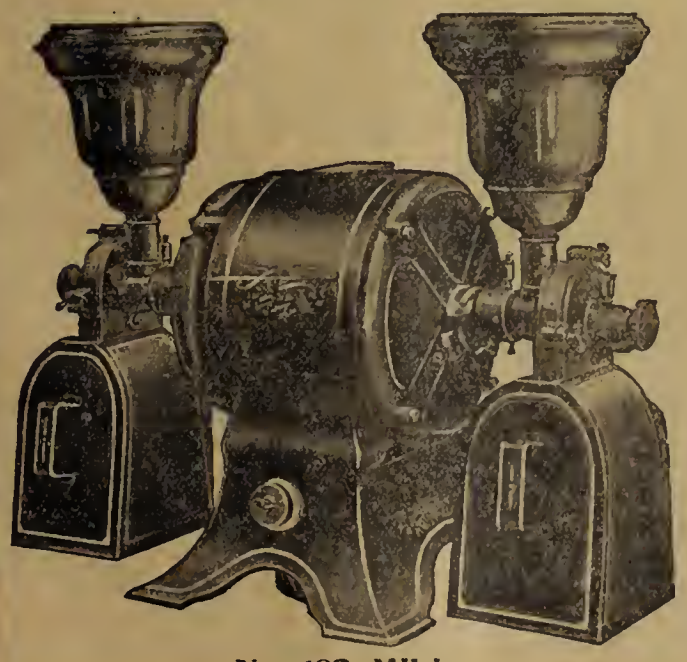
HENRY TROEMNER'S

Electric Coffee Mills

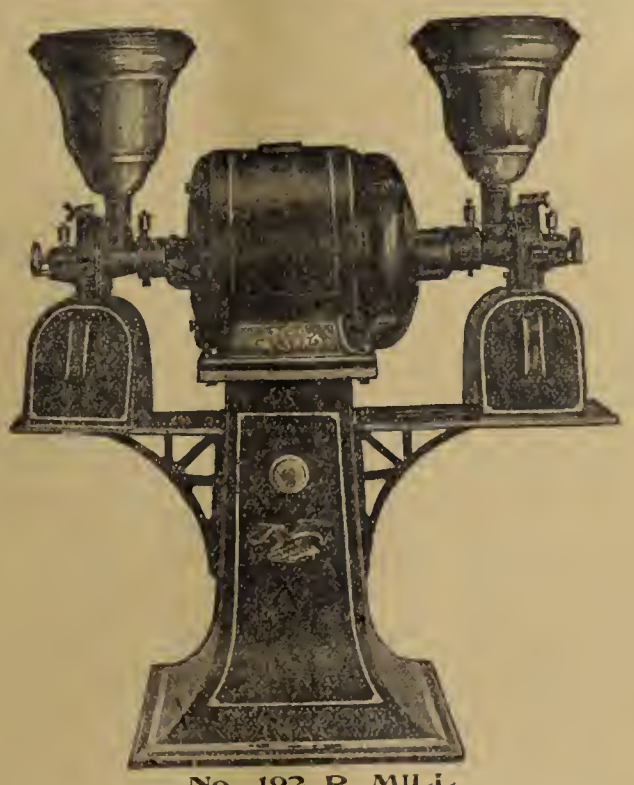
ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



No. 192 MILL



No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

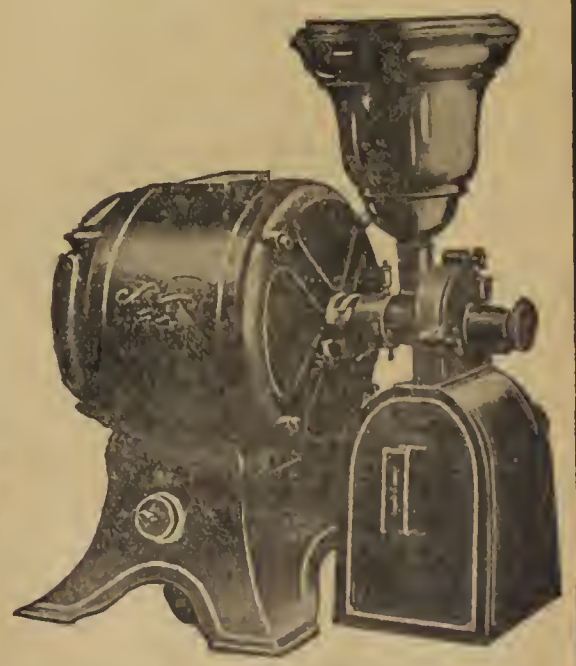
No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	0.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Golden Tree Maple Syrup, doz		0.25
" " medium, doz.		1.45
" " small, doz.		.92½
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.05
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	0.75
Jacket cans	per gallon 1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons	each 12.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons	each 15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	0.40
N U, No. 6, split handles	0.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	0.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.75
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	0.05
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	0.40
Electric Cedar, 3 hoop	0.60
Pine, 3 galvanized hoops	0.80
Galvanized, 12 quart	0.60
Galvanized, 14 quart	2.25

No. BUTTER DISHES.	Per M
1, Solid oval	1.15
2, Solid oval	2.35
3, Solid oval	1.65
5, Solid oval	2.05
1, Wire ends	1.10
2, Wire ends	1.30
3, Wire ends	1.50
5, Wire ends	1.90
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	0.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

—63—

BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES.	Per doz
20, Black bristle, curved end, wood handle	.90
21, X, crescent shape	1.75
1, strap handle, grey fibre	1.20
2, strap handle, grey fibre	1.65
6, all hair, extra quality	2.75

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.30
4, Bristle outside	1.65
5, All bristle	1.75
16X, All bristle, extra value	0.15
18, All bristle, spotted white	2.80

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	.40
7, 7 in., White tampico	.48
8, 8 in., White tampico	.55
6, 5 in., Family, extra heavy	.80
8, 6 in., Family, extra heavy	.95
10, 7 in., Family, extra heavy	1.10
12, 8 in., Family, extra heavy	1.25
6, 5 in., A., hair bristle	1.40
8, 6 in., A., hair bristle	1.65
10, 7 in., A., hair bristle	2.00
12, 8 in., A., hair bristle	0.35
6, 5 in., Ideal, all bristle, 3 row	1.90
8, 6 in., Ideal, all bristle, 3 row	2.05

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	.90
21, All hair, wire drawn	0.25
28, White, wire drawn	0.90
1, 7 in., All hair, flat end	2.05
22, 7 in., Mixed, round end	2.10
11X, 7 in., All hair, round end	0.25

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.36
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.08
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.09
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz.	per box	.58

A new product from an old house

DIXON'S

POWDERED

STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

You Can Use Kerosene Gas or Gasoline

The **Acme Peanut Roaster** is equipped to use either of the three and give the same results—*i. e.*, perfectly roasted peanuts in the smallest amount of time, with the least expense and no labor.

The **Acme Peanut Roaster** is the cheapest and yet the most effective automatic roaster on the market. By its use you can earn at least from one to three dollars per day more than you now are making, and have an added attraction in your store. Full particulars and price on application.

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.



Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

EGG-O-SEE COMPANY'S POLICY ENDORSED

¶ The following resolution unanimously adopted by the National Retail Grocers' Association endorses the policy of the Egg-O-See Cereal Company. The Egg-O-See policy is a policy of *co-operation with the retail grocer.* The Egg-O-See Company is *for* the retail grocer *not against* him.

"Resolved, By the Retail Grocers' Association, in convention assembled at Boston, Mass., that we condemn the policy of those magazines which have prostituted their reading columns in furtherance of the selfish designs of certain advertisers who have sought to prejudice the public against the retail grocers of this country by means of a campaign against what they have chosen to call 'substitution'; we condemn the policy of those manufacturers who are responsible for this campaign and who seek to force their goods upon the shelves of the retail grocers by any and all means, regardless of the margins of profit allowed for handling them.

"Resolved, That we condemn any practice or policy on the part of manufacturers of grocery products which robs the retailer of any part of the legitimate profit on any of the goods he handles.

"Resolved, That we cordially approve and recommend the sale of those goods of quality on which the grocer can make a proper and living profit, regardless of whether such goods are or are not advertised in magazines of general circulation."

¶ The Egg-O-See policy has always been in full accord with the spirit of the above resolution.

EGG-O-SEE CEREAL COMPANY, CHICAGO

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS

FOOD



VALUE

Better Than Milk or Meat

¶ **Royal Peanut Butter** is one of the most healthful food products ever manufactured. We want you to tell this to your customers, and as a real incentive for you to do so we are going to give you the money we would otherwise use to tell consumers of its merit. Universal Coupons packed in every case from January 1, 1908. Remember, it is the best thing of its kind ever made. You make a splendid profit on it and the coupons are exchangeable for any article of merchandise you may need for your home or store.

Cleveland Health Food Co.

Cleveland, Ohio

The Grocer's Power

We make a superfine line of Macaroni, Spaghetti, Noodles and Pastels, but we don't try to *make* you sell them.

We give you credit for brains—brains to select goods—brains to sell them. You can *influence* your customers. That's why you are in business.

Wouldn't it be foolish for us to ignore your power and waste advertising trying to make people *demand* that you sell our goods? We go the other way about it. We spend our advertising money *for* you, not *against* you by giving you Universal Coupons with every case of our goods. You can exchange them for many useful articles. It pays to pull together.

The Freihofer **Vienna Baking Company**

Philadelphia, Penna.

Lots of Your Customers Want This



It is the one thing to keep hardwood floors right. It has been specially prepared by experts to do the work right.

Tell your customers if they want to keep their floors in perfect condition permanently to use it instead of scrubbing them. It makes a finish so perfect that all that is necessary is to wipe up the floors with a damp cloth once a week.

Universal Coupons in every case for the grocers and some in each package for his customers.

E. B. MOORE & CO.

76 Wabash Avenue **Chicago, Illinois**

Make a Specialty of Private Estate Coffee



The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

CHEERINESS FOR SALE!

With a few electric lights properly disposed, here and there, we can give you a new store.

A store that will not only look new to you, but new to your customers and the passers-by.

A store that will be twice as cheery to work in, to buy in, and to come into from the street.

You wouldn't buy in a gloomy store yourself, if you could avoid it. Can you expect other people to like it any better?

See us about it.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Philadelphia, Pa.

Seasonable Specialties

(OUR OWN CREATIONS)

Government Inspection Establishment No. 257

Prepared with the greatest care by clean methods in the Finest, Cleanest and most Sanitary Abattoirs and Sausage Kitchens in the country and are especially adapted for use during the coming Summer season.

Meat Loaf

Composed entirely of fine selected meats—contains no flour or cereals. Baked in loaves of about eight pounds. Delicious. Can be served cold, sliced thin, or warmed up in oven to take the place of a roast.

Lunch Roll (Copyrighted.)

Choice, tender pieces of pork, very mildly cured; stuffed in linen sack or container. Boiled and ready to use in place of boiled ham. Makes an elegant dish when fried in place of ham or bacon.

Cervelat (also known as Summer Sausage or Winter Bologna.)

Not to be confounded with Lebanon Bologna or similar cheap products. Very choice and different from the numerous brands on the market from the fact that it contains no cereals. In beef casings—also a limited supply in hog casings.

Burk's Hams

Different from others in cut and trim, having short shanks and round butts. No salty taste—being new and sugar cured. Bright color, smoked with hickory wood.

Butternut Bacon

In strips, neatly wrapped in parchment paper. Strung with white cord and cut perfectly square, making every ounce available to the consumer. No waste. Not especially lean, being selected from best corn fed hogs, which imparts that tender, nutty flavor.

Louis Burk

GIRARD AVE. AND THIRD ST., PHILADELPHIA

This Tells the Tale



A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. **"Knight's Cooking Extracts"** is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S

Cooking Extract Co.

No. 211 ARCH STREET

PHILADELPHIA, PA.

HOW TO ADVERTISE A RETAIL STORE

BY ALBERT E. EDGAR

TEACHES

Nearly everybody in the English speaking world knows the reputation that the International Correspondence School, Scranton, Pa., have for teaching advertising by correspondence. The letter below is from the principal of that School of Advertising. It is an unsolicited compliment.

"THE OUTING PUBLISHING CO.,
Deposit, N. Y.

Gentlemen:—I have read very carefully your new book, 'How to Advertise a Retail Store.' I want to say that, in my judgment, it is by far the best book on retail advertising that I have ever seen. It is really a comprehensive short course in advertising. Some subjects must necessarily be treated briefly in single-volume work on advertising, but Mr. Edgar has certainly done his work thoroughly. If a retail advertiser cannot get $5.00 worth of information out of this book, there is something wrong with him. This book is already very popular here in our School. Two of the men here have already expressed their desire to own a personal copy. As I wrote you the other day, very frequently we have requests from students for a list of good books. We have already had occasion to recommend this book to three students.

Very truly yours,
(Signed) S. ROLAND HALL,
Principal, School of Advertising."

"We haven't the slightest hesitation in recommending it to every retailer in Canada, and to every wholesaler, for that matter. It is splendidly written, neatly printed and contains information indispensable to every merchant. We are giving your book a good boost.

Publishers of
{ MONTREAL HERALD
{ DRY GOODS RECORD.

What a department store advertising man says:

"Editor of BRAINS,
Dear Sir: I don't want any money back on the Edgar book, 'How to Advertise a Retail Store.' It is worth the price and I consider it the most practical book of any I own and I've bought about all that have been printed. Yours very truly,
(Signed) S. D. VAN CAMPEN, Secy.
W. D. Ackerson Co., Newton, N. J.

How to lay out advertising copy,
How much space to use,
How to design an attractive space-saving name-plate,
What a headline should accomplish,
How to get and use proper illustrations,
How to write your advertising introductory,
How to describe an article so as to make sales,
What style and method of pricing you need,
The preparation of effective, free advertising,
How to find and properly use selling points,
The making of store papers, booklets, leaflets, folders, advertising letters, and mailing cards,
The organization of a follow-up system,
The uses of calendars, blotters, post-cards, advertising novelties, package enclosures, and hand-bills,
Proper methods of window advertising,
Correct outdoor advertising,
Spring, fall and other openings advertising,
Two-hundred-fifty selling helps, guessing and voting contests, drawings, schemes to attract boys and girls, premium schemes,
The sensible advertising of special sales and clearance sales,
The uses of leaders and bargains,
Many novel sales plans,
The promotion of business in a number of specific retail lines—this department alone occupies about 100 pages,
Mail order advertising and general advertising,
Points about type, borders, ornaments, and cuts,
Nearly 20 pages of practical and helpful hints on how to lay out advertising copy,
How to read proof and technical terms.

For general information concerning the art of advertising in its broad sense this book is hardly surpassable. One of the most exhaustive treatises on the subject of advertising.
JEWELERS' CIRCULAR.

A practical and really valuable work for the advertising man and merchant. MERCHANTS RECORD AND SHOW WINDOW.

Brimful of valuable matter.
THE RETAIL MERCHANT.

The book is out—I own a copy—and am glad I do. I think it is the best thing on advertising that has ever appeared, and I have nearly every book relating to advertising that has ever been published.
HERMAN STEWART,
Philadelphia, Pa.

The opinion of one of New York's prominent copy specialists:

"The Editor of BRAINS, Deposit, N. Y.
Dear Sir: I have just received my copy of 'How to Advertise a Retail Store,' and I want to say to you that of all the books and periodicals in my business library it is by far the most practical and useful. The retailer or business man who has goods to sell, who cannot get out of it several times its cost every year, had better go out of business. The book will be a constant source of profit to me and I believe it will to every retailer who wants to make more money. It is complete and I think it is no more than right that you should know that it is appreciated.
Yours very truly,
(Signed) CASH A. HARRIS,
1 Madison Ave., New York City."

"How to Advertise a Retail Store" is certainly of absorbing interest and satisfactory entirely. LAKE OF THE WOODS MILLING CO., Montreal, Can.

Just the book we can recommend.
THE SHELDON SCHOOL OF SALESMANSHIP, Chicago.

A very complete, practical and attractive work which includes a vast amount of information.
BOOT AND SHOE RECORDER.

A regular storehouse of the best and latest ideas on advertising.
CANADIAN BAKER AND CONFECTIONER.

Near approach to the ideal all around advertising hand book. Teems with ideas, suggestions, explanations, examples. Price is very moderate indeed.
ADVERTISERS' MAGAZINE.

641 ILLUSTRATIONS AS MODELS

Show how all these things are accomplished by the highly paid ad. managers and the cross-roads storekeepers.

Price $3.50 Postpaid—on a money-back basis

THE OUTING PRESS, DEPOSIT, NEW YORK, U. S. A.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, JUNE 15, 1908. No. 24.

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Beef Extract Manufacturers Using Corned Beef

Dr. Lawall, State Chemist, Points this Out and Suggests that if the Label Fails to State this the Article is Misbranded. In Germany they Fine Laborers who Work for Convicted Food Adulterators. Month's Work for the Department and Adverse Chemist's Reports.

In the current number of the Pennsylvania Dairy and Food Bulletin, which reports the work of the department up to May 15th, Dr. Charles H. Lawall, State chemist, has an interesting article on meat extracts. In the course of it he charges that certain manufacturers of beef extract use corned beef instead of fresh beef. An extract from the article in question follows:—

> It is a self-evident fact that beef extract that contains but 15 per cent. of moisture is far superior to one which may cost the consumer just as much, but which contains from 25 to 50 per cent. of moisture. It is also clearly apparent that a beef extract which contains from 10 to 12 per cent. of sodium chloride, calculated to the dry substance, is of greater value than one which contains from 15 to 30 per cent., as from $1 to $2 is a pretty high price to pay for common salt.
>
> One of the methods sometimes employed in making cheap meat preparations is to utilize a portion of the liquid used in making preserved meats, such as corned beef, which fluid undoubtedly contains a large proportion of soluble proteid matter having a food value, but which also contains appreciable quantities of potassium nitrate or saltpetre. This latter constituent is not desirable in a preparation intended for persons whose digestive processes have been enfeebled by disease, and when present, as in some of the instances cited below, in quantities of from .5 to 2 per cent., corresponding to from 1 to 5 grains to a tablespoonful of the preparation, its presence should be stated on the label, so that the physician who often advises its use, may be aware of the presence of this constituent.
>
> In about one-half of the samples examined the nitrogen was present to the amount of not less than approximately 8 per cent., calculated to the dry material. In some of them, however, it was far below this figure. as regards sodium chloride, the requirement of not more than 12 per cent. in the dry extract was exceeded in eighteen out of the twenty-three samples, in several cases reaching 20 per cent. and over, and in one case reaching to a fraction over 30 per cent. In some of the bouillon preparations, benzoic acid was found, which was stated upon the label to be present in not more than one-tenth of 1 per cent. in the tomato catsup used in the preparation of the bouillon. This was largely exceeded in one case, which contained nearly double the amount in the finished preparation, that was stated to be present in the tomato catsup alone.
>
> Generally speaking, the claims made on the labels of these preparations are not unwarranted nor extravagant, except in the fact that most of them bear the statement that this particular product is the best in the market. In such cases where the presence of a large proportion of potassium nitrate or saltpetre indicates the use of cured meat instead of fresh meat in the preparation of the extract, I believe that such fact should be stated upon the label, and that neglect to do this is equivalent to misbranding.

Those who think that the enforcement of food laws in this country is harsh and severe should take comfort from a statement made in this number of the bulletin by Dr. H. C. Stiefel, who is familiar with the conditions surrounding the enforcement of the German food laws. Dr. Stiefel tells of a German manufacturer found guilty in 1903 of the illegal sale of imitation raspberry marmalade. Appeal was taken from one court to another until the highest German court was reached. This court has just handed down the final decision in the case as follows: The manufacturer to pay 1,500 marks fine or one hundred days' imprisonment, the bookkeeper is fined 500 marks (10 per cent. of his yearly salary) or fifty days' imprisonment, the foreman of the factory is fined 300 marks (10 per cent. of his yearly salary), or forty days' imprisonment, and the laborer, the jelly boiler, is fined 75 marks, or ten days' imprisonment. The verdict of the court is to be published in three newspapers in the manufacturer's home city, and finally all costs of the trial, appeals, experts, etc., are to be placed upon the manufacturer.

The courts decided that the bookkeeper, the foreman in the factory and the jelly boiler knew perfectly well that they were making a jelly that was to be sold as pure which they knew was false and deceiving. They were therefore guilty with the manufacturer himself, though in a lesser degree, as the manufacturer was striving for excessive profit, and his subordinates were to a certain extent compelled to do the work in order to retain their positions.

There has never been a case in this country, so far as is known, where minor employees of a food adulterator have been prosecuted.

A summary of the current month's work is as follows:—

REPORTS OF ANALYSES.

Butter Samples, 290.

Pure	281
Colored oleomargarine	7
Oleomargarine	2
Total	290

Oleomargarine Samples, 2.

Uncolored	2

Pure Food Samples, 83.

Complying with law	80
Misbranded	1
Preserved and colored	2
Total	83

Vinegar Samples, 35.

Adulterated	6
Misbranded	2
Pure	27
Total	35

SUITS AND PROSECUTIONS.

Oleomargarine Cases, 9.

Terminated	9

Pure Food Cases, 3.

Terminated	3

Vinegar Cases, 8.

Terminated	8

LICENSES ISSUED FROM JANUARY 1 TO MAY 15, 1908.

Oleomargarine Licenses, 287.

Boarding house	6
Restaurant	3
Retail	269
Wholesale	9
Total	287

Renovated Butter Licenses, 11.

Retail	10
Wholesale	1
Total	11

Total amount of money received from said licenses for 1908 is $32,299.27, and this sum has, in accordance with law, been deposited in the State Treasury.

The following are taken from the adverse reports of the State chemists upon samples submitted to them for analyses:—

Sample bought of John Dunlap, 609 Fifth avenue, McKeesport, Pa. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Owen B. Farley, McKeesport, Pa. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Jeremy's Buffet Restaurant, John S. Wilson, 313 Smithfield street, Pittsburg, Pa. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Iron City Restaurant, S. G. Georgeson, 35 Diamond Square, Pittsburg, Pa. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of Hotel Weber, Frankstown avenue and Station street, Pittsburg, Pa. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of restaurant, Samuel Anderson, Jeanette, Pa. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Hotel Colombe, John Fath, Jeanette, Pa. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Hotel Trimble, George H. Trimble, Jeanette, Pa. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Mrs. S. Merihew, Mrs. Alice Sumner, New Albany, Pa. Sold for oleomargarine. Chemist's report — Oleomargarine; no license.

Sample bought of Wm. Butler Co., Seventh and Spring Garden streets, Philadelphia, Pa. Sold for catsup. Chemist's report—Misbranded. Contains larger amount of benzoate of soda than declared on label.

Sample bought of James McClurg Co., 414 Sixth avenue, Pittsburg, Pa. Sold for mixed candy. Chemist's report—Highly charged with sulphurous acid and various coal-tar dyes.

Sample bought of Otis Shepard & Co. (M. Conlin), Penn avenue, Pittsburg, Pa. Sold for mixed candy. Chemist's report—Highly charged with sulphurous acid and various coal-tar dyes.

Sample bought of Anchor Grocery Co. (Farling & Strong), Rockwood Pa. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acetic acid and colored with caramel.

Sample bought of C. Grove, Huntingdon, Pa. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acetic acid and colored with caramel.

Sample bought of S. H. Flickinger, 5207 Market street, Philadelphia, Pa. Sold for white vinegar. Chemist's report—Not correctly labeled.

Sample bought of Horace Marcell, 234 S. Fortieth street, Philadelphia, Pa. Sold for white wine vinegar. Chemist's report—Not correctly labeled.

Sample bought of J. A. Kelly & Co. (Leonard Miller, Altoona), Snow Shoe, Pa. Sold for cider vinegar. Chemist's report—A distilled vinegar and colored with caramel.

Sample bought of L. H. Smith, Huntingdon, Pa. Sold for cider vinegar. Chemist's report—A distilled vinegar and colored with caramel.

Sample bought of Stouffer & Brenneman, Huntingdon, Pa. Sold for cider vinegar. Chemist's report—A distilled vinegar and colored with caramel.

Sample bought of Samuel Sheets, Williamsport, Pa. Sold for cider vinegar. Chemist's report—A distilled vinegar and colored with caramel.

Jeannette, Pa., Retailers Unite in Trade Reforms.

Decide for Early Closing and Against Soliciting Schemes.

Special correspondence of "Grocery World."

Erie, Pa., June 13, 1908.

The Business Men's Association of Jeannette has promulgated the following resolutions:—

> Resolved, That all members of this association shall close their respective places of business at 9 P. M. during the entire year, except Mondays and Saturdays, ten days before Christmas and

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TRADEMARK REGISTRATION

one week before Easter; and on evenings preceding the following permanent holidays, viz., Memorial Day, Thanksgiving, Fourth of July and on Christmas Day. Closing hours, Mondays, prompt, 8 P. M., and evenings preceding all holidays, 9 P. M. Any of the above holidays occurring on Saturday or Monday, then the closing time for these days shall be noon, 12 o'clock. Closing hour for New Year's Day and Labor Day, 12 o'clock noon.

Resolved, That the Business Men's Association of Jeannette do not patronize solicitors who are not indorsed by its committee. For indorsement call secretary's office, phone, 167-J.

Resolved, That no restriction shall be imposed upon members contributing to organizations in which they hold membership.

Resolved, That no indorsement will be given to any organization using raffles, lotteries, schemes of chance or similar means of raising money.

Resolved, That to secure indorsement, institutions must be doing a necessary public work.

S. J. Fine has been elected secretary of the Plymouth Business Men's Association in place of H. B Davenport.

A. M. Howes,
State Secretary.

The first cantaloupes are in market, ranging from $5 to $8 per crate. Southern cantaloupes range from $1 to $2, the Californias being much better. The demand is fair.

Jobbers Want Proprietary Prices Limited, But —

They Say They Could Not Trust All of Their Number to Keep Them and the Work of Punishing the Renegades Would be Heavy and Costly. A Sugar Incident as a Sample.

Representatives of the "Grocery World" have interviewed a number of wholesale grocers during the past week regarding the attitude of the wholesale trade toward a project to have manufacturers of proprietary brands generally limit the selling prices, so that both the wholesale and retail trade could make a better profit on proprietary goods than they make now. It goes without saying that the plan would depend on the price the manufacturer fixes being a fair one.

The general feeling among the wholesale trade is that the plan would be a good one. In many lines the prices of proprietary goods are cut so deeply that the jobber not only makes no profit, but actually nets a loss. In Philadelphia flour is as good an illustration of this as anything else. In the case of certain standard brands of flour, neither the jobber nor the retailer makes anything like an adequate profit.

In spite of a fairly general attitude of approbation, however, the jobbers argue that no limited price plan would be worth two cents if it were not rigidly observed, that there are certain wholesalers who would not observe it, and that the difficulty of apprehending and punishing these would be so great as to be almost insurmountable.

To begin with, they say, a jobber will cut the price on an article he has agreed to sell at a fixed price only. He cuts it to a retailer, who will not expose him for two reasons: First, because he doesn't wish to kill the goose that laid the golden egg, and second, because he has a friendly feeling toward the jobber who gives him plums.

The fact that some jobber is cutting, however, does usually come to light, when the retailer stops buying that particular article from the jobber he has always bought it from, and who does not cut the price. In such cases it is easy to put two and two together and to fasten suspicion on some certain jobber. Even then the case is almost impossible to prove, because neither the jobber nor the retailer can be compelled to testify, and there is usually nothing in writing. But suppose the case is proven and the jobber fined or cut off—the jobber or jobbers who were instrumental in the exposure always lose trade by it. The retailers who benefited by the cut price resent it and divert their trade elsewhere. This, say the jobbers, has been the history of every such movement.

Nearly all the jobbers seen used as an illustration of the great difficulty of detecting violators of limited prices, an incident which occurred during the sugar fight a few years ago. A certain Philadelphia jobbing house, who are one of the ringleaders in the present fight

There's Every Good Reason
For Grocers to Handle

Post (Formerly called Elijah's Manna)
Toasties

Continuous, liberal advertising makes the first sales, and every time you pass a package of Toasties over the counter, you can count on a pleased customer and a "repeat" order.

Distinctly Different—Delightfully Crisp—with a delicious, toasty flavour—

"THE TASTE LINGERS."

It is not to you, but through you, that we sell Post Toasties, and we don't count a single package sold until it reaches the consumer—We guarantee the sale of Retailer's stock, and the profit is pleasing.

Made by Postum Cereal Company, Limited, Battle Creek, Mich.

against the Retail Grocers' Association, and whose name has several times appeared in these columns in connection with it, were accused of violating a limited price agreement on sugar. They carried on their plans so secretly that for a long time nothing could be fastened on them, and in desperation one house finally offered $25 for a bill from this concern showing a cut price. Finally the house was caught red-handed under most humiliating circumstances and forced to pay the penalty.

As a result of that campaign every jobber active in it lost some trade.

The jobbers' attitude toward the plan can therefore be summed up thus: They are in favor of the plan in the abstract, but they could not trust certain of their number to keep it, and the task of punishing them they feel would be very arduous and expensive.

New potatoes have fluctuated wildly. The price reached $2.50 per basket, then went to $4, and later declined to $3 and below. Stock is coming from Maryland, Virginia and North Carolina.

North Dakota's Experience with Net Weight Law

Food Commissioner Ladd Tells of His Trouble to Make Biscuit Trust Label Its Packages. What the Enforcement of the Law did to the Weight of Canned Goods Sold There. Commissioner Believes in Dating Canned Goods.

The food law of North Dakota requires that net weight be shown upon each and every package. The clause reads as follows:—

> If every package, bottle or container does not bear the true net weight, the name of the real manufacturer or jobber and the true grade or class of the product, the same to be expressed upon the face of the principal label in clear, distinct English words in black type upon a white background, said type to be in size uniform with that used to name brand or producer.

Goods which are not so labeled are therefore, under the law of this State, declared to be misbranded, therefore illegal. There are several companies which in the past have attempted to evade this feature of the law. The arguments which have been put up are very crude when one analyzes the motive which is back of it. Is there any reason why the public should not know just how much material they are expected to receive in any given package? Are they not entitled to know how much packing and how much actual food material? Therefore if there is shown upon the package the true net weight or measure, and the true grade, both being equally essential, the public then have a correct knowledge of what is contained in the same.

The representatives of the National Biscuit Co., for example, claim exemption on the grounds that such exemption has been promised them, and for the further reason that their products are always sold by the package and at certain specified prices without regard to quantity. The same has been put up in the past by manufacturers of extracts, who use bottles with panels so thick and closely compressed together that two-ounce containers actually contain less than one ounce. Spice manufacturers claimed that they were selling packages at 10 and 15 cents and not by weight. These products, supposed to contain four ounces, were put up in competition with those of full net weight. There is no objection to their selling a 10-cent package, providing they inform the public how much is supposed to be contained in this package. So it seems to me that the National Biscuit Co. may justly be expected to comply with this reasonable provision, and when any company refuses to do so it seems evident that they have some good reason, presumably that their goods would not meet the test, or that the public would be informed in such a way as to be undeceived where they have been wrongly educated by those who desire to evade the law. That it would be a hardship to specify on the label the true net weight, when the same is being printed, no one can successfully maintain.

In Bulletin No. 53, published in 1903, it so happens that we give

WE BELIEVE WE CAN save you three, four or even five per cent. on your purchases of groceries every week, whether your orders be large or small :: :: :: ::

YOU OUGHT TO KNOW whether we do or not, and there is no better way to find out than by a **TRIAL** order :: :: :: ::

Best Quality Absolutely Pure White Pepper, barrels about 240 lbs.	per lb.,	$0.14⅝
Half barrels, about 125 lbs.	per lb.,	.15¼
50-lb. drums	per lb.,	.15¾
25-lb. pails	per lb.,	.16
6 or 10-lb. boxes	per lb.,	.16½
75s to 80s Nutmegs, finest quality goods, cases about 65 lbs.	per lb.,	.14
25-lb. lots	per lb.,	.15
10-lb. lots	per lb.,	.15½
105s to 110s Nutmegs, finest quality of goods, cases about 65 lbs.	per lb.,	.12
25-lb. lots	per lb.,	.13
10-lb. lots	per lb.,	.13½
These are the lowest prices ever made on Nutmegs, and the demand will undoubtedly be unprecedented.		
Pearl Tapioca, best quality, bags about 190 lbs., single bags	per lb.,	.03½
5 or 10-bag lots	per lb.,	.03⅜
Maple Flakes, 36 packages	per case,	3.65
Force Food, 36 packages	per case,	3.20
Berkshire Boneless Boiling Pork, 50-lb. tubs	per tub,	4.15
Wax Butter Paper, 9 by 12, 25 pack lots	per pack,	.08½
10-pack lots	per pack,	.09½
Finest Quality Parchment Butter Paper, 500 sheets in package, full count, 25 packages	per pack,	.34
10-pack lots	per pack,	.35
Extra Fancy Java Rice, clean, white, flinty, 100-lb. bags	per lb.,	.06½
5 or 10-bag lots	per lb.,	.06⅜

Ivins' Butter Thins (they do not break), 22 packages in Box, with 30 samples free	per box,	1.60
No. 1 New Shore Mackerel, 105 to 110 fish	per bbl.,	11.50
160 to 170 fish	per bbl.,	12.00
10-lb. pails (160 to 170 count)	per pail,	.78
8-lb. pails (160 to 170 count)	per pail,	.66
Battle Ax Brand, Extra Fancy Red Alaska Salmon, no finer Red Alaska Salmon on the market at any price, 1-lb. tall cans	per doz.,	1.37½
5 or 10-case lots	per doz.,	1.35
Babbitt's Best Soap, 100 cases	per box,	3.47½
From our stock, no free delivery in any quantity.		
45-gallon 1200s Pickles	per bbl.,	9.35
45-gallon 1000s Pickles	per bbl.,	8.85
10-gallon kegs 600s Pickles	per keg,	2.72½
10-gallon kegs 300s Pickles	per keg,	2.70
These are all fine, crisp stock and full count.		
Cream Ridge Brand New Full Cream Full Grass Fancy New York State Cheese, about 40 to 45 lbs. average, single boxes	per lb.,	.12¾
5 or 10-box lots	per lb.,	.12½
Fancy Full Cream Full Grass New York State Picnic Cheese, about 22-lbs. average, single boxes	per lb.,	.13¾
5 or 10-box lots	per lb.,	.13½
Hermit Brand No. 2 Canned Peas (soaked), single case, 2 doz.	per doz.,	.55
5 or 10-case lots	per doz.,	.52½

These Prices for This Week Only—June 15th to June 20th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

the gross weight in all of the cans of foods at that time examined. Now, it is interesting to compare the results with later investigations and see whether the agitation in favor of net weight has resulted in improving the amount of products put into the cans.

Making a summary of the gross weights, expressed in ounces, for corn, peas and tomatoes, and comparing them with the weights of the same brands, taken for the years 1903 and 1907, we have as follows:

GROSS WEIGHT IN OUNCES.

	1903.	1907.	Gain Per Cent.
Corn	20.7	24.25	17.1
Peas	20.9	25.37	21.3
Tomatoes . . .	32.9	39.27	19.3

It will be readily seen that the agitation in North Dakota and the enforcement of the food law requiring the net weight to be shown has actually resulted in a gain for contents of the cans for corn of 17.1 per cent.; in the case of peas of 21.3 per cent.; and in the case of tomatoes of 19.2 per cent.; and this in spite of the fact that prices for food products have very materially increased, and we might expect slack fillings were not our law being enforced.

During the past two years there has also been considerable discussion as to whether there is any advantage in having the date when the goods are packed clearly indicated upon the can. Some have proposed to have this fact shown upon the label; others, by the indentation of the date into the tops of the cans. There is no question but what there are several food products which deteriorate on keeping even in sealed cans for a considerable length of time. It is claimed that other products are not so affected, nevertheless it would seem desirable that the public should have some information as to how old any product is which is to be offered for sale as a food product.

It has been claimed that some of the goods upon the market are old products on which new labels have been used. The first direct evidence we have of this is a can of tomatoes, Lab. No. 4,929. As sold in this state the label was fresh and indicated a new stock of goods. The ends of the can, however, were considerably corroded and led to some suspicion as to the freshness of the goods. On removing the outer label there was shown parts of an old label, which had not been wholly removed from the can. The interior of the can was also seriously corroded and pitted. On notifying the company that the product was condemned they replied from New York that the "———— Co., of New York, discontinued its canning business in the spring of 1900 and had not put up any tomatoes for some time previous to that date."

They further say: "After we discontinued business the privilege of using our labels was leased for a period of two years, but this privilege was then discontinued."

Now, it is very evident that according to the statement made here the goods under examination could not have been less than five years old. They may have been canned seven or more years ago. And I question whether tomatoes that have been kept in a can, badly corroded, for this length of time are a fit article of food; and had there been a statement upon the face label it is evident that the public would have been no better informed as to the actual age of the product.

It seems, therefore, to the writer that there should be shown upon the small cap in the centre of the can an indentation, giving the year of the pack. This could not be effaced by any means and the public would be informed as to when the product was put up.

E. H. LADD,
Dairy and Food Commissioner.

Pennsylvania News Items.

Items Gathered from Correspondents, Etc., As to What is Going on Around Us.

Wholesale arrests of butter dealers by the Allegheny County Retail Merchants' Association are contemplated. The officials of the organization state grocers and others are exposing oleomargarine for sale without it being placarded as such. Some dealers are also selling renovated butter as pure creamery product. Joseph C. Kane, of the North Side, secretary of the Retail Merchants' Association, is authority for the statement that he has discovered 42 violations of the law regarding the sale of oleomargarine and renovated butter as the result of 50 visits paid to grocery stores in Greater Pittsburg during the past two weeks. He asserts that a number of hotel proprietors have been caught serving oleomargarine instead of butter. The cases have been reported to the State Pure Food Department and it is expected Commonwealth officers will take up the matter.

To the Trade:

You Retain Customers
to Whom You Sell

CEYLON TEA

Because It Is

Uniformly Good

That's Ensured by Climate, and by Enlightened Cultivation and Preparation Methods.

Tea Drinkers Find
Its Use To Be

Household Economy
Without Parsimony

Grocery World

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Monday, June 15, 1908.

The Other Macy Cut Price Cases.

Apropos of the right of a manufacturer, as the Kellogg Toasted Corn Flake Co. to enjoin a retailer, as the Macy department store, of New York, from selling his product at a ruinously low price, there is much confused discussion among the trade as to the book cases in which the Macy Co. figured, and which were recently decided by the United States Supreme Court.

Two copyright book cases were brought against Macy & Co., who won both of them. In one the Bobbs-Merrill Co. published a novel, copyrighted it and stipulated in a printed notice, *but not by contract*, that it must be retailed at not less than $1 per copy. Macy & Co. sold it at 89 cents. The other case was identical in fact, but was brought by Charles Scribner's Sons, also publishers, whose copyrighted books Macy & Co. had also sold at cut prices.

In both these cases it was urged by the plaintiffs that the sale at a cut price was a violation of copyright, and the court simply decided that it was not. The two main questions which would dominate were the point of the manufacturer's control over retail prices squarely tried, i. e., 1, was there an agreement not to cut prices, and, 2, if not, is the cut price destroying the manufacturer's business and the manufacturer therefore deserving of equitable relief, were only indirectly touched upon.

The two cases decided are therefore only valuable as authorities under the copyright law.

Santos Coffee's New Role.

Truly the food laws have brought about radical reforms. Touring through suburban Philadelphia a few days ago the writer came upon something which he had never seen before—billboards bearing huge advertisements of a blend of "Dutch Java *and Santos* Coffee." This is surely a proud day for Santos coffee, for never before has it been exploited to consumers on its merits. Always under another name, usually Mocha, always as a counterfeit, always a fake. And it cannot be denied that were there no food laws Santos would still be masquerading as Mocha, just as it invariably did before food laws were passed.

The remarkable thing about it is that never since the inception of the coffee industry has there been a time when Santos coffee was not just as worthy to stand on its merits as Mocha or any other bean.

A Contemporary's Mistake.

The Omaha "Trade Exhibit" makes a serious mistake in the following paragraph:—

> At the National convention of retail grocers recently held in Boston, one of the most important resolutions adopted was introduced by Delegate Coningham, of Nebraska. It asks Congress to pass a law requiring the date of packing to be placed on all packages of food products offered for sale. These food products are all high enough to entitle the consumer to the best and most wholesome the market affords. As it is now, there is nothing on a package to show whether the contents were packed one month or ten years ago. The result is that any old stuff can be worked off on the consumer and the grocer be perfectly ignorant. This is a matter that should go before Congress and a law passed at the earliest possible date, giving protection alike to the grocer and the customer. The same law should apply to canned goods of every kind and class.

The "Trade Exhibit" must readjust its views. The National Association passed no such resolution as this, but its exact opposite. The resolution actually adopted vigorously opposed the dating plan, and its text is as follows:—

> Whereas, Bills providing that food products shall bear the date of packing have been and still are frequently introduced and considered by the Legislatures of the various States, and
>
> Whereas, For the reasons hereinafter set forth such measures are deemed by us to be neither necessary nor reasonable nor just, it is hereby
>
> Resolved, That the members of this association are opposed to the enactment of all State and Federal legislation that shall require the declaration on the label of food products of any kind, of the date, when such articles were prepared or packed.

The Omaha "Trade Exhibit" is the first grocery paper the "Grocery World" has ever known to favor laws which would render unsalable, canned goods packed a year or two ago, despite the fact that such goods are frequently better than and always as good as—so far as age is concerned—goods packed this year.

Kill the Private Brands?

At the Atlantic City convention of the National Wholesale Grocers' Association the question of manufacturers selling chain stores and retailers' co-operative buying exchanges was brought up and discussed, though it couldn't be said to have been a dominant question.

Certain manufacturers who were asked for their views on the subject informally made a statement which I am advised put a speedy end to the discussion.

One manufacturer in particular, who fairly sells any good customer with the price, said he would be at any time willing to consider the question of cutting off retailers, but if he did he thought the jobbers ought to abolish their private brands.

I stated last week, I think, that practically every jobber maintains private brands in some line or other. Let me venture a prophecy—that if it depends on the elimination of private brands, manufacturers will never in the world cut off chain stores and retail grocers' associations. For wholesale grocers make more money on their private brands than they can possibly do on the average proprietary brand—

Unless the manufacturer of that proprietary brand, as pointed out last week, is willing to set and defend a wholesale and retail price upon it.

The average jobber does not make his private brands—they are packed for him by some manufacturer.

But in many cases the jobber packs as well as sells them. Austin, Nichols & Co., Leggett & Co., R. C. Williams & Co., of New York, all have factories in which they make their own brands of specialties. Sprague, Warner & Co., of Chicago, pack their private brands of canned goods in their own canneries.

Even in Philadelphia several of the jobbers are manufacturers.

Now, as I said last week, and as I emphasize again now, every jobber with a private brand established it for the double purpose of building up a personal business of his own, and getting more profit than he could get on proprietary brands. To ask that the sources of the best profits in the jobbing business be given up is to ask for a heavy sacrifice. Not one jobber out of a thousand would agree to such a thing

And yet it is perfectly equitable for a manufacturer to ask jobbers for some concessions before turning down profitable customers.

A certain manufacturer, let us say, sells all the Philadelphia chain-store concerns and the Retail Grocers' Association. In one case the aggregate business from this source is two cars a week, every cent of which is paid for in cash at the end of ten days.

The local jobbers go to that manufacturer and ask him to cut these concerns off; to compel them to buy their two cars through jobbers.

"But," says the manufacturer. "I'd lose that trade almost absolutely, for they'd get sore on me and knock my goods."

"We'll make it up to you," says the jobber.

"How can you possibly make up two cars or even one car a week to me?" asks the manufacturer.

"We'll push your goods extra hard," says the jobber.

"But look," says the manufacturer, "to make up that much you would have to give me almost all your business. There are two reasons why you can't do that. One is the

fact that you're under the same obligations to all my competitors that you are to me—for not selling these people—and you will therefore have to divide your trade up. Second, there are your private brands, on which you make more money than you do on mine."

It's not in the least to be wondered at that so many manufacturers look askance at the jobbers' soapy promises to make up to them the trade they lose by cutting off the large retail buyers.

So that in my judgment the private brands will stay—unless manufacturers generally remove the main necessity for them by limiting the selling price of their brands.

E. J. B.

Failures Still Increase.

In Both Grocery and General Store Lines Business Disorders Greater in May, 1908, than in May, 1907. Liabilities, However, Compare Well.

The official list of failures in grocery and general store lines for the month of May, 1908, shows heavy increases over the same month of last year. The figures are as follows:—

General Stores.—May, 1908, 143; liabilities, $634,192; May, 1907, 89; liabilities, $624,849.

Grocery Stores.—May, 1908, 230; liabilities, $738,592; May, 1907, 170; liabilities, $933,053.

It will be noted, however, that the liabilities of May, 1907, were greater in the case of the grocery store failures, and almost as great in the general store failures.

American Food Product Manufacturers Neglect South American Fields.

Let European Houses Get Most of the Grocery Trade of Paraguay. United States Seventh in Scale of Countries that Send Foods There. A List of Our Goods that Would Go There.

Special correspondence of "Grocery World."

Washington, D. C.,
June 11, 1908.

The American Consul says that American manufacturers of food products have been singularly neglectful of the market of Paraguay, South America, and has allowed the manufacturers of Europe to get practically all its grocery trade.

Paraguay imports over half a million dollars' worth of food products a year. Outside of the wheat and flour which come from the Argentine Republic, fully one-half the balance of the trade in foodstuffs is credited to Germany, consisting of rice, canned vegetables and fish, delicatessen products, soups, oatmeal, rice, bean and corn flour. Spain occupies third place, with sales of olives, olive oils, canned vegetables, beans and pickles; and Italy is fourth, supplying olive oils, macaroni and paste products, tomato sauce and preserves.

Fine fruit preserves, fancy canned vegetables, such as asparagus, mushrooms, etc., preserved meats, patés, etc., preserved cheese, jams and biscuits come from France.

The sixth place is held by the United Kingdom, with teas, cocoa, dried fruits, jams, pickles, canned meats, fish and vegetables, hams, bacon, oatmeal and condensed milk, and the United States comes seventh, supplying a very limited line of canned salmon and oysters, deviled ham, cereals, California fruits, corn starch and baking powder. Paraguay has been neglected by American exporters of groceries, who should have a much larger share of this trade than they have at present.

The following American goods, especially, ought to be sold in Paraguay, according to the Consul: Laundry starch, sardines, navy beans, flavoring extracts, baked beans, cheese, canned fruits, dried fruits, prunes, salt codfish, boned codfish, raisins, pickles and table syrups, chocolate, condiments, candies, cocoa, desiccated cocoanut, hams, condensed milk, canned vegetables, bacon, etc.

California canned fruits are not sold in Paraguay to the extent they should be. Jams and preserves are in good demand. Cocoas, chocolate and cheap confectionery are staple goods. American condensed milk is not known here. Dried fruits come from Europe instead of from the United States. American pickles will easily hold their own against the European goods now sold there. Hams and bacon come also from Europe.

Dried fruits for this market should be packed, as for tropical climates, in carefully sealed packages. Hams and bacon should have extra heavy canvas wrappings.

HOLT.

Grocers "Getting Wise"

From our constantly increasing orders from grocers all over the Country we find that grocers everywhere are "getting wise" to the comfortable profit making trade that they can build up on our Dandelion Brand Butter Color (Purely Vegetable).

Are you wise?

If not send a trial order and get wise.

DANDELION BRAND BUTTER COLOR

PURELY VEGETABLE

IS THE STANDARD OF THE WORLD

It is almost as much a staple with buttermakers as sugar and coffee.

Nine out of ten of them have always used it, and the tenth is sure to come to it.

If you have not stocked it yet, write to-day to us or to your wholesaler for sizes, prices and advertising matter.

This Trade Mark has appeared on our Butter Color for over 25 years.



WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

The New York Letter

New York Retailers Decide Against Fixing of Retail Price by Manufacturers. More Fines for Benzoate of Soda. East Side Grocers and Hard Times. Chain Store Bankrupt. Fels & Co. Wins Damage Suit.

Special correspondence of "Grocery World."

New York, June 12, 1908.

The New York Retail Grocers' Union, at its meeting last week, put itself on record against manufacturers fixing a minimum price and also asked that manufacturers discontinue the practice of putting the price on labels and that they cease advertising the selling price in any manner.

A number of the members seemed to think that the minimum price plan could be carried out to advantage in other cities or towns, but that it is not practicable in New York.

* * *

According to advices received by the wholesale grocers and manufacturers in this city, the Government will not decide the questions as to the use of benzoate of soda in catsup and sulphur in fruit in time to affect the packing and canning of the present crop, so that the packers will be permitted to use the preservatives, subject to the regulations as to correct labeling and some restrictions as to the quantity of the preservative that is used.

The delay is chiefly on the part of the Commission of Experts appointed by the Government to investigate the scientific and technical questions involved and to report. It is now said that this commission will not submit its recommendations on the issues mentioned until next winter. The packers who use the preservatives are pleased that the situation seems to be clearing for them as far as this year's business is concerned.

* * *

Solomon Berg, a wholesale grocer at 77 Essex street, on the East Side, was made a defendant in a bankruptcy case brought by several creditors with claims as follows: B. T. Babbitt, Inc., $135; Bennett, Day & Co., $217; David S. Brown, $443. It is alleged that Berg made a preferential payment of $1,000 and transferred merchandise valued at $1,000. The liabilities are estimated at $24,000 and assets at $4,000. Chas. L. Brookheim was appointed receiver.

A petition in bankruptcy was filed Tuesday against J .H. Wulff, Inc., who have a chain of seven stores on the upper West Side, including one at 167 Amsterdam avenue, and stores on Lenox and Ninth avenues, all in excellent locations. Mr. Wulff started the business in 1899 and last year he incorporated it with a capital stock of $10,000. It is alleged in the petition that the corporation transferred merchandise and accounts to the value of $2,000 and made improper preferential payments to the amount of $3,000. The petitioning creditors and the amounts of their claims are: Shriver & Co., $237; M. W. Houck & Bro., $36; John Boyle Co., $80; Philip Douglas, $180.

Samuel H. Brodie, a grocer at Peekskill, N. Y., filed Monday in this city a petition in bankruptcy, with liabilities of $1,685 and nominal assets of $129.

* * *

On the East Side in the districts where there have been and are many unemployed laborers and people who usually work in clothing factories, the small grocers have been going through a

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CHICAGO, ILLS.

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DOWAGIAC, MICH.

J. V. Lindsley & Company

MAKERS OF

THE LINDSLEY CAR

PHONE, HARRISON 4420.

SALES OFFICE: SUITE 1139 MONADNOCK BLDG.

CHICAGO, May 27, 1908.

Mr. David Ezekiel,
The Grocery World,
Phila., Pa.

Dear Sir:-

We are pleased to advise you that we have received very good results from your paper. It has been a very good thing for us to advertise in it.

Yours truly,

G A Green

SEC. J. V. LINDSLEY & CO.

GAG/PK

harder time perhaps than is realized by outsiders. The demands for credit upon these dealers have been unusual and in turn they have depended on the jobber for leniency when they could not meet accounts promptly. Conditions in that part of the city have been exceptional, however. The jobbers say that the conditions generally are much improved over what they were a few weeks ago. It is believed that the number of unemployed has been much reduced and both retailers and wholesalers find collections better than they were.

* * *

The International Tobacco Co. claims that the Emil Berger Tobacco Co. is trying to get information as to the former's customers and business methods, and is endeavoring to make use of the courts for the purpose. Louis Berger, a nephew of the principal owner of the Berger company, owns twenty-nine shares of the International company's stock and this week applied to the Supreme Court for permission to examine that company's books. The company opposes the application on the ground stated. Justice Bischoff reserved decision.

* * *

The grocers are having their share of outings. The Manhattan and Bronx Retail Grocers' Association held a successful picnic Sunday at Sulzer's Harlem River Park. There was a large attendance and a jolly time with music and field sports. The Brooklyn Retail Grocers' Association will have an excursion next Sunday over the Lehigh Railroad to Bellewood, N. J. Other events are coming.

* * *

The breach between the wholesale grocers and the California dried fruit packers was not closed at the recent convention of the wholesalers and considerable trouble over the form of contract is apprehended. The packers have made it clear in the last week that they stand behind the California Dried Fruit Association in its stand for the contract which it submitted to the jobbers. The principal difference is with reference to the clause on terms. The packers insist on the clause which gives a discount if the draft is paid within ten days of shipment and otherwise calls for cash on the arrival of the goods. The jobbers ask that the discount be allowed after the arrival and examination of the goods. The packer objects to the jobber's plan on the ground that it gives the buyer a chance to refuse the shipment on one pretext or another if the market goes down.

* * *

A suit brought against Joseph Fels and Samuel S. Fels, the soap manufacturers, by the International Mercantile Marine Co., was dismissed Monday by Judge Adams in the United States District Court. The plaintiff claimed that an explosion on the steamship "Haverford" was caused by the fumes from a shipment of naptha soap and demanded $100-000 as damages. The court held that some other article than soap caused the explosion.

* * *

New companies incorporated in the last week include the following:

John Scheepers & Co., commission dealers in provisions; capital stock, $25,000; incorporators, John Scheepers, 24 Stone street; Wm. De Graff, Philip Markell.

Sanitary Paper Milk Bottle Co.; capital stock, $250,000; incorporators, Wm. J. Reid, 52 Broadway; W. R. Seibrecht, C. L. McGuinness.

Liquor Dealers' Sales Agency; capital stock, $5,000; incorporators, E. D. Cronin, 889 Union street, Brooklyn; G. Q. Dean, Fred. Knowlton.

Car, Eggleston & Ritz Co., Kendall, N. Y., who are to can fruits and vegetables; capital stock, $6,000; incorporators, J. H. Carr, Kent, N. Y.; M. E. Eggleston, Albany, N. Y.; Frank J. Ritz, Kendall, N. Y.

FRED. A. MCGILL.

AMONG THE TRADE.

Milton C. Webster, manager of the Twelfth street store of Mitchell, Fletcher & Co., committed suicide during the week at the home of his brother, in Johnsonville, Bucks County.

William J. Hill, Eden Hill and Noble G. Hill, trading as William Hill & Sons, coffee jobbers, have been adjudged voluntary bankrupts. The liabilities aggregate $115,152.86; assets, $58,869.44.

No annoying delays when you order Forbes' indexed coupon books. They are always shipped promptly.

TIN CANS



METAL SHIPPING PAILS

No Boxing or Crating Necessary

FOR Coffee and Spices we believe you will find this new metal shipping pail the best transportation package on the market to-day. It has been perfected only through practical and exacting experiment. We believe it to be practically theft-proof. The cover fits into the pail and is fastened by clinching the cover-lugs over the wired top of the pail. In addition we furnish small steel fasteners (not shown), which are clinched over the cover-lugs and effectively prevent theft in transit.

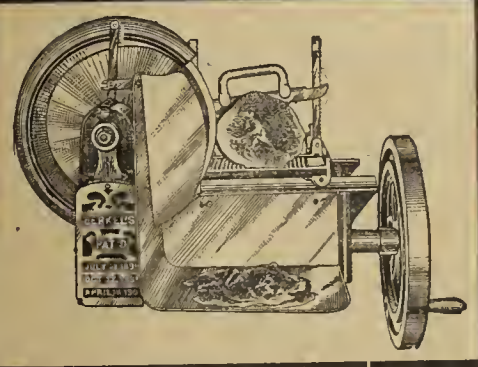
This galvanized shipping pail is made in four sizes: Small, Medium, Large, Extra Large.

Submit Your Requirements to Our Nearest Office.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

PAILS BOXES



You Don't Pay for It

When you install an **American Slicing Machine** you are not the one who pays for it.

Your unprogressive competitor, depending upon pleasing an educated public by uneven, unsatisfactory hand-slicing, is paying for that machine just as surely as though he handed over a check for it.

He is paying for it over and over again in the trade which he is losing to you—the trade of every one who appreciates even, uniform, just-right slices and more slices for the money.

Meanwhile, you are making a better profit on each sale through the saving of waste, time and labor.

We don't want you to take our word for this.

But we *do* want an opportunity to tell you about the experience of nine thousand progressive merchants, everywhere.

SEND IN THE COUPON TO-DAY

COUPON

American Slicing Machine Co

54 FIFTH AVE., CHICAGO

I should like to look over your catalogue and booklet.

Of course this involves no obligation on my part.

Name.....

Address.....

THE GROCERY MARKETS

Tea.

So far as spot teas are concerned the market is unchanged and comparatively dull. New Japans, which have sold very poorly compared with previous years, have nevertheless advanced 2 cents per pound on the other side. There has been no change here, however, and none is likely in the near future. Certain grades of new Formosas are also ¾ cent higher on the other side. The demand for spot teas is not especially good, and on account of the approaching end of the season many lines are selling at a loss.

Coffee.

The coffee market is very quiet and stupid, speaking now of Rio and Santos. The undercurrent of opinion among the large buying trade is bearish since the sale of valorization coffee last week. To begin with, the price obtained was certainly not more than cost, if that, which makes the future of the syndicate look black, with their enormous stocks and carrying charges galloping on. Then the English monetary influence, which is very strong in Brazil, continues to be strongly adverse to the whole valorization scheme. The future of the cornering syndicate is not as rosy as it might be, and the market is soft in consequence. Mild coffees are steady and unchanged. Java and Mocha moderately active at ruling prices.

Sugar.

The raw sugar market has strengthened during the week, and sales have been made at a slight advance. There would seem to be no reason for the unusual firmness in the market, except it be, as some charge, the fact that the spot stock of raws in New York is really 75,000 tons less than it is represented to be. This is two weeks' supply to the refiners, and if lacking might mean a pinch. Refined sugar is selling actively, but without change in price.

Fish.

The mackerel market is weaker. Norway 3s have declined 50 cents to $1 per barrel. The catch of spring Irish has also shown so much improvement that the price of that grade has also declined about the same amount. New shore mackerel are now offered at $11.50 per barrel, which is much below last year's opening. Cod, hake and haddock are dull and unchanged. Prices have been named on new Columbia River salmon during the week on last year's basis. Salmon generally is in fair demand. Domestic sardines are unchanged in price and moderately active. Imported sardines show no change and a fair request.

Syrup and Molasses.

Glucose is unchanged, though the corn market is firm and high. Compound syrup is unchanged in price and in light demand. The demand for sugar syrup is good, mostly for export, although the mixers are taking some. Molasses is quiet and unchanged.

Canned Goods.

Tomatoes are unchanged and in fair demand. The dry spell is causing some little firmness and spot and future goods are both a little harder to pick up in quantities at the old prices. Corn is unchanged and still firm as to most grades. Shoepeg is not so strong as the other grades, as it was pushed up too high. Maine style is firm; other grades unchanged. The demand is fair only. Peas are still weak and dull, and sales have been made 12½ cents below this year's opening. The pack is about done and amounts to about 80 per cent. of last year so far as the South is concerned. This still means plenty of peas to go round, however. Prospects still indicate a heavy peach crop. Some packers are offering futures below the opening, but the trade seem not to be interested. Apples have advanced 15 to 20 cents per dozen. New York gallons, but the demand is light. In Maryland strawberries are being packed, and though the pack will probably be of good size, the price nevertheless keeps up. The small Baltimore line is unchanged and slow. California canned goods are quiet at ruling prices. There has been no general naming of prices as yet.

Dried Fruits.

Prunes are doing a little better, so far as the demand is concerned, and in the East 40s are slightly firmer; other grades unchanged. On the coast packers are asking 4-cent basis for new prunes, but the trade refuse to buy at that figure, and no business is doing. Peaches are dull and unchanged in price, though the spot price tends downward. Apricots are dull, both spot

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At Reasonable Prices
Don't forget that we are Headquarters for
Leather and Corded Fly Nets
and Everything in Hardware.

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Hardware Jobbers
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They Are Worth Having
and nearly every merchant knows it. Simplest way of keeping accounts. FORBES
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Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased **100,000** books. Thousands using them. Samples free. Ask for them.

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FORBES BUILDING
COSHOCTON, OHIO

As Good As the Most Fastidious Grocer Would Have It



¶ Many a grocer sells lots of goods that are not quite as fine as they would be if he made them himself. They may be good, but his ideas are just a little better.
¶ **Gurnse** butter is as good as the most fastidious grocer in business would make it if he could. It is a perfect dairy butter, as clean and pure and delicately flavored as any butter can be made, no matter what price is asked for it.
¶ **Gurnse** butter is a splendid specialty for any grocer.
¶ Because it is wrapped in brine-dipped paper and packed in pound cartons under a distinctive name, it gives it an individuality which extends to the store that sells it.
Packed in 30 and 50-pound boxes—pound and half pounds—29 cents
Prices subject to market change.
P. F. BROWN & CO., 39 S. Front Street, Philadelphia, Pa.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

and futures; prices unchanged as to both. Currants are fairly active for the season; price unchanged. Raisins are still soft, weak and dull, and will probably not recover this season. Future prices have been named on a basis 1½ cents below last year for fancy seeded. Other dried fruits unchanged and quiet.

Beans and Peas.

Domestic pea beans still rule unchanged at last quotations, and business is dull. Imported are moving to some extent around $2.30, the ruling price. Marrows are unchanged and moderately active. California limas are higher again, mostly from speculative reasons. Split and dried peas in all grades are unchanged and in fair demand.

Butter.

The butter market is very active but unchanged. There is a good demand, both speculative and consumptive, and the make is fully up to the standard both in quality and quantity. The weather has been very desirable for making butter, and no special change in prices is looked for during the next few days.

Eggs.

The egg market is fair and unchanged. The receipts are about normal. The quality is showing some heat, so far as the bulk of the receipts are concerned, and these have to be sold at slight concessions. The consumptive demand for eggs is about normal and everything is being absorbed as fast as it arrives.

Cheese.

The cheese market is very active at an advance of about ¼ cent, with other advances likely to follow. The hot spell in New York State is burning the grass, and the farmers are reported to be somewhat put to it for fodder. The make so far has been about normal for the season, and the quality is fancy. Undergrades are very scarce, and if there is any change it will be a slight advance.

Provisions.

The market for smoked meats is unchanged and rules at firm prices. The demand is seasonable. Both pure and compound lard is firm at ¼ cent advance, and the consumptive demand is very good. Barrel pork is unchanged and active. Canned meats and dried beef are firm and unchanged.

Green Fruit.

Bananas, firsts, $1.50 to $1.75 per bunch; 8-hands, $1.10 to $1.35 per bunch; 7-hands, 75 cents to $1 per bunch; 6-hands, 50 to 65 cents per bunch, demand fair; red, $1 to $2 per bunch, demand fair; lemons, $2.25 to $3.50 per box, demand fair; apples, Baldwins, $2.50 to $3.50 per barrel, demand fair; pineapples, $2.25 to $3.25 per box, demand fair to good; grapefruit, $3.50 to $6 per box, demand fair; California oranges, $3 to $4.25 per box, demand fair to good.

Produce.

Old potatoes, Pennsylvania, 50 to 60 cents per bushel; York State, 70 to 75 cents per bushel, demand poor; Egyptian onions, $2.25 to $2.50 per bag; Texas, $1 to $1.15 per crate; Bermudas, $1.10 per crate, demand fair; sweet potatoes, firsts, $1 to $1.10 per bushel; seconds, 50 to 60 cents per bushel, demand fair; spinach, 50 to 75 cents per barrel, demand poor; rhubarb, $2 per 100 bunches, demand good; white radishes, $1 to $1.25 per 100 bunches; red, $1.50 per 100 bunches, demand good; scullions, 75 cents to $1 per 100 bunches, demand fair to good; carrots, 4 to 5 cents per bunch, demand good; asparagus, 15 to 20 cents per bunch, demand good; turnips, 50 to 60 cents per basket, demand fair; Jersey peas, 60 to 75 cents per basket, demand good; cauliflower, No. 1, 10 cents per head; No. 2, 2 to 3 cents per head, demand fair; salad, No. 1, $1 per barrel; No. 2, 25 to 50 cents per barrel, demand fair; beets, 2 to 3 cents per head, demand good; Pennsylvania cabbage, $1 to $1.25 per barrel, demand fair.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7½ cents per pound; roasted, choice, $1.15 per bushel; fancy, $1.50 per bushel; jumbo, $1.65 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12½ cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Imported Fish Products.

By S. S. "Furnessia" arrived a few half-barrels of new Matjes herring. Quality was quite satisfactory and they were sold promptly ex dock.

Owing to heavy losses sustained in previous years on new herring, almost all receivers here have notified their shippers not to forward but small parcels on every steamer so that the market may not be overcrowded. It is hoped that they will continue this practice, and in such case prices are likely to remain quite steady.

Probably in consequence of the comparatively high prices asked for American sardines, the demand for sprats has improved lately, and some round lots have changed hands. The stock of sprats in France and Belgium is very small. Stocks here are concentrated in a few hands and prices are very firm. If demand should continue we look for an advance.

* * *

Cable reports from France in regard to the fishing of sardines are very discouraging. There is virtually no catch and no stocks anywhere of French sardines.

Of Portuguese sardines there are only very few parcels in the market, and those are firmly held.

For mackerel there is only a hand-to-mouth demand, but they are beginning to sell better. All in all, the outlook is more encouraging than last week.

STROHMEYER & ARPE CO.
New York, N. Y.

Baltimore Canned Goods.

No. 1.

Uppermost in the mind of every one in the trade here is the pea problem. The continued rains and the unseasonable weather during the latter part of May did more damage to the pea crop throughout this section than was supposed, and if it had not been for the favorable weather conditions earlier in the season the crop might have been nearly a total failure for canning purpose. The quality is all right, but the quantity is a keen disappointment. Unless the other pea growing sections of the country fare better than we have, this year will not be one of low prices for the canned article for which we had such a bright outlook a few weeks ago. We have yet left, however, two weeks more of the packing season, and we are watching and praying.

Next to peas the strawberry crop has suffered most, and from the same cause, resulting in an immediate advance in the prices of the canned article. Unfavorable reports are coming in about the crop of gooseberries and raspberries, as well as cherries, and they will not be lower in prices. It is too early yet to say anything about blackberries and blueberries. The demand for future peaches is increasing, and if that crop, too, proves to be short, those packers who are selling them may find themselves in an unpleasant position. Up to this time the prospects for a large crop are excellent, the orchards look fine and carry healthy looking fruit. Nothing positive, however, can be told about peaches until after the June drop, which is just beginning. The pineapple season is fully up to the mark, the receipts to date were as large as usual and the quality is excellent, and in the meantime the demand is increasing.

New string beans are ready for prompt shipment. The demand for corn is making a stronger market for that article, and conservative purchases are advisable. Spinach, pears and apples are in fair demand, as usual at this time.

Spot tomatoes were not so active this week, and there was less doing in futures. The market is liable to fits of sudden activity or unexpected dullness always during the month of June.

THOS. J. MEEHAN & CO.
Baltimore, Md.

No. 2.

The tomato market has been showing some snap this week. There has been considerable buying on a basis of 72½ cents per dozen, and a great deal of business turned down. It looks as though the sellers at 72½ cents

per dozen have been cleaned out. Good Standard No. 3 tomatoes can be bought at 75 cents per dozen, but this is bottom on them.

The stock of tomatoes being carried in this section is undoubtedly comparatively light, and quite a few conservative people seem to think that all the tomatoes in first hands will go out before the new season. This is based on the better demand and on the indications that jobbers in some sections of the country are bare of tomatoes and will want quite a few before the new packing season.

We are quoting No. 2 and No. 3 Standards at 55 and 75 cents per dozen, f. o. b. Baltimore rate. The demand is fair, though not active. Packers are not pressing sales at all. The majority of them seem to think that 75 cents per dozen is not profitable on a basis of prospective cost.

The packing of peas has been going on unsatisfactory this week. Packers are not getting the peas they anticipated. It may be a little too early to say that there will be a short crop, but this is the way most of the packers feel about it.

There is some improvement in the buying of future peaches. A limited number of Baltimore packers are willing to book orders for futures, but the majority of them are inclined to stand pat and wait until the packing season begins.

THOS. G. CRANWELL & CO.
Baltimore, Md.

—

Spices.

The market is firmer; spot supplies are steadily decreasing. Futures are fairly active, although there has been no large trading during the week.

Pepper steady, at about the same values as have been in effect during the last thirty days.

Cayennes.—We note a better inquiry and some light buying. Purchases will be heavier during the next thirty days.

Cloves scarce and firmer. The new crop is estimated at 75,000 to 85,000 bales, about one-half of the 1907 crop. If this estimate is correct we will see a higher market.

Pimento (Allspice) firm for spot goods. New crop is somewhat lower.

Mace.—Prime stock is scarce; demand is fair.

Nutmegs.—There has been fair buying at present low prices, which, by the way, are lowest on record.

Cassias.—Saigon is in better demand; prices firm. China also in good demand for spot and for goods to arrive. Prices steady, but unchanged.

Gingers.—Firmer prices are tending upward. Demand is fair.

Seeds steady. Much higher prices for Caraway, Holland having advanced on old as well as new crop seed. Celery is firm, but unchanged.

MCCORMICK & CO.
Baltimore, Md.

MARKET NOTES.

Watermelons range from 25 to 35 cents each. All are from Florida and the quality is very fine. The demand is fair.

—

Lima beans are scarce. The receipts are from Charleston and the average price $2.50. The quality of much of the receipts is poor.

—

Strawberries are in very heavy receipt, and the price ranges from 3 to 7 cents. All the fruit now on the market is from near-by points. Huckleberries range from 12 to 15 cents, and blackberries from 10 to 12 cents, both coming from North Carolina. The demand is fair.

—

Peaches now coming forward are nearly all Georgias and range from $1.25 to $2. A few Floridas range from $1.50 to $1.60.

—

Mississippi tomatoes have declined to 60 to 65 cents. Lots are coming, many poor. Floridas bring $2 for the best.

—

Florida corn is scarce and averages $2 per crate. The quality is poor and the demand slow.

—

Florida pineapples average $3 for 24s, and $2.50 to $2.75 for 30s and 36s. The demand is fair.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

BOOMING THE VEGETABLE BUSINESS.

Beginning Monday 50 cards will be mailed to hotel men, restaurant men and boarding house keepers quoting prices in original packages (largely) of all fresh vegetables. Occasionally we will put in a special on canned goods, and once in a while a low price on a short loin or a full rib or a set of racks. These cards are in every case to be presented when the purchase is made and you will hand them in at the office. This will be kept up for six weeks. If the experiment proves a success we will follow it up with vigor.

ODD JARS.

All the odd quart and pint jars that we have will be bunched together and sold for 50 cents a dozen. You'll find Smalley's, Lightning's, Mason's, Morgan's and other kinds. Get rid of them.

ABOUT HIGHER MEAT PRICES.

Certainly the price of cattle has gone unreasonably high. The thing to do is to dig into your canned meats and your delicatessen goods and talk fresh fish to people. Fish prices are low. Follow up our talk on this department and get the prices down so you can quote them off-hand.

DILL PICKLES.

We have a lot of Dill pickles on hand. Evidently we bought too many. Anyway, we must move them and move them quickly, because it's a pickle that won't stand the hot season. Make a display in a three-gallon punch bowl with a ticket "12 for 15 cents." Surround the display with Dill, also pint and quart oyster pails. Keep the brine free from white spots.

"PINK" SALMON.

Remember one thing about selling 10-cent 1s of salmon, and that is the color is off. Let this be understood when the sale is made. Red Alaska can't be sold with a profit for less than 15 cents. The other (the pink) can be sold for 10 cents. The flavor is O. K. The color is objectionable. It makes lots of trouble for us and you must exercise the utmost care in explaining to people the nature of this fish. Do this especially with children and men who are sent after "a can of salmon." Understand?

Big Fight Over Increased Butter Freights.

Sixteen of the largest butter manufacturers in the Mississippi Valley States will begin a gigantic battle against 20 transcontinental railroads and express companies within the next few days before Interstate Commerce Commissioners Prouty, of Vermont, and Harlan, of Illinois, in Chicago, in an effort to thwart the common carriers' plan to make a sweeping advance in rail tariffs on milk and cream, averaging from 66⅔ to 125 per cent. It is the emphatic claim of these makers of butter that the enforcement of the proposed "excessive, unjust and practically confiscatory" increase not only would imperil the investment of $10,000,000 in creamery plants in several States, but would eliminate the net profit of less than one-half a cent per pound on the finished product and force the creameries to suspend business. The annual production of the petitioning butter-makers who seek the permanency of protection from railroad rate increases temporarily given by an injunction issued by Judge Kohlsaat, of the United States Circuit Court in September, 1907, is 150,000,000 pounds, which is more than one-quarter of the total output of the United States. These petitioners annually pay the farmers of Illinois, Wisconsin, Missouri, Iowa, Kansas, Nebraska, South Dakota, Minnesota and Indiana $50,000,000 for cream, and expend more than $1,500,000 on railroad freight charges. Counsel for the defendant common carriers have offered the suggestions that the butter-makers add the increase due to the proposed new tariff on cream to the selling price of the finished product. But the makers unanimously have decided not to compel the public to pay more for the necessity. The suggestion is denounced as unfair to the people, and likely to result in extensive reprehensible substitution and adulteration.

Now is the time to get your stock in proper condition for the season's work or the sale. A lame, blemished horse can be made sound and smooth with Absorbine without laying up the horse. No blister, no hair gone. Absorbine is mild, but prompt in its action; stops lameness, kills pain, removes bunches. Two dollars per bottle at all druggists, or express prepaid upon receipt of price. Manufactured only by W. F. Young, P. D. F., 9 Monmouth street, Springfield, Mass.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

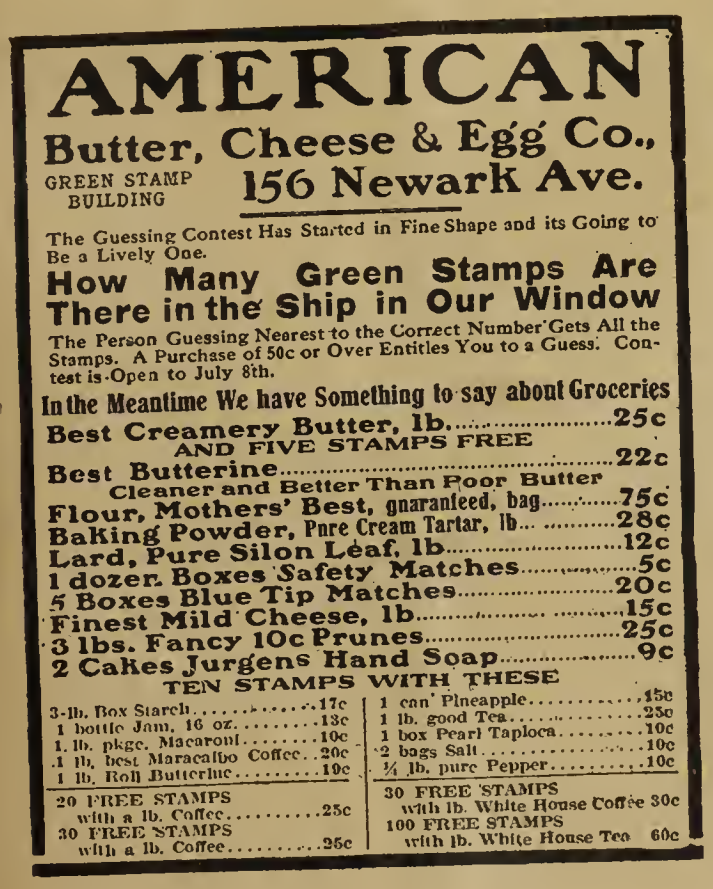
New York, June 2, 1908.

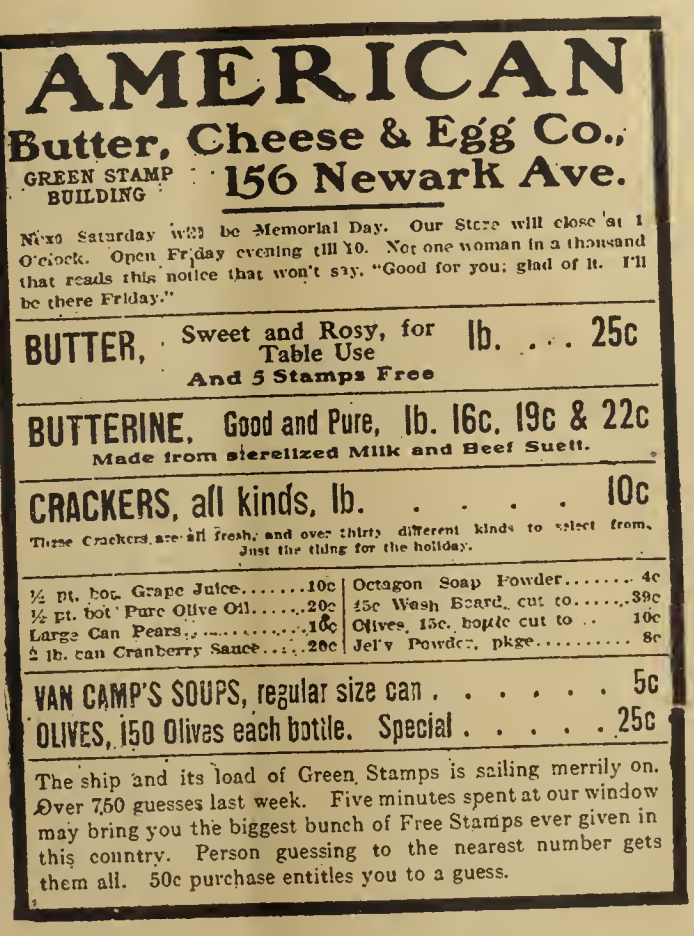
Editor "Science of Advertising."

Dear Sir:—What are the faults of the inclosed advertisements? I claim the name of the concern is featured too prominently—it should appear at the bottom of the advertisement.

Yours truly,
SALESMAN.
R. C. Williams & Co.

The above correspondent inclosed two advertisements, both of which measured five inches double column. Here they are, both photographed in reduced size:—





In my judgment the correspondent is right as to the featuring of the name. It belongs at the bottom, and even when placed there should not be given anything like the space that has been given it here. In my judgment it is an unanswerable argument that if the values exploited in an advertisement are attractive enough the people will find the name and address, even if it is set in the smallest type known. Naturally there is advertising strength in keeping the name before the public, and for that reason I would not set it in the smallest type known. To make it the biggest thing in the advertisement, however, is equivalent to contending that the name is more important than the goods, which is illogical and absurd.

* * *

The advertisement beginning "How Many Green Stamps are There in the Ship, etc.," contains about twice too much matter. It is fearfully crowded and for that reason is a poor advertisement. I should have cut down the space given to the name, about half, put it at the bottom, and then advertised about half as many articles. Leave space enough to say something about the goods. In all this advertisement there isn't a single word of explanation, description or persuasion. Nothing but names and prices.

* * *

The other advertisement is nowhere near so crowded, and for that reason is a much better advertisement. Even it, however, could stand fewer articles and more persuasion. I notice one tendency in both these advertisements which seems to sooner or later overtake everybody who uses trading stamps—the tendency to treat the stamps as of more importance than the goods. In other words, to assume that the customer thinks more of stamps than of groceries. If a dealer does this long enough he will find that he has educated his customer to do that, and he'll regret it to his dying day. Trading stamps may be all right, but they should never be treated in any other way than as a side issue.

JOTS FROM A JOBBER'S NOTEBOOK.

A number of first-hands handlers of food products have found this year that is is an easier thing to put prices up than it is to get them down again, at least to get them down and get back the trade that came before the advance. For example, French mushrooms. As has been reported in the "Grocery World" several times, I think, the price has ruled very high for several months, reaching at one time $30 per case for hotel mushrooms. Scarcity was assigned as the reason, but the fact was that intrinsically the goods were not worth $20. The demand for that reason fell off very decidedly, and a good part of the trade used fresh mushrooms, which were actually cheaper. Now, in common with most other things, the price of mushrooms has declined about $3 a case, but the trade has not yet come back, and probably will not for a long, long time. The manufacturer who concludes that his goods are indispensable, and that the trade will pay whatever price is asked is likely to wake up with a sore head sooner or later. The packers of California products are among those who now realize this.

THE JOBBER.

Peas keep high, ranging from 40 to 65 cents. The crop is light. The demand is good.

AGENTS WANTED
To Solicit Subscriptions to
"The Grocery World"
Write for Information.
LARGE COMMISSIONS
to those who desire to devote their entire time, or carry as side line.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell
Millbourne
Are you among the 7 per cent. who don't?
MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL

Anker's Bouillon Capsules
6


It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.
Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK



The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia

Written for the "Grocery World."

Treating Manufacturers as They Deserve Pays

Well-known New Jersey Grocer Tells of Experiences with Oil Trust and Biscuit Trust. Wouldn't Stand Their Methods and Bought of Independent Concerns, to Both His Own and His Customers' Advantage. Urges Retailers to Hold Up Their Heads Like Men.

Personally, I believe in the independence of the American Grocer. Spell it with a capital, won't you, and believe that if he knew his business and felt his importance in the community as he should manufacturers would not dictate to him as they do. Neither would he have "to black people's shoes," as poor old "Stroller" says we do "to keep 'em coming to the store." Why, I don't hesitate to say every once in a while right out to my customers that I consider a well kept grocery store is just as much a necessity to their comfort and happiness in life, and the well being of any community, as they are a necessity to the store itself.

Let us put on our Sunday clothes every once in a while and ride out in our automobiles, and pleasantly nod to such of our customers as we pass on the road, and see if we don't come home feeling bigger and better and more like "fighting" some of these "sassy" manufacturers than ever, and see also if they aren't a whole lot more gracious to us on account of it.

I very well remember the time when I first dared to buy kerosene oil from an opponent of the "Standard Oil Co." In talking to the oldest storekeeper of the town about it he said he'd be awfully afraid he wouldn't be able to get oil when he needed it, "for certainly, said he, *they* won't sell it to *you* when once you have turned your back on them. The result of my "boldness" may be known when I tell you that during the first six days after "I dared" to buy from a competitor I had no less than seven different men, employees of the Standard, in my store urging me to come back to their fold, and finally I found I could buy both oil and gasoline from them much cheaper than I had ever done before, and cheaper they told me than anyone else in the town was getting it.

So with the National Biscuit Co. They were charging me cake prices for old pasteboard, etc., to which I objected. As long as I only did this they did not care and tried to whitewash me. Finally I left them entirely and, my customers tell me, secured better goods from a competitor, when lo the tide turned and more gracious letters and visitors I never received than such as were sent me by the same biscuit company agreeing to do almost any old thing I wanted them to do if I would only let them have my trade again.

Suffice it to say neither the National Biscuit Co. nor the Standard Oil Co. have either directly or indirectly had $20 of my money in the last ten years, and I am sure I have been served better during that time than I ever was before.

If I could get along so well without these people, I guess I can without the Quaker Oats people. Not that I have any desire for a fight with anybody, far from it, but I am an American citizen and can and will hold my head up with any of them, and insist that the man that gets my money shall not try to cut my throat when he gets it.

Let every retail grocer in the whole country take the same stand and hold his head up where it belongs, and see if he does not feel better and receive more credit than he does while fearing to call his soul his own as so many now do.

FRANK GARRIGUES.

Moorestown, N. J., June 12, 1908.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

The Last Chance for FIREWORKS

¶ BECAUSE we buy Fourth of July goods for four houses, and sell them by printers' ink, we are able to sell goods of standard grade for 10 to 30 per cent. less than such goods are commonly jobbed.

¶ Will you dismiss that claim as an advertising brag, or will you **investigate?**

¶ To get our Fireworks Catalogue—provided you are a merchant—will cost you the price of a postal card.

¶ The only "favor" we ask of any merchant is that he will include our prices in the comparison.

¶ The fact that the nominating conventions are held around the Fourth suggests that this year's business will be of record-breaking volume.

¶ Though the season is well advanced, we have an abundance of goods in stock, and can make shipment within twenty-four hours after receipt of order.

¶ Our June catalogue is No. D668.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE DALLAS



How the Old Man Got Back.

I think if there's any trait of character stronger about me than the others, it's the fact that I have no use for injustice.

If I can see somebody who's been handed a rough deal, get back and go one better I sing myself to sleep for a month.

I don't mean the mean sense of getting square, or getting revenge. I mean simply putting up a good defense and beating.

Away back in the 90's I knew an old grocer down in the southern part of Pennsylvania. He was sixty then, and I used to believe he was pretty well fixed. His store was in a small place, but it used to get a lot of trade from the country and had been in the same family for a long time. By the swads of goods the old fellow used I figured out that he did a big business.

I lost sight of the old fellow several years ago. I was sorry, too, for I always liked him. He had no education that amounted to anything, but was good and sound; a man nobody could help liking.

The other day I met a salesman who filled in that part of the history of the old fellow which has happened since I lost sight of him. It made me feel so good that I sat right down and wrote him a letter. The next time I get anywhere near there you can bet I'll run out and see him again.

The old man had three sons. Nothing remarkable about any of 'em, but their father thought there was. He believed the sun rose and set in 'em.

I never could see how he could feel that way, because there have never been any remarkable children born except my two. That's confidential, of course.

But he did, and he used to talk about how he was building up the business for his boys, and how after he got old he was going to turn it over to 'em.

Each one, when he got old enough, he took into the store with him. Oh, yes, the business was big enough. One man told me once he did over a thousand dollars a week.

About ten years ago the young fellows got so father was in the way. He was a fine man, and a good father, and we love him dearly, but his views about business are old-fashioned. You know the old song. Of course it isn't his fault, you know, father's always lived here in this little place, and his ideas naturally belong to the town. Why, confidentially, if we had this business to ourselves we could, etc., etc., etc. Can't you just hear them going on?

The old father was no fool and he saw what they thought about him. And it hurt a good bit. They didn't mean to make him uncomfortable, but they used to get impatient at things that he did, and there was some little friction and unpleasantness.

You see, the old man was conservative. Anybody's conservative who spends his life in a country town. The conservatives may not get as rich as some of the other fellows, but they usually hold on to what they've got anyway.

Some of the radicals don't.

Well, to make a long story short, the boys finally came out with a flat proposition that the old man should make over the store to them. They didn't put it badly—he was getting old, and didn't need to work, and he'd always said he was going to give them the business anyway, and this was the time to do it.

But he saw through it, and didn't know whether to do it or not. "Mother" thought he ought to do it, and finally he did.

The minute the three boys got possession of the place they turned it inside out. Before that it was a good, prosperous old-fashioned country store; after that it was neither one thing nor the other, for they tacked on a lot of new ideas that didn't fit.

And it didn't do the business any good. The people of that section were essentially country people. They very seldom got to any big city and they didn't take well to city things. There was one other grocery store in the place—a smaller store, and the people began to go there.

The old man was wild! The fellow that gives me this information tells me he was more worked up about it than he'd ever been over anything in his whole life. He talked to the boys, and argued with them, and kicked and pleaded and roasted, but nothing doing. The sons knew it all—the trade would soon see and come back—and they were going to try it out anyway.

The old fellow waited a month or two longer, to see if things would get better, and when they didn't what d'ye think he did?

He started a new store of his own right across from the old one. By that time the country paper had got hold of it and it printed the whole thing. To help it along the sons weren't liked much while the father was.

The new place did business from the start, and it went right ahead. It was just a country store like the old man knew the people of the country wanted, and 50 per cent. of 'em went to it in preference to the old store.

The sons were as bitter as the mischief and did a lot of talking, which helped their father but not them. Finally, when the thing began to look serious, they went to their father with their tails down and wanted to talk things over.

The old man wouldn't listen to a thing unless they'd agree to make over the store to him again, take their old jobs back, and let him do the running without any more monkey business. They wouldn't agree right away, but at last they did, and the two stores were consolidated. The old man stepped back where he was before, and everybody's happy.

By gravy, but that does make me feel good! Hurrah for the old man!

THE STROLLER.

TO SEE YOUR TRADE GROW

and Prestige and Profit Come Easy and Quick Just Order a

Johnson "Eversharp" Slicing Machine

on trial and approval for one month.

We guarantee it to be the best slicing machine in the whole wide world. If it don't make good, send it back by express.

Our machines sell for $40 and are their own best aavertisement.

A. W. JOHNSON, Manufacturer

New Brunswick, N. J.

AFTER TWO YEARS' USE JOHNSON'S "EVENSHARP" KEEPS SHARP AND SLICES VERY THIN AND SMOOTH. The best machine he ever used, advertises the store and brings in new trade.

KEYPORT, N. J., May 25, 1908.

MR. A. W. JOHNSON,
New Brunswick, N. J.:

DEAR SIR:

I have been using your "Ev ersharp" Dried Beef Slicing Machine for nearly two years, and I would not know what to do without it. It is the best slicing machine I have ever used.

My sale on sliced beef has increased very much since I began using the slicer.

I believe the machine is an advertisement for the store, as the beef sliced is very thin and smooth and cannot help but bring in new trade.

Yours respectfully,

PHELPS CHERRY,

An "EVERSHARP" Slicer costs $40. Order one. It will come right along; use it a month; if it don't make good send it back to the manfacturer, A. W. JOHNSON, NEW BRUNSWICK, N. J.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

"Picnic" Window.

A window display that strongly suggests itself at the present time is a "Picnic" window.

It is distinctly seasonable and would prove to be an effective, while economical, advertisement for the goods displayed.

Cover the floor with green crepe paper. At either corner, in the back of the window, pile carton cakes and crackers in the shape of a concave pyramid.

In the middle, at the back, pile olives, gherkins, etc. On either side of this pyramid pile sardines exactly the same way, only not so high.

In the centre of the window spread a table cloth on the floor. In the centre of this place a basket, covered or not, apparently filled with "good things to eat." Then place, here and there on the cloth, a bottle of catsup, mustard, peanut butter, olives, box of butter thins, eral strings of butter thins, Zu-Zu, etc.

A more elaborate and decidedly more effective display would be to cut grass sods and place in the bottom of the window.

It would also be advisable to pin price tags on the various articles displayed.

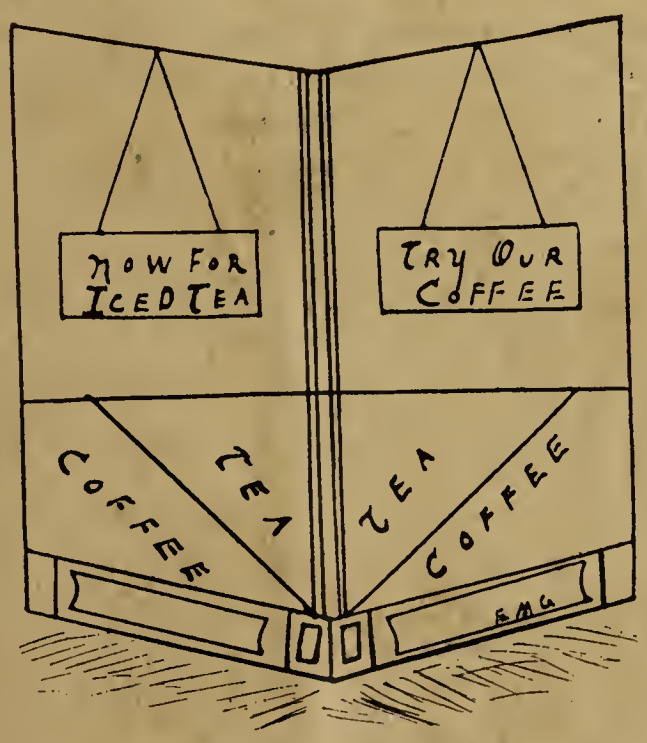
LAWRENCE A. GIPP.
Wilmington, Del.

A Corner Store Window.

The illustration represents a corner grocery with a double window on the corner. This window can be made more attractive than the common square or bulk window.

Cover the floor with any kind of clean paper, or if the floor is already covered with oilcloth, paper is not needed.

Let the corner at the intersection of the street be the hub, then radiating from the hub like the spokes in a wagon wheel, place canned



plates (wooden), knives and forks, etc. Make a rather tempting spread.

On either side of the cloth, at the front, pile pyramids of canned meat products, potted ham, etc.

On either side, at the back, pile cans of salmon.

Around the front of the window place bottled goods—gherkins, etc. Along the sides place picnic hams. From the top of the window suspend two strings of hams and sev-

goods, cereals in packages, or, better still, package tea and coffee (as this is to be a tea and coffee window) several layers high, so as to form a partition. Then between each partition fill the space with coffee on the outside and tea in the centre, or alternate either way.

Place neat price marks on the different kinds, also suspend cards from the ceiling with the inscription on one:—

Oakdale Steam Crisp Pretzels Salted

¶Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.
Oakdale Building, Philadelphia, Pa.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

PATENTS

obtained on inventions and designs. Trade marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

IT SAVES TROUBLE

and annoyance many times to have

ABSORBINE



handy in case of a Bruise or Strain. This remedy is rapid to cure, pleasant to use, and you can work the horse. No blister, no hair gone.

ABSORBINE cures Lameness, allays pain, removes any soft bunch quickly. $2.00 per bottle delivered or of regular dealers. Book 6-B free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Badly Strained Joints or Ligaments. Kills Pain.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Getting What You Bought

Do you want to enjoy the novelty this year of knowing when you buy canned goods futures exactly how many you are going to get?

Chance is you never have had that certainty before.

To have it now order **Blue Bell** and **Clover Farm** canned goods of your jobber's salesman.

Very likely he handles them already; if he does not he can. Every jobber gets from us on these goods a contract to deliver 100 per cent. He will give it to you when *you* buy.

The finest canned goods packed in Maryland.

STRASBAUGH, SILVER & CO.
ABERDEEN, MD.

How to be Sure of Good Ham



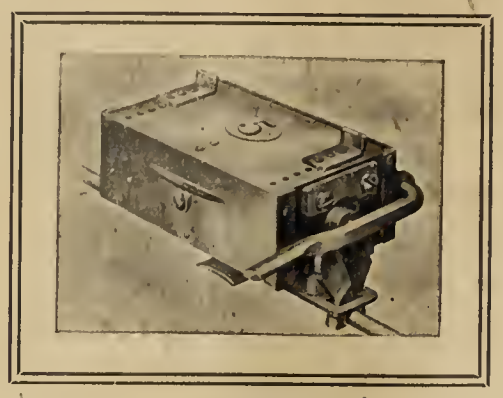
Just see that it is **SWIFT'S PREMIUM HAM.** That is all you need to watch. We guarantee every ham that bears **SWIFT'S PREMIUM** brand.

That is mighty important to you, BECAUSE if a woman gets a good ham from you one time, and a poor next time, she thinks you don't know your business, or you don't care whether you please her or not.

We get good hogs, selecting them carefully, cure our hams, so as to make them uniformly satisfactory, and then advertise them to make people's mouths water for them. You can be sure a **PREMIUM HAM** is tender, delicious and appetizing.

Swift & Company, U. S. A.

LAMSON ELECTRIC
CABLE CASH CARRIERS
GIVE PROTECTION, QUICK SERVICE AND ECONOMY



Write for Booklet E

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Bldg.

Boston Office
161 Devonshire Street

District Offices in all Principal Cities



"GET SOME"

CANNED CASH

There is money for you in the sale of **Van Camp's Pork and Beans** because no customer of yours can get better beans anywhere and all the trade you work up on them sticks to you.

When you push **Van Camp's Pork and Beans** you are getting your part of the enormous business created by our advertising and clinched by their quality.

In all the leading magazines we tell people about the superior digestibility of our beans due to scientific cooking. We make their mouths water for the toothsome, delicious pork and beans with tomato sauce.

We prove to your customers that it is better and easier to buy **Van Camp's Pork and Beans** than try to cook them at home. We have the doctors recommending **Van Camp's Pork and Beans** for digestibility and nourishment.

Don't miss the profit to be had by pushing **Van Camp's Pork and Beans** with tomato sauce.

The Van Camp Packing Co.
Indianapolis, Indiana

Now for Iced Tea.

And on the other one:—

Try Our Coffee.

or whatever other wording you think proper.

This display is very seasonable, as we're getting into hot weather, and there is always lots of iced tea used.

H. J. GUNDAKER.
Lancaster, Pa.

Western Grocers Join Freight Rate Fight.

Application for an injunction is being prepared to restrain transcontinental railway lines from advancing the rates from the Pacific coast to the Missouri River and from the Utah common points to the Missouri River, by the Missouri River Whole sale Grocers' Association, which has members in Kansas City, St. Joseph, Omaha and Sioux City. The petition will be filed in all probability in Federal court at Kansas City or Omaha. It will ask that the roads be restrained from putting into effect the tariffs filed by R. H. Countiss, agent of the Transcontinental Freight Association, May 22d, and effective July 10th. These tariffs show an advance of 10 cents from Pacific coast points to the Missouri jobbing centres, advancing the rate from 50 cents per 100 to 60 cents on sugar. Another advance proposed is from Utah points, the advance being 10 cents per 100, from 35 to 45 cents. If the rates become effective those to Missouri River points from Utah and from the Pacific coast will be on the same basis as from the Western points to Chicago and the Mississippi River. Notice from the Transcontinental Freight Association that the advance would be made came to the Omaha whole sale grocers just at a time when it was believed that the railroads were doing their best to assist the Missouri River cities in developing trade.

National Jobbers' Association Opposes Parcels Post

Atlantic City Convention Adopts Resolutions Against It, on Ground of Injury to Retail Trade. Also Declares Against Printing Retail Price on Package. Officers of the National Wholesale Grocers' Association for Ensuing Year.

Special correspondence of "Grocery World."

Atlantic City, N. J.,
June 9, 1908.

The closing day of the convention of the National Wholesale Grocers' Association was mainly devoted to the election of officers and the adoption of resolutions. The following officers and directors were elected:—

President, Wm. Judson, of Grand Rapids, Mich.

First Vice-President, F. W. Hannahs, of Newark, N. J.

Second Vice-President, Theodore Whitmarsh, of New York City, N. Y.

Third Vice-President, O. B. McGlasson, of Chicago, Ill.

Treasurer, Frank A. Potter, of New York City, N. Y.

Directors, W. B. Timms, of New York; E. H. Sayre, of New York; Chas. Groben, of Buffalo, N. Y.; E. F. Brewster of Rochester, N. Y.; S. B. Steele, of Chicago, Ill.; Henry Horner, of Chicago; D. H. Bethard, of Peoria, Ill.; W. N. Todd, of Leavenworth, Kan.; A. M. Wilson, of Hartford, Conn.; Wm. Y. Wadleigh, of Boston, Mass.; Jno. Kelly, of St. Paul, Minn.; T. H. Greene, of Minneapolis, Minn.; C. L. Hare, of Indianapolis, Ind.; E. G. Scudder, of St. Louis, Mo.; C. B. Raymond, of Kansas City, Mo.; Fred. R. Drake, of Easton, Pa.; Robert G. Bursk, of Philadelphia, Pa.; Maj. Samuel Mahon, of Ottumwa, Iowa; W. C. McConaughey, of Parkersburg, W. Va.; F. B. Milliken, of Portland, Me.; Jno. S. Brady, of McCord, Omaha, Neb.; A. S. Musselman, of Grand Rapids, Mich.; Gilbert W. Lee, of Detroit, Mich.; P. C. Dresher, of Sacramento, Cal.; M. A. Newkirk, of Los Angeles, Cal.; Chas. Hatfield, of Denver, Col.; Henry Powers, of Paris, Ky.; Albert Mackey, of New Orleans, La.; John Schoenwalf, of Baltimore, Md.; George Apple, of Portsmouth, Ohio; W. H. Goldsmith, of Seattle, Wash.; S. S. McClintock, of Spokane, Wash.; L. M. Spencer, of Portland, Ore.

A resolution was adopted at the morning session agreeing to give preference in business transactions to such brokers as were members of the National Canned Goods and Dried Fruit Brokers' Association.

Secretary John A. Green, of the National Retail Grocers' Association, addressed the convention also on the need for co-operation among the wholesalers and retailers.

The following resolutions were adopted:—

Whereas, In our struggle during the past two years to procure the passage by State Legislatures of food laws uniform with that of the United States, we have found that State Legislatures frequently failed to apprcciate the need of the business community for harmony of action upon laws affecting matters of common interest; be it therefore

Resolved, That the National Wholesale Grocers' Association hereby publicly acknowledges its appreciation of the great service rendered to the cause of harmony of action by State Legislatures and ultimate uniform legislation of matters of common interest by the President of the United States in calling together the Governors of the different States, and also to express the hope and conviction that the council of Governors will realize and employ the vast power for good that lies within its organization.

Fourth.—Whereas, The National Association of Retail Grocers adopted at their annual convention the following resolution:—

Resolved, That the National Association of Retail Grocers urges upon all of the manufacturers of the United States who market their goods under proprietary brands or trade-marks the wisdom of the policy of establishing and maintaining by contract a reasonable profit at which their goods shall be sold, such profit to be regulatcd according to the trade conditions in the different localities.

We are opposed to any prices being printed upon the package; therefore, be it

Resolved, We express our approval and support of the policy as set forth in the above resolution and that a copy of this resolution be supplied to all manufacturers of proprietary brands in the United States.

Fifth.—Whereas, The extremely divcrse and conflicting statutes and decisions of the several States upon the subject of the issuance and use and interpretation of bills of lading leads to much expensive and unnecessary litigation among shippers, bankers and railroads;

Resolved, That the National Wholesale Grocers' Association favors National and State legislation designed so far as possible to require the use of the bill of lading throughout the United States and imposing a penalty for the issuance of any bill of lading before the receipt of the goods or the surrender and cancellation of any bill of lading without the actual delivery of the goods.

Sixth.—Whereas, We believe that an exchange of ideas among officers of State and district associations would be of great benefit both to organizations and the members of the National organization; therefore, be it

Resolved, That we ask this convention to authorize a provision in the annual programme for a conferance of the official representatives of the various States and district associations.

Seventh.—Whereas, An amendment of our postal laws, establishing a parcels post has been and is being advocated before Congress, and

Whereas, The passage of such a law would change and utterly disrupt the established method and channels for the distribution of all commodities, in package form, and would seriously injure and jeopardize the life and existence of the retail merchant; therefore

Resolved, That we are bitterly opposed to the establishing of a parcels post, and urge the members of this association to usc their influence in opposing the proposed amendment of our postal laws.

Eighth.—Whereas, The manufacturers' representatives in the different centres have formed associations for the purpose of correcting trade abuses with which they and ourselves have to contend; therefore

Resolved, That we extend them our best wishes for their success and assure them that we will be glad to co-operate in promoting all reasonable measures for our mutal benefit.

Further resolved, That we declare our loyalty to those manufacturcrs who recognize the wholesale grocers as the legitimate channel through which their respective products shall be distributed.

Further resolved, That the National Wholesale Grocers' Association of the United States favors the adoption of uniform laws throughout the United States upon the subjects of food control, bills of lading, negotiable instruments, and all other subjects of common commercial interest.

Tenth.—As this is the first meeting of this association since the convention of representatives of the principal service, commercial, industrial, banking and labor organizations of the country with prominent political and Government economists under the auspices of the National Civic Federation in Chicago in October, 1907; and

Whereas, That important and representative gathering, after thorough discussion and consideration, unanimously recommended the amendment to the Sherman Anti-Trust Law so as to permit commercial agreements that are not in unreasonable restraint of trade.

Resolved, That this association, although not in favor of some of the provisions of the proposed Hepburn measure, introduced at the last session of Congress, to amend the Sherman Law, nevertheless approves of the general recommendation of that Chicago convention.

Eleventh.—Resolved, That we affirm our loyalty to the principles as set forth in our constitution and by-laws regarding free deals and we view with satisfaction the recognition of the justness of our position by those manufacturers who have expressed a desire to allow the jobber ample compensation for handling the same.

Twelfth.—Resolved, That the National Wholesale Grocers' Association of the United States is opposed to the enactment by Congress or by State Legislatures of measures requiring that the labels of food products of any kind shall bear the date of packing, a statement of the weight or measure or a list of the ingredients and percentages.

F. H. H.

ASSOCIATION NEWS.

Wichita, Kan.

The Wichita (Kan.) Retail Grocers' Association has had cards printed and distributed among the grocers to guard against the public being so careless with gasoline and oil. The cards are to notify the public that no gasoline will be put in a bottle, jar, can or any vessel of any kind that is not painted red and no oil in a vessel that is so painted.

Pie cherries are abundant and range from 3 to 5 cents per pound. The demand is good.

Inside Diameter of Top, 2¼ Inches.



Machine Made—Insuring Smooth Edges.

Fisher, Bruce & Co.

Headquarters for

FRUIT JARS

MASON PORC.-LINED
BANNER—WIDE MOUTH
LIGHTNING

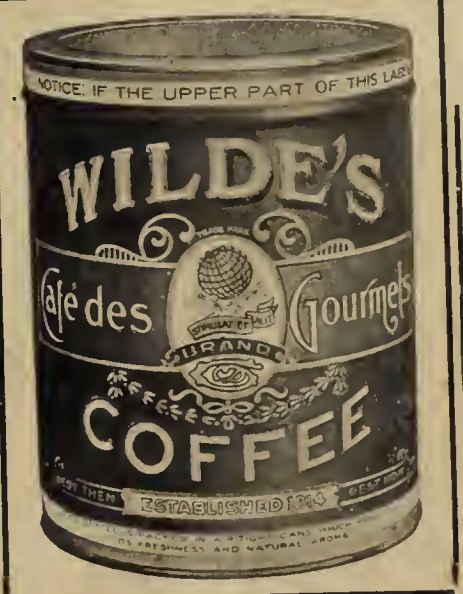
Extra Caps for Mason P. L. Jars

RUBBER RINGS
for all the standard makes Fruit Jars

Tin-capped Glass Jellies and Tumblers

Best Quality—— Lowest Prices
Prompt Shipments

FISHER, BRUCE & CO.
IMPORTERS AND WHOLESALERS
Crockery, China, Lamps and Glassware
221 Market Street } PHILADELPHIA
210 Church Street }



"A Delicious Drink"

That remark is frequently made concerning **Café des Gourmets Coffee** and you will have it said to you just as soon as you get your trade to give it a trial.

Café des Gourmets is so nearly a perfect blend of high-grade coffees that it appeals to all who like good coffee. It is packed in one-pound, air-tight, handsomely labeled cans that protects the coffee from contamination and prevents the loss of its aromatic flavor for an indefinite time.

Nothing will appeal so strongly to your trade as **Café des Gourmets**; it costs you 25 cents a pound.

SAMUEL WILDE'S SONS CO., Importers
Coffees, Teas and Spices
11 DUTCH STREET - - - NEW YORK



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

To Buy Oval Dishes.

Norristown, Pa., June 2, 1908.
Editor "Grocery World."

Dear Sir:—Will you please inform me where I can buy oval dishes at the price you quote them in your price-list dated June 1, 1908, and oblige,

Yours truly,
SAMUEL D. SHUPE.

Write Barber & Perkins, or Halpen, Green & Co., both Philadelphia, Pa.

* * *

To Get Olive Pitter.

Washington, D. C.,
May 28, 1908.
Editor "Grocery World."

Dear Sir:—Please advise me, through the columns of your paper, where I can get an olive pitter, such as is used for stuffing manzanilla olives.

Yours truly,
VEILING HARRIS.

Write Enterprise Mfg. Co., Third and Dauphin streets, Philadelphia, Pa.

* * *

List of Packers.

Patton, Pa., June 8. 1908.
Editor "Grocery World."

Dear Sir:—Will you tell me where I could get a list or a paper that has a list of vegetable and fruit packers, and all grocery manufacturers?

Please advise and oblige,
Yours truly,
F. B. MOREY.

The Thomas Publishing Co., New York, N. Y., publish Thomas' Directory, which will give you this information.

* * *

Coffee Blend.

Washington, D. C.,
June 3, 1908.
Editor "Grocery World."

Dear Sir:—What other coffee besides Mocha can I mix with Java and have a good drink at 20 cents per pound?

What other kinds of coffee can I mix together and the amount of each to the pound that I can retail at the above-mentioned price?

I remain,
Yours truly,
* * *.

If in the first question the intention is to buy at wholesale at 20 cents, it would be difficult to find a blend with any appreciable Java in it at that price. A blend of half Java at 24 cents per pound roasted, and half Bogota at 18 cents would serve very well, but the aggregate wholesale cost would be 21 cents per pound. Or a blend of Java at 24 cents and Mocha seed Santos at 12 cents would give fair results, at a wholesale cost of 18 cents.

Answering the second question, a straight Mocha seed Santos at 12 cents wholesale, roasted, would probably suit the average consumer better at 20 cents retail than a blended coffee.

* * *

A Jobbers' Directory.

Allentown, Pa., June 6, 1908.
Editor "Grocery World."

Dear Sir:—Can you inform us who publishes a yearly book giving names and addresses of all wholesale grocers of the United States and Canada?

Thanking you for the information.

Yours truly,
THE GEO. H. GARNET CO.

Write Orrin Thomas, Columbus, Ohio, who publishes a yearly directory of wholesale grocers.

* * *

Grocers in the United States.

McKeesport, Pa., June 8, 1908.
Editor "Grocery World."

Dear Sir:—Would you do me the favor of giving me an estimate of how many grocers there are in the United States? I do not expect your answer to be absolutely correct, but just as an intelligent guess. Thanking you in advance. I am indebted to one of your subscribers for your address.

Yours truly,
J. M. BORLAND.

Approximately 250,000.

* * *

To Get Brewers' Grains.

Franklin Furnace, N. J.,
June 11, 1908.
Editor "Grocery World."

Dear Sir:—I have a call for brewery grain from the dairymen of this section, and as it is an entirely new product to me, would ask if you will kindly advise me at once where I can purchase it at the best price in lots of one or more carloads.

Thanking you in advance for this information, I am,

Yours truly,
THE NEW JERSEY ZINC CO.,
J. W. Walters, Storekeeper.

Penn Grain and Feed Co., Thompson street below Thirty-second street, Philadelphia, Pa.

* * *

Address of a Package Coffee Brand.

Mt. Airy, N. C., June 5, 1908.
Editor "Grocery World."

Dear Sir:—Can you give me the address of the Barrington steel cut coffee folks? I have seen their advertisement somewhere.

Yours truly,
E. W. PADDISON.

Write Baker & Co., 119 Hudson street, New York.

String beans are coming mostly from Virginia and average $1.25 per half barrel. The demand is good.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. BRECKENRIDGE.

Turmeric.

It consists of the ground rhizome or root of the Curcuma longa, an East Indian plant of the same family as ginger. It is also grown in China and the Archipelago, both for native consumption and for export. The roots are long palmate tubers, distinguished respectively as round and long turmeric, and are of a deep orange color inside. They are often badly worm-eaten, but the odor and taste is aromatic, not unlike common ginger, and when chewed it tinges the saliva yellow. The actual coloring matter is called Curcumen. Turmeric is a condiment as well as a dye, and when ground to an orange red powder is used as a stimulating seasoning. It is the principal ingredient in Indian curries, and is the favorite coloring substance used in making mustard compounds, pudding spice, chow chow, pickles, etc.

—

Valencia Almonds.

A sweet variety, somewhat similar to Jordan almonds, but shorter and broader, being from ½ inch to ¾ inch long, with dark dusty skins.

—

Valencia Raisins.

A very popular kind of raisins, which derive their name from the province in Spain where they grow.

They are cured by dipping the ripe bunches of grapes into a hot lye, prepared of wood ashes, oil, and salt, and afterwards the raisins are finally dried in the sun.

There is a stoneless variety of these fruit, rather smaller in size, but no great quantity of these come to this country.

—

Vanilla.

Vanilla plants are a genus of trailing or climbing orchids, of which the species known as Vanilla planifolia is by far the most valuable for producing the fragrant vanilla pods or beans of commerce.

Its home is in Central America and Mexico, but it also grows in various parts of the West Indies and in the Fiji Islands, merely requiring a mean temperature of 75 to 80 degrees.

It bears greenish-yellow flowers mixed with white, followed by slender three-lobed pods 8 or 10 inches long, and a quarter or half an inch in diameter, which are dark green at first, but are curved and yellow when fully ripe.

These pods are filled with pulp and minute black oily seeds, like iron filings, and when gathered emit an aromatic odor so powerful as to often intoxicate those who climb the trees to pick them.

When dried in the sun the pods turn to dark brown, or almost black, and shrink to about a quarter their original bulk.

They are usually tied in bundles of 50 to 100, and either wrapped in tinfoil or packed in tin boxes.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—Grocery store doing large business and will stand the strictest investigation; established for a number of years; has horse and wagon; located on the main street. Rent, $50 per month. Can be bought in a quick sale for $2,200. Stoll & Hines, 246 Bigantine Ave., Union Hill, N. J. 25

FOR SALE.—On account of ill health I offer for sale my country store at Alfarata, Pa., doing a business of $10,000 a year. This store has not changed hands since it was started 18 years ago. Real estate for sale or rent. J. H. Myers, R. F. D. 4, Lewistown Pa. 25

FOR SALE—McCaskey Register, 150 acts, only used a short time and good as new. Price, $25. Address L. Mendelowitz, Rosebank, S. I., N. Y. 25

FOR SALE.—Lamson Cash Carrier; two stations. Sold for want of use. $25 Park Tea Co., 30th and Cumberland Streets, Philadelphia. 26

FOR SALE—Oak counter show case, 7 feet long; in first-class condition. Used very short time. Sell for $5. Park Tea Co., 30th and Cumberland Sts., Philadelphia. 26

WANTED—A man to take charge of a general merchandise country business. Good chance for advancement. Must come well recommended Only hustlers need apply. Address C. E Engel & Co., Medford, Md. 26

WANTED. — One Toledo Computing Scale; one ten foot show case for counter; one eight floor case; one vegetable display stand; one coffee mill, to hold one or two pounds; one or two spice cabinets; one grocery refrigerator. Must be in good condition. C. A. McPherson, Patton, Pa. 25

FOR SALE.—I will sell my grocery stock and rent the store, 20x65, with modern dwelling, at $25 a month. Stock about $1,200, fixtures $300 Sales last year $10,000. "Good location." Cause of selling, ill health. H. M. Erb, 821 Washington St., Allentown, Pa. 24

FOR SALE.—General store in one of the best mining towns in Pennsylvania. Population 5,000. Stock and fixtures $4,000. Can be reduced some. Cash receipts yearly $16,000. Good location and second oldest store in town. Established 35 years. Reasons for selling furnished to any one meaning business. Property for sale or rent Address Lock Box 12, Williamstown, Pa. 24

FOR SALE—One of the best dairy stores in New York city, on Eighth Ave., now doing a large and prosperous business; fullest investigation invited Reason for selling, going into wholesale milk business. Price, $1,500. Lambert's Farm Dairy, 2647 Eighth Ave., New York City. 24

FOR SALE.—One McCaskey Register; 200 accounts; in first-class condition; $45. This register as good as new. Lambert's Farm Dairy, 2647 Eighth Ave., New York City. 24

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

FOR SALE.—Grocery fixtures for sale: Large refrigerator; Walker bin counter; Walker bins and shelving; two 5-bbl Bowser oil tanks; one computing scale; two Troemner scales. We have other fixtures. All in first-class condition. Will sell cheaply. B. J. Lynch, Olyphant, Pa. 26

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at Inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22x60. Does $500 weekly, all cash Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18x36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

No. 360.—In West Philadelphia. Groceries, meats and provisions. Size, 17x30 feet. Does $400 to $500 weekly, half cash, balance weekly and monthly. Stock, $600. Owner takes out $40 weekly, beside living expenses. Uses one team. Good dwelling attached. Owner is going into the saloon business and will sell at inventory. Will take around $1,000. This is a splendid money-making proposition.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20x30 feet. Does $125 weekly, half cash. Stock, $1,000. Clean net profits, 15 per cent. Dwelling connected for sale. Owner has Government position and cannot give attention. Will sell at inventory. Will take around $1,500 for stock and fixtures and around $2,500 for the property. Full investigation.

No. 363—In West Philadelphia. Groceries, meats and provisions. Store 17x38 feet. Does $17,000 to $18,000, two thirds cash. Stock $500. Net profits 10 per cent. Good 10 room dwelling connected for sale. Uses one team. Owner has seashore hotel and wants to give it his whole time. Take $2,500 on the property and inventory for stock and fixtures. Established 10 years ago and a very successful business.

No. 365—In West Philadelphia. Groceries, meats and provisions. Size, 18x30 feet. Does $300 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything Stock about $900. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell fixtures at $550 and stock at inventory. Will take all told about $1,400. Fullest investigation. In order to guarantee a business of $300 per week, seller will deposit $100 as a forfeit for the buyer's protection.

No. 366.—In North Philadelphia. Groceries, meats and provisions. Size, 20x50 feet. Does $400 weekly, all good trade. Stock about $800. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around $1,500.

No. 367—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does $200 weekly. Stock $300 to $350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about $500.

No. 369.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18x25 feet. Does $250 weekly, two-thirds cash. Stock $700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around $1,000.

In all of these the cause of selling is good, and the fullest investigation courted Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24x60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS $5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did $50,000 last year, every cent collected. Stock averages $2,500 and makes net profit of $5,000 to $6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at $20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between $1,500 to $4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SITUATION WANTED.

WANTED.—Three months' position with specialty or manufacturing concern to travel for same, by good specialty man, through Central Pennsylvania. Well acquainted with the retail and jobbing grocery trade. Address G., Ashland, Pa. 25

WANTED.—Grocery clerk wants situation. Active, intelligent young man, with thorough knowledge of the business. At present employed. Ten years' reference. Thomas Donovan, 1020 Wallace St., Philadelphia, Pa. 25

WANTED.—Would like a position as demonstrator. Am a graduate of Philadelphia High School. For the last 18 months have been a canvasser for Strayer's Business College. Sarah E. Whitaker, 23 First Ave., Collingswood, N. J. 24

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf



"If I go into the class-room to demonstrate the action of a stimulant and tonic food-beverage, I use Blooker's Cocoa; I cannot afford to employ any other."

W. H. MORSE, M. D.,
Consulting Chemist.

American Depot, 46 Hudson St., New York

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. June 15, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel	$2.00 per bunch
Selected, 9 hands, packed 1 in barrel	1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.35 per bunch
Selected, 8 hands, packed 2 in crate	1.25 per bunch
Selected, 8 hands, packed 3 in crate	1.20 per bunch
Selected, 7 hands, packed 1 in crate	1.00 per bunch
Selected, 7 hands, packed 2 in crate	.90 per bunch
Selected, 7 hands, packed 3 in crate	.85 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA PINEAPPLES.

Fancy Red Spanish, 24s	$3.00
Fancy Red Spanish, 30s	3.00
Fancy Red Spanish, 36s	2.75
Fancy Red Spanish, 42s	2.50
Fancy Red Spanish, 48s	2.25

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$3.25
Choice Messina, 300 size, per box	3.00
Choice Messina, 360 size, per box	3.00
Extra Fancy Large, 150 size, per half box	1.75

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 and 112 to box	$4.00
Fancy quality, 126 to box	4.25
Fancy quality, 150-176 to box	4.50
Fancy quality, 200-216 to box	4.50
Fancy quality, 250-288 to box	4.25
Extra choice, 96-112 to box	4.00
Extra choice, 126 to box	4.00
Extra choice, 150-176 to box	4.25
Extra choice, 200-216 to box	4.25
Extra choice, 250 to box	4.00

FANCY MEDITERRANEAN SWEETS.

Fancy quality, 96-11 to a box	$2.75
Fancy quality, 126 to a box	3.50
Fancy quality, 150-176 to a box	4.00
Fancy quality, 200-216 to a box	4.00
Fancy quality, 250 to a box	3.50

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box	$2.50
Fancy Quality, 126 to box	2.75
Fancy Quality, 150-176-200 to box	3.75
Fancy Quality, 216-250 to box	3.75
Fancy Quality, 288-360 to box	3.00

CALIFORNIA LEMONS.

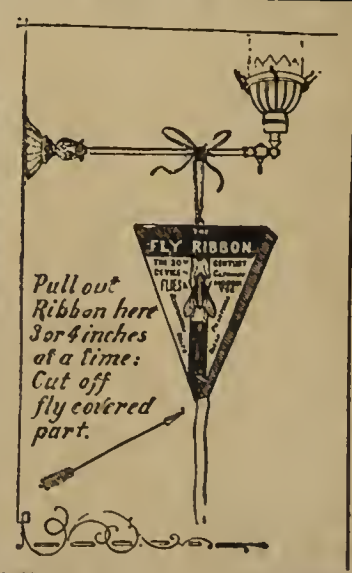
Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	3.00
Fancy quality, extra large, 270 to box	3.00
Choice quality, 240 to box	2.75
Choice quality, 300 to box	2.65
Choice quality, 360 to box	2.65

Good Fruit Attracts Trade

There is just one place in Philadelphia to get every thing in the fruit line as fine as it grows, at the right price.

If you want to attract trade to your store put handsome fruit where it can be seen.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Fly Ribbon
THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN ::: ECONOMICAL ::: SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, $4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributers for Philadelphia

Send for Samples and Descr ptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.

	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.16
"B" Santos	.15
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.10½
No. 2 Rio	.09
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ...per case	15.00
Seven Day, 100 lbs. to case...per case	11.00

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.83
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Oolong	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ¼ and ½ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ...per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	1.03
Wagner's, 3 lb., sauce, 2 doz	1.08
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.25
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.50
Pin Money, standard early June, 2 doz	1.00
French, extra fins, 100 in case, per case	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.90
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.90
Standard, 3s, 2 doz	.85
Gallon, ½ doz	2.75
Fair Quality, 3s	.80
2s, 2 doz	.65

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	2.25
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	
Gold Label, ½ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.10
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Leon D'or Brand, 100 cans	4.00
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.50
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	
Pie Peaches, 3 lb., 2 doz	1 25
Pears, 3 lb., 2 doz	1.20
Sliced Pineapples, 2 lb., 2 doz	1.35
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz	1.15
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.25
Standard Peaches, Sunset 3 lb., 2 doz	2.35
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.70
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb,, 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.09
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.10½
Best, 25 lbs	.12½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb ...per doz.	
Citron—	
American Brand, 10 lb	.17
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb ...per doz.	
New Prunes—	
30- 40, 25 lbs	.08½
40- 50, 25 lbs	.08
50- 60, 25 lbs	.07½
60- 70, 25 lbs	.07
70- 80, 25 lbs	.06½
80- 90, 25 lbs	.06¼
90-100, 25 lbs	.05
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs ...per box	
Seedless Sultana, 50 lbs	.07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 8 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.78
Fine Dairy, 3s, 100 to bbl	2.64
Fine Dairy, 4s, 70 to bbl	2.53
Fine Dairy, 5s, 60 to bbl	2.52
Fine Dairy, 8s, 35 to bbl	2 38
Fine Dairy, 10s, 28 to bbl	2.38
Worcester, 2½s, 115 to bbl	4 00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt ...per cwt.	.95
Shaker, 2 doz. in case...per case	1.60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.50
Lady Washington Beans, about 200 lbs. to bag	2.60
Green Peas, dried, about 165 lbs. to sack	2.55
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs ...per bbl.	7.25
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas ...per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O	.30
Julian F. Bradshaw's Molasses, No. 44	.32
Cheapside Molasses	.28
Black Strap Molasses	.18
Gilt Edge Syrup	.31
Gold Medal	.31
King Syrup	.31
OrangeBrand Syrup	.33
Orange Brand, 2⅞ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz	2.40
California Amber Drips, ½ gal. cans, 1 doz	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages	
Cut loaf	
Powdered	
XXXX, powdered	
Cubes	
Fine Granulated, American	
Fine Granulated, 100 lb. sacks	
Confectioners' A	
No. 1, A	
Light Yellow	
Fine Granulated, 2 lb. bags	
Fine Granulated, 5 lb. bags	

At very lowest prices day order is received.

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3.85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.15
Star, 4 doz	4.20
Dime Brand, 4 doz	3.60
Lion, 4 doz	4.25
Premium, 4 doz	3.95
Hires' Silver, 4 doz	4.35
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	3.95
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.25
Our Pet, baby size, 6 doz	2.40
Peerless, small size, 4 doz	1.80
Peerless large size, 4 doz	3 20
Columbia, 4 doz	3.30
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans ...per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs ...per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ...per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross ...per case	5.25
Black Diamond, 500s, 100 in case ...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	60	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3 90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	100	3.75
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.40
Brown Windsor, Violet, Goif, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3 75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.85
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.00
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz		3.75

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen	per case, 2.90
Quarts, 2 dozen	per case, 2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen	per case, 1.95
Tins, 2½-lb., 2 dozen	per case, 2.30
Tins, 3-lb., 2 dozen	per case, 2.50
Tins, 5-lb., 1 dozen	per case, 2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95	32.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, thin, count 300@400	18.00
Norway, count 400@450	22.00
Norway, count 300@350	26.00
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	**Per lb.**
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

Gunpowder—	Per lb.
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fouchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.30
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleacned	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

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Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5¼-in. cans, fancy New Jersey	1.60
5¼-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3 00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Kraut 3s	.95@1.10
Spinach—	
Standard Maryland 2s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.30
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.30
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.30
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2 75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb
Fancy, 1-lb. cartons	.09¼
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

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Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08
California, 3 cr., 50 lbs	.07
California, 2 cr., 50 lbs	.06½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2¾-in., 10 lbs	10
2½-in., 12 lbs	
2¾-in., 12 lbs	.09
2-in., 12 lbs	.08¼
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¼
Natural, choice	.06¼
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs.	.05¼
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	07¼
40x50, choice	.06½
50x60, choice	.06
60x70, choice	.05½
70x80, choice	.05
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in 25-lb boxes.	
Fancy 40x 50	.11¼
50x 60	.10¾
60x 70	.10
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.07½
40x50	.07
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.12
Extra Choice Muir	.11½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flat, shelled	
In shells—	
California P. S., 30 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 130 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 30 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Redneed quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ¼s, accord'g to qual.	19.00@35.00
Mushrooms, ½s, accord'g to qual.	15.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.

	Column.
Dried Beans	59
Hams—John Bower & Co	43
Dressed Beef, City and Western	44
Dressed Sheep	44
Poultry, Western Broilers	45

DECLINES.

	Column
Condensed Milk	20
Flour	29
Lentils	30
Oat Meal	30
Rolled Oats	30
Mackerel	34
Gasoline	39

ADDITIONS.

Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	58 "
Onions	55 "
Shellbarks	48 "

	COL.
Alarm Cash Drawer	33
Alum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	38
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	16
Candles	7
Canned Goods	8
California Fruits	20
Vegetables	8
Fish	28
Pie Fruit	20
Sardines	23
Meats	23
Soups	25
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	26
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	27
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cooking Herbs	8
Condensed Milk	20
Cream	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	22
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	32
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	26
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	42
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Pudding	31
Putty	48
Rennet	50
Rice	52
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	59
Rosin	48
Sago	30
Salad Dressing	52
Sal Soda	52
Salt	51
Sapolio	55
Sardines	23
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	25
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	
Sulphur	48
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	49
Teas	21
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	61
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	43
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	41
Wringers, Clothes	
Woodenware	61
Witch Hazel	48
Yeast Cakes	63

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SUGAR.

Confectioners' Lozenge, XXXX	5.60
" Powdered	5.50
" Crown A	5.80
" Crystal A	5.45
" Coarse Granulated	5.55
Eagle Tablets	6.75
Crystal Dominoes	7.85
Cut Loaf	6.30
Patent Cubes	5.65
Powdered	6.50
Extra Fine Granulated	6.50
Coarse Granulated	5.15
Granulated	5.35
Fine Granulated	5.35
" in 50-lb. bags packed 2 in 100-lb. bag	5.35
" in 25-lb. bags packed 4 in 100-lb. bag	5.35
" In 10-lb. bags packed 10 in 100-lb. bag	5.40
" in 5-lb. bags packed in bbls	5.55
" in 5-lb. bags packed in 100-lb. bags	5.55
" in 2-lb. bags packed in bbls	5.65
" in 2-lb. bags packed in 100-lb. bags	5.65
" in 2-lb. cartons in cases	5.55
" in 2-lb. paper packages in cases	5.55
Confectioners' A	5.20
1—Keystone A	5.15
2—American A	5.15
3—Centennial A	5.10
4—California A	5.05
5—Franklin B	5.00
6—Keystone B	4.95
7—American B	4.90
8—Centennial B	4.85
9—California B	4.80
10—Franklin Extra C	4.75
11—Keystone Extra C	4.70
12—American Extra C	4.65
13—Centennial Extra C	4.60
14—California Extra C	4.60
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Cholcest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Cholcest	30 @ 40

PACKAGE TEAS.

Per lb.

Lipton's Teas—

	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
Englisb Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa. Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, Englisb Breakfast, Gunpowder, Mixed Tea ..... .50

Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, Englisb Breakfast, Gunpowder, Mixed Teas ..... .40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins, per lb.

India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50

Sun-Flower, 10c. sample size, 36 in carton, all three grades ..... per doz. .90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels	per lb. net	.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20
¼ lb. silver bags	" "	.21

Packed in cases containing 100 pounds.

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McCormick & Co's Banquet Brand— Per doz.

No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

per doz.

Purple Ribbon. 16 oz., 2 doz. boxes	.90
Purple Ribbon, quarts, 1 doz. boxes	1.50
Purple Ribbon, ½ gals. ½ doz. boxes	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes	.75
Colburn's Autumn, hotel size, 1 doz. boxes	.90
Violet, pints, 2 doz	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ..... per gross	9.25
Mica, ¼ gross ..... per gross	8.40
Peerless, ¼ gross ..... per gross	4.40

BAKING POWDER.

Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz ..... per doz.	.45
Davis' O. K., ½-lb., 3 doz ..... per doz.	.90
Davis' O. K., 1-lb., 2 doz ..... per doz.	1.65
Davis' O. K., 5-lb., ½ doz ..... per doz.	7.20
Cleveland's, 10-c. size, 4 doz ..... per doz.	.84
Cleveland's ¼-lb., 4 doz ..... per doz.	1.23
Cleveland's, ½-lb., 2 doz ..... per doz.	2.28
Cleveland's, 1-lb., 1 doz ..... per doz.	4.40
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases	.90
Leslie's 1-lb. cans, 1 doz. cases	1.65
Leslie's, 5-lb. cans, 6 cans in case ..... per lb.	.12
Sea Gull, 6 oz., glass, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz	.82½
6 oz. glass, 2 doz	1.07½
6 oz. glass. 4 doz	1.04
6 oz. glass, 6 doz	1.03
6 oz., 1 gross, in bbl ..... per gross,	12.25
Rumford Baking Powder:—	
5c.-tins, 4 doz ..... per doz.	.45
10c.-can, 4 doz. in box ..... per doz.	.90
½-lb. cans, 2 doz in case ..... per doz.	1.25
1-lb. cans, 1 doz. in case ..... per doz.	2.50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case ..... per doz.	12.00
" 2 " 1 " ..... "	2.50
" ½ " 2 " ..... "	.55
" ¼ " 3 " ..... "	.75
Purity Brand 5 " ½ " ..... "	6.00
" 1 " 1 " ..... "	2.50
" ½ " 3 " ..... "	.80
" ¼ " 3 " ..... "	.45

BLACKING—Shoe.

Per Gross.

Shinola ..... per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free ..... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz ..... per gross	6.80
Bixby's Best, No. 1	2.75
" " B. B. B. M ..... per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.22
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.35
" " 5, "	7.50
T. M. French ..... per doz.	2.00

SHOE DRESSING.

Per Doz

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	75
Admiral Russet Combination	70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.	
Rio Golden Fancy	.09	@.09¼
" Prime		@.08
" Choice		@.07½
Santos Peaberry, extra fancy		@.12½
" Fancy	.10	@.10½
" Choice		@.09½
Maracaibo, Strictly Fancy, Mild	.12	@.12½
" Choice		@.11½
Washed Caracas, Fancy	.14	@.14½
Laguayra, Fancy		.10¾
Java, Extra Fancy Old Government	.20½	@.21
" Extra Fancy		@.20
" Fancy		@.19½
Mocha, ½ and ¼ bales, genuine, finest		@.19
Mocha Seed, Santos, Fancy		@.10¾
Mocha Seed, Santos, Choice		@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17¾
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¾	15 15/16
Lion	13¾	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Saludo, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 30 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35

Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, por dos.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross Improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 63-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 260 lbs.	.05¼
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

—7—

BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz.	5.20
Sawyer's, No. 1, 6 doz.	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz.	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 dos	2.60
Ball Blue, 2 oz., 3 dos.	4.80

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.26
" First, "	.25
" Second, "	.24
" Third, "	.22–.26
" Imitation, 30–60 lbs	.21–.24
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.27
Ladles, 30–60 lbs., bakers' use	.20
Print Butter:—	
Star or S. D. brands, 1 lb., 50-50-lb. bxs.	.30
B. B., E. D. brands, 50-50-lb. boxes	29
J. J., C. V., Gilt Edge, Gold Medal, 50-50-lb. boxes	.28
Sheaf ("400") Elgin, 50-50-lb. boxes	.27
Sheaf	.26
Milhen Farm, lbs. and ½ lbs	.31
Gurnse, pounds or half pounds	.29
Belle Spring	27

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10¾
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " per box	2 00
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1¼	.19
Martha Washington, long 128 per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	6.60
Mason's, quarts, per gross	6 85
Mason's, half-gallons, per gross	8.75

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Jelly Tumblers—	
Barrels, 22 dos, per doz.	.19
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	2.75
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 dos. cartons, per lb.	.45
" medium, 2 dos. cartons, "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage, "	.25
" Thyme, "	.25
" Savory, "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 dos. Sage, ½ dos. Thyme, ½ dos. Savory, per case	1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savoy—	
¼-lb. cartons, 1 doz, per dos.	.40
½-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 dos, per dos.	.90
½-lb. square cans, 2 doz, "	.85

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.80
DuBois' Frying	1.10
Jersey King, No. 3, Standard Jersey	.90
Blue Hen Chickens, No. 3	.80
Silver Lake, fancy, Jersey	97½
Hoffecker's, standard, No. 3	.82½
Plantation, No. 10, 1 doz	2 45
Silver Lake, No. 10, 1 doz	2.75
Golden Rule, No. 3, seconds	.80
Alta, No. 2	.60
Lima Beans—	
Tinsley's, extra small	1 25
Silver Lake	1 00
Early Autumn	.92½
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.50
Mikado, Penna., fancy	.90

FREE SILVER

$3 TO $63 WORTH OF SILVER BUTTER SPREADERS FREE TO YOU



We give them to you with our Extract of Beef. We had the Wm. Rogers Mfg. Co. make them, and they are the finest silver-plated ware made. No advertising on them—they're too fine for that. You get them absolutely without one cent of cost.

We are going to give them to your customers, too. Nearly every magazine in the country will contain attractive advertisements of this offer. That means

BIG SALES OF
ARMOUR'S BEEF EXTRACT

Make no mistake about what this offer means and what it will do. These are not cheap, shoddy articles, but such as every woman will want and she **has to buy ARMOUR'S BEEF EXTRACT from you to get them.**

It's a chance for you to beautify your own table, please hundreds of customers and make a good profit as well.

We will gladly send you all particulars and a handsome lithographed hanger describing the offer.

Write us.

ARMOUR & COMPANY

ARMOUR & COMPANY, Chicago
Please send me full particulars regarding "Free Silver" offer
NAME.....
ADDRESS.....
CITY.....

—9—

Boyer's, 2s	.72½
Acorn, 3s	.95
Acorn, No. 2	.65
Safe, No. 2	.55
White Wax Beans—	
Champion	.70
Winsom, N. Y., No. 10, 1 doz	3.60
Beans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1.05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.85
Moore & Brady, No. 3, sauce	.90
Moore & Brady, No. 1, picnic size, plain	.42½
Moore & Brady, No. 1, picnic size, sauce	47½
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. ...per doz.,	1.80
2-lb. cans, 3 doz. ... "	2.40
1-lb. cans, 4 doz. ... "	.90
1-gal. cans, ½ doz ... "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz...per doz.	.95
2-lb. cans, 3 doz. ... "	.70
1-lb. cans, 4 doz. ... "	.45
1-gal. cans, ½ doz ... "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Van Camp's, No. 2, 2 doz. ...per doz.	.77½
Corn—	
Paris, fancy Maine	1.17½
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.65
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.65
Vanity, No. 2, Whole Grain	.62½
Royal Exchange, Whole Grain	.60

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Peas—	
Tres Fins, 100 cans	14.00
French, very fine, 100 cans	13.50
French, fine, 100 cans	12.00
French, medium, 100 cans	10.75
Boyer's, Midgets	1.65
Boyer's, Extra Sifted	2.45
Boyer's, Sifted	1.15
Boyer's, Early June	.95
Jumbo June	2.00
Little Nell's, Baltimore	.62½
Hermit Brand, No. 2	.52½
Beets—	
Silver Lake, fancy, No. 3	1.05
Chatauqua, No. 3	.95
Succotash—	
Quaker, extra fancy	1.05
Spinach—	
Champion, No. 3	1.10
Shawnee, No. 3	1.10
Farren's, No. 3	1.00
Farren's, No. 10	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz	
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz	2.35
Asparagus—	
Superior, large, No. 2½	3.50
Staple, medium, No. 2½	3.00
Swan, medium, No. 2½	3.25
Del Monte Tips, No. 2½	2.85
Extra Tips, No. 1½	2.75
El Dorado Tips, No. 1½	2.70
El Rio, medium, No. 2½, 2 doz	2.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.40
Extra standard	
Standard	
Pears—	
Bartlett, extra quality, 2½s	2.25
Bartlett, extra standard, 2½s	2.20
Bartlett, standard, 2½s	2.00
Cherries—	
Extra quality, 2½s	2.65
Extra standard, 2½s	2.60
Standard, 2½	2.35
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.45
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.25
Agate, No. 2½, standard lemon cling	2.00
Lake View, No. 2½, yellow free	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	2.45
Columbus, No. 2½, pie peeled yellow free	2.47½
Columbus, No. 2½, pie peeled lemon cling	2.50
Plums—	
Extra standard egg	1.70
Extra standard green gage	2.70
Standard egg	2.45
Standard gage	2.45

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.52
Keystone, No. 3, 2 doz	.85
Booth's, oval, No. 3	.75
Blackberries—	
Farren's, extra preserved, No. 2	2.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Loggies, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Maryland Leader, yellow, No. 3	1.52½
Maryland Leader, white	1.47½
P. & B. yellow, No. 3	1.55
Gypsum, No. 3, pie	1.35
Pears—	
Silver Lake, No. 3	1.40
Fowling Creek, good, No. 3	1.25
Ayres Good, No. 3	1.05
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.30
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz	
Strawberries—	
Anchor, No. 2	.90
Jumbo, No. 1, 4 doz	1.00
Silver Lake, No. 2	1.35
Defence, No. 2	1.90
Pineapple—	
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.35
Singapore Chunks, No. 1½, 4 doz	1.05
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	.95
P. & B., grated, No. 3	.75
James, No. 3, pie, grated	.80
Singapore, cubes, No. 1, 4 doz	.67½

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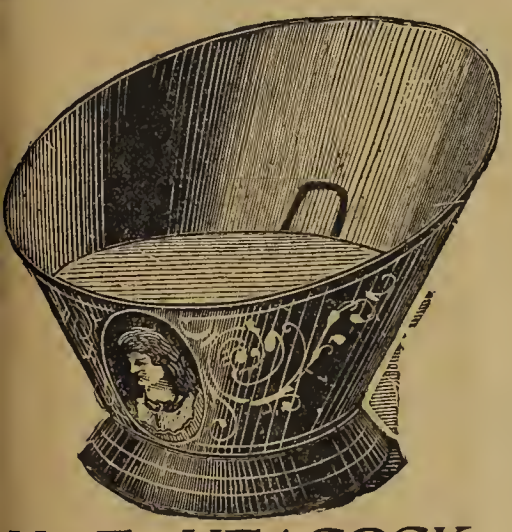
The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.

Chop Tan Hin, ⅞ lb., cubes	75½
" ⅞ lh., sliced	.77½
" 1½ lh., cuhes	1.02½
" 1½ lh., chunks	1.10½
" 1¾ lh., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.17½
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1.05
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.45
B. & M., No. ½, flat, 4 doz	2.40
B. & M., No. 1, tall, 2 doz	4.35
B. & M., No. ¾, flat, 4 doz	3.00
Star brand, No. ¾, flat, 4 doz	1.25
Star brand, No. 1, tall, 4 doz	3.90
Star brand, No. 1, flat, 4 doz	4.00
Shrimps—	
Peerless Brand (Barataria), dry, No 1, 2 doz	1.17½
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.12½
Cotton Bale, pickled, No. 1, 2 doz	1.10
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.92½
Boyer's, No. 2, 2 doz	1.80
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.85
Victory, No. 1, 2 doz	87½
Kippered Herring—	
Maconache's, 2 doz., plain	1.47½
Gold Lahel, No. 1, spiced, 4 doz	.82½
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	2 00
Hapgood's, 1 lb., flat, keys	2.25
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.40

Don't Throw Your Profits in the Cellar

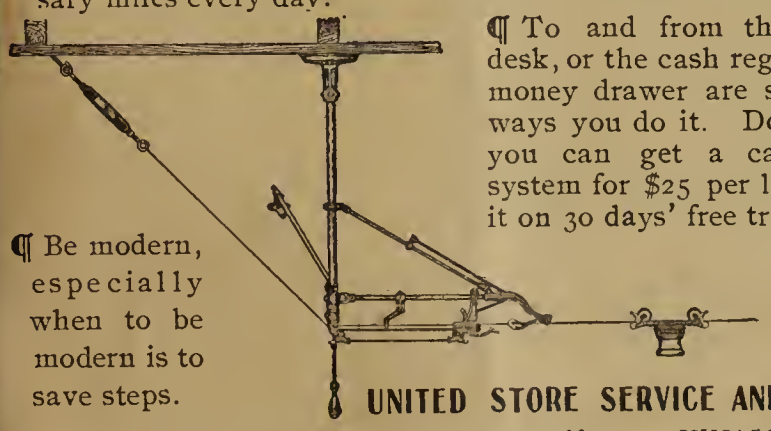


A little of this and a little of that, left after the rush is over, is often put in the cellar because there isn't enough of it to make a respectable showing. These little "leftovers" represent your profits and you can't afford to let them rot in the cellar. A very little looks a lot in my Bins and you can get money for it. As I make them, they go to you from me at the one profit.

H. F. HEACOCK, 51 N. Second St., Phila., Pa.

You Walk Unnecessary Miles

¶ If your store is like many you and your clerks travel unnecessary miles every day.



¶ To and from the cashier's desk, or the cash register, or the money drawer are some of the ways you do it. Do you know you can get a cash-carrying system for $25 per line, and get it on 30 days' free trial?

¶ Be modern, especially when to be modern is to save steps.

UNITED STORE SERVICE AND TUBE CO.

NEW YORK, Times Bldg. BOSTON, Tremont Bldg CHICAGO, Medinah Bldg.

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—13—

Horseshoe, No. 1	1.50
White Bear, red, No. 1, tall	1.32½
White Raven, ½s	.95

SARDINES Imported.

Chancerelle, ½s, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00
La Champagne, ¼'s, key, boneless	
G rard, ½'s, key, bonelers	34.00
French,	
½s, Martels	10.00
¼s, Martels	13.25
Moral, ½s, boneless	16.00
Mustard—	
½s, Irma, 100 cans	3.60
¼1, Raven, key, 100 cans	3.27½
½s, Underwood's, 50 cans	3.95
½s, Irma, 50 cans	3.60
½s, Harbor, 48 cans, wrapped	3.40
½s, Manchville, 50 cans	2.30
Oil—	
½s, Irma, 100 cans	3.65
½s, Continental, key, 100 cans	3.40
¼1, Owl, key, 100 cans	3.52½
Gold Label, ½s, oil, 100 cans	6.40
" ½s, mayonnaise dressing, 100 cans	6.40
" ½s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Ollve Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.40
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.22½
" with key, No. 6, 1 doz	7.00
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.40
" with key, No. 2, 1 doz	2.30

Chipped Beef.

No. 1, 2 doz	2.15
No. ½, 2 doz	1.37½
Glass, No. ½, 2 doz	1.55
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.	
Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.42½
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.	
Fairbank's, No. 1, 2 doz	1.35
Fairbank's, No. 2, 1 doz	2.35
Armour's, No. 1, 2 doz	1.40
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.40
Kingan's, No. 2, 1 doz	2.42½

Lunch Tongue.	
Fairbank's, No. 1, 2 doz	2.15
Libby's, No. 1, 2 doz	2.80
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.	
Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.	
Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.	
Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	2.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.	
Curtice Brothers, "Blue Label"—	Per Doz.
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	7.10
Whole Ham, No. 2½	10.00

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Devilled Meats.		
Curtice Brothers, "Blue Label"—	No. 5 os. Per Doz.	No. 10 os. Per Doz.
Ham	1.25	2.15
Tongue	1.25	2.15
Chicken	1.85	2.90
Turkey	1.85	2.90

Potted Meats.		
Curtice Brothers, "Blue Label"—	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Ham	1.20	2.00
Tongue	1.20	2.00
Chicken	1.80	2.75
Turkey	1.80	2.75

Soups.	
Snider's Tomato Soup—	per doz.
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ¼ doz	5.00
Schimmel's, assorted. 1 lb., 4 doz	.85
Campbell's Assort., No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Cream	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Elcroften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozenges	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz	.92½
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

Your Customers Want

foods that you can absolutely guarantee. There is both safety and good profit for the grocer in selling

HEINZ
57 VARIETIES

PURE FOOD PRODUCTS

(The kind that contain no preservatives.)

because he can unhesitatingly recommend them to his best trade. They stand every test of the Pure Food Laws and are guaranteed to suit. Money back to your customer if they ever fail to please.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

Bought Simply. Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA Pennsylvania . .

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

Walter Baker & Co's:—	Per lb.
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.34
" ¼-lb. " "	.35
Premium Chocolate, ½s, 12 lbs	.34
" ¼s, 12 lbs	.35
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hershey's—	
Milk, 48 5 cent, per box	2.45
Cocoa, Lapp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb.	.42
" " ¼s, 6 lb.	.44

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-os. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36
Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35
" ½-lb. tins, 6-lb. boxes, per lb.	.34
Wilbur's Chocolate—	
Premium, ½s, 12-lb., per lb.	.33
Sweet Clover, ½s, 6-lb., per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.38
Cocoa, labeled, ¼s	.40
Premium Chocolate, ½s	.33
Premium Chocolate, ¼s	.35

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ½s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ¼s, 12 lb. "	.31
" " ½s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
¼-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" 1-lb. " 6-lb. "	.31½
" 1-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

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Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.75
Defiance, 4 doz	3.80
Magnolia, 4 doz	4.20
Rose, 4 doz	4.20
Dime, 4 doz	3.50
Winner, 4 doz	4.00
Baby, 1 doz., glass	1.90
Red Cross	4.15
Peninsular	4.35
Leader	3.90
Banner, 4 doz	4.10
Star, 4 doz	4.15

EVAPORATED MILK.

Peerless, family size, 4 doz	3.15
Peerless, 5c. size, 4 doz	1 80
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.67½
Pet, 10-c. size, 4 doz, per case	3.10
Pet, 5-c. size, 6 doz, per case	2 65
Van Camps, 6 doz., small	2.65
Van Camps, 4 doz., family	3.00
Van Camps, 4 doz., large	3 65

HIRES CONDENSED MILK

Per case.



Silver	4.25
Queen	4.00
Premium	3.85
Blue Ribbon	3.85
Gold, tall	3.75
Gold, family	3.15

You Can Have the Best Corn Flake Business in Town



Grocers find **Corn Flakes** becoming as staple and important as teas and coffees. Such business is worth having and the way to get it right is by selling

Malta-Vita

CORN FLAKES

They are the most crisp and tasty corn flake on the market and the biggest boxful for a dime. They make the best selling proposition for you because the best value for your customers.

UNIVERSAL COUPONS IN EVERY CASE

Malta Vita Pure Food Company, Battle Creek, Mich.

E. C. HARDING & CO., Philadelphia Representatives

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COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunbam's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅛s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brasil, 18 1-lb. packages	2.50
" Shrod, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

	Bbls.	Bxs.
A. Exton & Co.:—		
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	.07½	.08
Brown Edge Wafer		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	.09
Fruit Gem		.08
Graham Wafer		.10
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Penn Treaty	.07	.09½
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Saltines		.12
Soda Biscuit XX	.06	.06½
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07¼	.08
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		.50
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1.00

Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 dos. in case, per dos.	1.15
" " with Horse-radish, p. ds.	1.15
Stone Pots, large size, 1 doz. in case...per dos.	1.75
" " with Horse-radish, p. dz.	1.75

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Wein Senf, in bbls. per gal.	
" 1 gallon stone jars per jar	.75
" 5 gallon kegs per keg	2.50
Prepared Mustard, in bbls. per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per dos.	.95
" Sifting top, 2 dos. in case...per doz.	.46
" with Horse-radish, 2 dos. in case, per dos	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.24
loaf,	.25
Sap Sago, 3 to a lb. cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs. loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 12.50, single, in tin...per lb.	.90 .26
" 1-lb. tins...per case	3.25
Camembert, in wood boxes...per dos.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.	1.45
Parmesan, grated, ready for use, large bottles, per doz.	
Parmesan, grated, ready for use, small bottles, per doz.	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romateur and Bier-Kase...per dos.	4.00
American Swiss, No. 1 loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each...per lb.	.16
Limburger Cheese, No. 1 box, 18; ⅛ box, 18; less	.19
Muenster Cheese...per lb.	.18
Brick Cheese, No. 1 "	.16
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box...per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case...per doz.	4.50
Lunch size, 2 dos. in case "	2.40
Picnic size, 2 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size..per dos.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box "	1.55
Wm. Tell brand, 12 in box "	1.40
Neufchatel (Cow brand), 25 in box...per box	1.05
Star Cream, or Phila., 12 " "	2.20
Miniature Cream, or Phila. 12 " "	1.10
Hand Cheese, 8 dos. "	1.35
" 4 " "	.70
" 4 " Thuringer "	.85

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Farmer Hand Cheese, 4 dos. in box...per box	1.45
Schutzen Cheese, 12 in box "	1.25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages...per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)...per lb.	.48
Wiener Wurstel, 16 in tin...per dos.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolf's)...per lb.	.48
Imported Frankfurters...per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size...per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short...per lb.	.24
" " long "	
" Mortadella, Dry...per lb.	.25
" Knackwurst, 25 in box, per box, $4.75...per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .20½; less	.22
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.21
" Cervelat, Crescent, 50 and 100-lb. boxes, .16; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .22½; less	.24
" Salami (E), 50 and 100-lb. boxes, .20; less	.21
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .18; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .16; less	.17
" Tongue Sausage...per lb.	.18
" Smoked Braunschweiger Liver Sausage...per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per dos.	1.00
" Petit Delicatess Frankfurters, with Sauer Kraut...per doz.	1.00
" Lebanon Beef Bologna...per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen...per lb.	.24
Smoked Thuringer Rutwurst "	.18
" Pfeffewurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.	4.75
" (Derby Brand), quart glass jars per dos.	5.75
" (Derby Brand), 10-oz. jars, per dos.	2.50
Calves' Head, in round tins...per dos.	1.65
Pickled Meats, in glass "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	



Cooking Canned Corn

The succulence of canned corn, of course, depends in a measure on the quality of the corn in the beginning; but it depends as much, if not more, on the cooking.

ONARGA COUNTRY GENTLEMAN corn is cooked by the new automatic process which cooks the edges and the center equally, evenly and just enough. The old processes, to completely cook the center, always overcooked the edges.

That is why ONARGA corn is uniformly white and uniformly tender. You'll see the instant you open a can.

IROQUOIS CANNING CO.

ONARGA, ILLINOIS

If you could see some brands of rennet made, you'd never offer them to your customers in a thousand years!

Filthy, unclean and nasty! We wouldn't sell such rennet if we had to work in the streets!

James T. Shinn's **Liquid Rennet** is guaranteed to be perfectly and absolutely clean. It's the best in other ways, too—strongest, purest and most profitable.

It makes you 100 per cent.

SHINN & KIRK, 1400 SPRUCE ST., PHILA., PA.

The Glenny Wrench Jar Cap



A PURE FOOD, COMMON SENSE FRUIT JAR CAP, made from heavy TIN PLATE, especially treated for us.

It does not require a liner, therefore has none, for the dirt and MICROBES to hide behind.

Packed in cartons of one dozen and from 60 to 120 cartons in a case.

PRICE $1.00 per gross F. O. B. Cincinnati, rubbers not included.

SAMPLES FURNISHED

The Wm. Glenny Glass Co.

Cincinnati, Ohio

—25—

Beef Salad, in glass.....per dos. 1.00
" " in pint jars, glass..... "
" " in quart jars, glass..... " 1.60
Lamb tongues, in glass.....

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ½bbl.	5.50
" milkers, " ½ bbl.	6.50
" mixed, Standard, bbl.	
½ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl.	
½ bbl.	
Scotland Herring, mixed, large fulls, bbl.	
½ bbl.	8.00
" milkers, large fulls, bbl.	
½ bbl.	8.00
Marinirte Herring, Imported, about 40 in pail.	1.25
Roll Herring, Imported, about 25 in pail.	1.00
Spiced Herring, Imported, about 40 in pail.	1.00
Norway Stockfish, dry.....per lb.	15
Matjes Herring.....per pail	

BISMARCK HERRING.

Pint size, round tins, with pickle.....per tin .20
Quart " " " ..... " .35
2 Qt. " " " ..... " .55
4 Qt. " " " ..... " 1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin .40
English Sprats, 36 bunches per box.....
Kruger's Roll- and Brat-Haring, oval tins, per doz..... 2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand).....per keg .75
" 5-lb. pails.....per pail .55
" 10-lb. pails..... " 1.05
Cut Spiced Sardines, per 10-lb. pail..... .75
" " 5-gal. keg.....per keg 2.75
Russian Sardines, in glass jars.....per doz. 2.25

NORWAY ANCHOVIES.

Original Package.....per ½ bbl. 5.50
Repacked in 5-lb. pail.....per pail .60
" in 10-lb. pail..... " 1.10
" in 5-gal. kegs.....per keg 2.75
" in ½-lb. flat tins.....per dos. .95
" in ½-lb. tall tins..... " 1.50
" in 1-lb. tall tins..... " 2.00
Fancy Kegs—1½ keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg..... .20

SALT SARDELLEN.

Original Package, 1902.....per anker 16.00
Repacked—kegs, about 8 lbs.....per keg 3.25
" pint jars.....per doz. 6.00
" large tumblers..... " 2.25
" small tumblers..... " 1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz 19.50 ½ kilo Cans, per dz. 19.50
½ " " " 10.50 ¼ " " " 10.50
¼ " " " 5.50 ⅛ " " " 5.50
⅛ " " " 2.75 1/16 " " " 2.75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000.....per cask
50 " bbl.— " 1200.....per bbl.
15 " keg— " 500..... per 100
10 " keg— " 300..... " 1.00
5 " keg— " 150..... "
10 lb. pail— " 50..... "

DOMESTIC SOURKROUT.
Long Cut.

60-gal. cask.....per cask
48 gal. bbl. .....per bbl. 6.50
10 " keg.....per keg, 2.40
5 " " ..... " 1.25
10 lb. pail..... per pail,

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse).....per lb. .18
Spitzkugeln..... " .25

LEBKUCHEN AND BREAD.

Small Basler Lebkucben, 6 in pkg...per bundle .30
Basler Lebkucben, No. 1, 6 " ... " .50
" " No. 2, 6 " ... " .75
" " No. 3, 6 " ... " 1.00
Amandines, 9-lb. tins.....per tin 5.25
" small tins ..... " .55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50,
10 gal. keg 4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag..... 2.75
Green Kern .....per lb. .10½
Potato Flour..... " .08
German Dried Pears..... " .14
Dried Mushrooms..... " .60–.100
Juniper Berries..... " .08
St. John's Bread..... " .05
Bay Leaves..... " .06–.08

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COTTOLENE.

30 2-lb. tins.....per case 6.50
15 4-lb. " ..... " 6.50
6 10-lb. " ..... " 6.50
Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates...	.20
Western.....	.19

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs. .12½
New York, Full Cream, new, 12t's, 40-lb. bxs. 11–.11½
Picnic, Full Cream, new, fancy, 20-lb. bxs..... .13

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb..... .28
Anchovies, in oil, ½ bottles..... 4.50
" " ¼ " 3.25
Anchovy Paste, fancy, per doz..... 4.75
" plain, per doz..... 3.75
Bouillon, Burnham, pints, 2 doz. in case..... 3.75
" " ½ pints, 2 doz. in case.... 2.00
Capers, Nonpariel, ½ gallon kegs..... 1.50
" " Quart, glass.....per doz. 7.00
" " bottled, ½ size... .per doz. 2.35
" " " ½ " 1.90
" " " ¼ " 1.15
Canton Ginger, large pots, cases 6 jars, per case 4.65
" med. " " 12 " " 5.00
" small " " 24 " " 4.75
Cherries in Maraschino, in glass, 1-doz. case... 7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz. .90
" " 3 lb., 2 dz. case " 2.20
Curry Powder, pints, per dos..... 3.50
" 4 oz., " 2.25
" 2 oz., " 1.50
Russian Caviar, ½'s 2.65
" ¼'s..... 5.00
" ⅛'s..... 9.50
" 1's..... 18 00

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French Peas, Extra Fins, per case..... 16.00
" Fins, per case..... 14.00
" Moyen's, per case..... 12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case... 12.00
Huntley & Palmer's Petit Beurre Biscuit, lb... .19
" " Dinner Biscuits, per lb... 30
" " Breakfast Biscuits, per lb. .32
(Packed 7 lbs. and 5 lbs. in a can.)
Red Pepper, Ring, pints, per doz..... 1.25
" " ½ pints, per doz..... .60
Salt, in 4-doz. stone jars..... 1.75
Morris' Extract of Beef, 4 oz., per doz..... 6.50
" " " 2 oz., " 3.55
Anker's Extract of Beef, 120 vials..... 4.00
" " " 4 oz.....per dos. 4.00
" " " 8 oz..... " 7.25
" " " 16 oz..... " 13.50
Theodore Marquet Mushrooms:—
First Choice..... 25.00
Choice, 100 tins per case..... 23.00
Extra, " " 27.00
Hotel, " " 19.00
Truffles, ½.....per tin, .30
" ¼..... " .55
" ¼..... " 1.15
" ½..... " 2.25
Shrimps, Pickled, small size..... 1.25
Dunbar's Shrimps, 2 doz., per doz..... 2.25
" Figs in Cordial, 1 doz., per doz..... 5.00
Bishop's Figs in Cordial, 1 doz., per doz..... 6.50
Crystallized Ginger, 1-lb. tins, per doz..... 4.00
" " ½-lb. " " 2.25
Rose's Lime Juice, per doz..... 3.60
Victor Rose Water, per doz..... 2.25
" Peach Water, per doz..... 2.25
Pitted Olives, per doz..... 1.25

	Per doz.
Armour's Solid Extract of Beef—	
Size 2 jars, 1 dozen in case.....	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case.....	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each.....	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case.....	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case.....	2.50
" 12 " 1 "	7.20
" 5 " .....per bottle	3.50
" 2 fancy jugs .....per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case.....	2.50
" 12 " 1 "	7.20
" 5 " .....per bottle	3.50
" 2 fancy jugs.....per jug	1.50

Increased Profits and Large Sales Spell S-U-C-C-E-S-S

Rolled Oats is one of your big sellers; big profits on your big sellers is what counts.

Figure what your percentage is on Mother's Oats at 12 cents, and add the ½ of a cent net profit on all coupons you redeem. Then remember that you can't sell your customers an oat product 'just as good' as Mother's Oats, and we believe you will realize that it is going to pay *you* to push Mother's Oats just as hard as you can.

The Great Western Cereal Co.
Chicago, Ill.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents *PHILADELPHIA, PA.*

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FLOUR.

	Per Bbl
King Midas	6.40
Gold Medal	6.35
Millbourne	6.00
On Top	6.30
Ceresota	6 20
Pillsbury's Best	6.15
Taylor's Fancy	5.20
Semper Idem	4 70
Pride of the West	5.00
Sunbeam	4.10
Qnaker City	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Por Bag.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.20
" yellow, granulated, 100 lbs	2.20
" " tablo, 100 lbs	2.10
Western yellow, granulated, 100 lbs	2.00
Western white, granulated, 100 lbs	1.65
Quaker, 36 packages	23.5
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, per lb.	.05⅞
Marrows, Fancy N. Y. State, grain bags bush	2.fc
Medium, Fancy, grain bags, bu.	2.57½
Pea, fancy, grain bags, bushel	2.60
Pea, fancy, Michigan, grain bags, bushel	2.55
Red Kidneys "	2 00
Peas—	
Green, per bushol	2 60
Scotch "	2.62½
Split, yellow "	2.25
" green "	

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Lentils—	
000000, 110-lb. bags, per lb.	.05
Less quantity "	.05½
Shaker Corn—	
Fancy, barrels, per lb.	.05½
Less quantity "	.06
Hominy—	
Lea's Breakfast, 10 pkgs, caso	1.50
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.20
Western Pearl, 100 lb. bags	1.75
Western Grits, 100 lb. bags	1 75
Barley—	
OO	.05½
No 3, 100-lb. bags	2.75
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	6.55
" " kegs 100 lbs., per keg	3.45
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.42½
Banner Oats, 20 packages	4.35
H. O. Oats, 18 packages	2.30
Mother's, 18 packages	1.75
Quaker, 18 small size	1.50
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	5.85
Avena, per keg, 90 lbs	3.07½
Standard, 180-lb. bbls	5.65
" 90-lb. bags	2 75
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04⅛
Admiral, Pearl, 84's	.07¼
Tapioca, Instantaneous, 50 1's	.08½
" Colburn's Hasty, 36 pkgs	.07¼
" Minuto, ¼-gross, por box	2.85
" Flako, about 125 lbs, per lb.	.04¼
" " less quantity "	04¾
" Pearl, 150 lbs "	.04¼
" " less quantity "	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 84 8's, per caso,	3.85
Ralston Health Food, 24 8's, packages "	3.00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.70
Cook's Malvo Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flako, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 85 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.35
Wheatona, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per dos	1.10
" Acidulated "	1 10
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per dos.	1. 35
" small "	.95
Bromangelon, assorted 3 doz "	.87½
Fruit Puddine, 2 doz., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 doz "	.97½
Jellycon, 1 doz. in case, per doz.	.87½
Jellycon, assorted flavors, 3½ doz, per doz.	.87½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.80
Tryphosa, per doz.	.95
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per dos.	.85
Wetmore's Double Refined, 36 10c. pkgs, per caso	2.70
Puddine, assorted, 2 dos, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05½
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
84 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F Heacock

Scales, No. 1, Tin Scoop, 10.00		Brass	14.00
Scales, No. 2, Tin Scoop, 7.00		Brass	9.00
Scales, No. 3, Tin Scoop, 6.00		Brass	7.00
Scales, No. 4, Tin Scoop, 5.00		Brass	6.00
Less 30 per cent. discount.			
600-lb. Platform Scale			12.00
Tea Caddies, Red, No. 52			14.00
Tea Caddies, Red, No 53			10.00
Tea Caddies, Red, No. 54			8.00
Tea Caddies, Red, No. 55			5.00

YOUR DUTY IS TO TELL HER

Suppose your customer does ask for Trust Starch, is it your duty to give it to her without telling her that **Murdoch's Corn or Laundry Starch** is better?

Don't you owe it to her to give her the very best—to tell her if she thinks she is getting the best when she isn't?

Murdoch's Corn and Laundry Starches are the finest products of their class extant. We go to trouble in making them perfect, which other manufacturers tell us is ridiculous.

But that's the kind of a foundation we're laying for this business.

Oswego Maize Products Company

OSWEGO, NEW YORK



What the 99 Do

We could probably count a hundred silver polishes, *Electro-Silicon* and ninety-nine others. The ninety-nine combined probably haven't half as much business as *Electro-Silicon* alone.

Considering how easy it is to make a "silver polish" it means a whole lot when one silver polish forges so far ahead of its competitors as *Electro-Silicon*.

It means the results of the enormous advertising we have done, of course, but more than that it means that *Electro-Silicon* is better.

The advertising we have done and are doing makes business for you as well as for us. No other silver polish is so well known, no other is so easy to sell, no other will please your customers so well.

Always packed in yellow box bearing lady in red.

The Electro-Silicon Company

PROPRIETORS

New York, N. Y.

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Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21-in.	3.50
Barrel Covers, 19 in	3.00
Cheese Cutters	15.00
Bung Bores, No. 2, 1½ to 2 in	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00

Less 25 per cent. discount.

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" " 4	"	5.40
" " 5	"	7.20
X Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Grocers', without weights, Brass Scoop and Brass Plate, No. 1**
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Butchers', without weights, No. 0**
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Koyed (Jewel) 2 doz. in case	"	.95
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.45

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater					
Ex. Norway, No. 1					
Ex. Norway, No. 2					
Ex. Norway, No. 3	25.00	13.10	6 65	1.50	1.25
Ex. Norway, No. 4	22.00	11.60	6.00	1.35	1.13
Ex. Bloaters, xxx	35 00	18.10	9.25	2.00	1.65
Ex. Bloaters, xx	32 00	16.60	8.50	1.85	1.53
Ex. Shore, No 1	25 00	13.10	6.65	1.50	1.25
Large Shore, No. 1	24.00	12.60	6.50	1.45	1.21
Med. Shore, No. 1	23.00	12.10	6.25	1.40	1.17
Large Irish, No. 2					
Extra Irish, No. 2	22.00	11.60	6.00	1.35	1.13
Medium Irish, No. 2	21.00	11.10	5.65	1.30	1.09
Small Irish, No. 2	19 00	10 10	5.15	1.20	1 01
Irish, No. 3					
Large, No. 3 Herring.	17.00	9.10	4 75	1.10	.93
Lab. Split, Lg. No. 1.	7 00	4.10			
Lab. Split, Lg. No. 2.	6 00	3.60			
Shore, Round, Large.	7.00	4.10			
Shore, Round, Med.	6.00	3.60			
Ocean Whitefish	4.00	2.60	1.50	.43	
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.10	4.25	1.00	.85
Shad, No. 2, Mess					
Haddock, Pickled					

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.12

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.06½
Medium Bank	.06¼
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	per box .17
Boneless Herring, fancy 10 lb. boxes, per lb.	.15
Smoked Salmon, whole fish	per lb. .27
Cromarty Bloaters, 50s	per box
" " 100s	"

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.09¼
Fancy N. Y. State, 48 1 lb	.09½
Choice N. Y. State, 50-lb. boxes	.08¾
Apricots—	
Extra Choice Royals, 25 lbs	.15
Choico Royals, 25 lbs	.14
Standard Royals, 25 lbs	.13
Cherries—	
California, unpitted, Black, 25 lbs	
California, pitted, Black, 25 lbs	
Currants—	
Gold Medal, recleanod, 36 1s	.07¾
Gold Medal, loose, 25 lbs	.07⅝
Private Growth, extra, cleaned, 36 lbs	.07½
" cleaned, 30 lbs. bulk	.07¼
Peaches—	
Extra Fancy Muirs, 50 lbs	.12½
Extra Fancy Muirs, 25 lbs	.12¾
Extra Choice Muirs, 50 lbs	.11
Choice Muirs, 50 lbs	.09½
Standard Yellow, 25 lbs	.08¾
Standard Yellow, 50 lbs	.08½
Pears—	
Choice California, Bartlett, 25 lb	.09

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.08½	.08	.07¾	
40– 50, 25 "	.07¾	.07½	.07¼	
40– 50, 50 "				
50– 60, 25 "	.07¼	.07	.06¾	
50– 60, 50 "	.07	.06¾	.06½	
60– 70, 25 "	.06¾	.06½	.06	
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "				
80– 90, 50 "	.05½		.05¼	
90–100, 25 "				
90–100, 50 "		.04½	.04¼	
100–120, 50 "				

Raisins—	
Muscatels, 4 crown, 50 lb	.05¼
" 3 " 50 lb	.04¾
" 2 " 50 lb	.04½
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	06¼
Cal. Seedless Muscatels, 50 lbs	.06
Gilabert's, Layer, Valencias, 28 lbs	.05½
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07½
Butterfly, fancy, 36 1s	.07¼
Owl, fancy, 36 1s	.07¼
Harvest, choice, 36 1s	.07
Citren, fancy, boxes, 10 lbs	.17¾
" fancy, 25 lbs	
Lemon Peel, fancy, boxes, 10 lbs, net	.11¼
Orange Peel, fancy, boxes, 10 lbs, net	.11½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent sizo, assorted	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case ... per case	2.30
Case No. 5, 1 doz. 25-cent size	" " 2.05
Case No. 6, 2 doz. 15-cent size	" " 2.47½
2 doz. 15-cent size, 1 lb. per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee 24-26 oz. package, packed 1 and 4 doz. in case ... per doz.	2.15
24-12 oz. package, packed 2 oz. in case	" " 1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

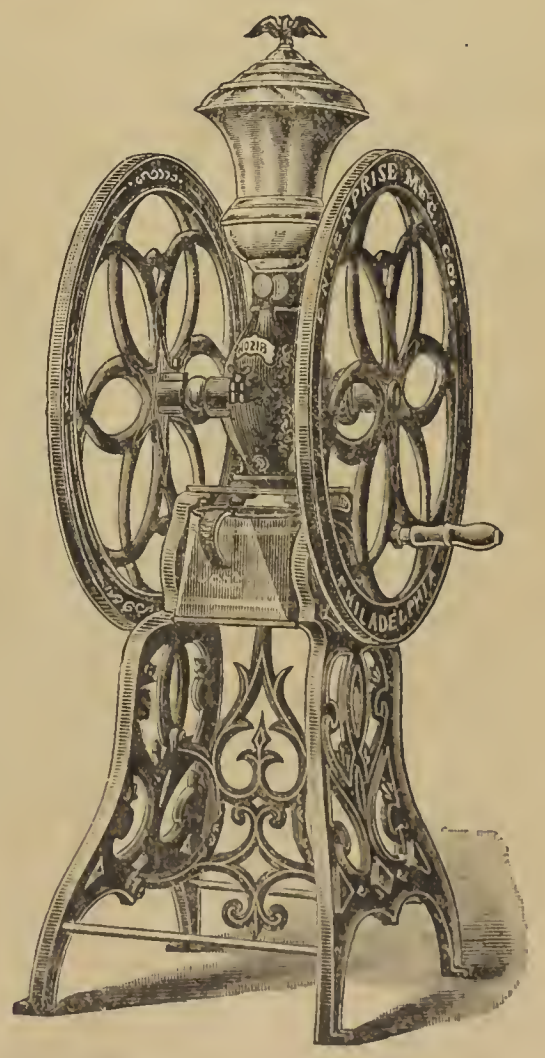
HORSERADISH.

Tumblers, 10-c. size, 2 doz. per doz.	.65
Tumblers, 5-c. size, 2 doz. "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.



The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

—27—

INK.

Arnold's, black, 3032.....per bottle	.48
Continental, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top.....	3.90	4.10	4.80
Acme, Victor Top.....	3.60	4.20	4.80
Pure Flint, Luster Top.....	3.00	3.60	4.20
Crystal, Crimp Top.....	2.10	2.70	3.30
No. 0, Tubular Lantern Globes.....5 doz.			2.75
Cold Blast.....4½ doz.			3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain.....per doz.		.75	.85
" " dec., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners.....	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass.....per doz		2.25
1- " Galvanized.....	"	2.10
5- " Lenox, Spout.....	"	5.00
5- " " Spigot.....	"	5.50
5- " Columbia.....	"	7.00
5- " Banner.....	"	8.00
5- " Climax, Pump.....	"	10.00
5- " Home Rule, Pump.....	"	12.00
Lantorns—		
No. 0, Standard.....per doz.		4.75
No. 0. Dash.....	"	7.80
Cold Blast.....	"	8.00

LIME.

Prepared, 8 doz. in case.....per doz'	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lb.	.05¼
" " 25 lb. boxes, ½ lb..... "	.06¼
Acmo, 1 lb., sifting, 25-lb. boxes.....	.05½

LYE AND POTASH.

Banner, 4 doz.....per case		3.15
Babbitt's Potash, 4 doz.....	"	3.30
Lewis'.....	"	3.25
Red Seal, 2 doz.....	"	1.87½
" 4 doz.....	"	3.65
Popular, 4 doz.....	"	1.45

MATCHES.

	Per gro
Ohio Blue Tips—	
200's, 1 gross.....per case	1.70
500's, 100 packages..... "	3.25
500's, 1 gross..... "	4.50
Ohio Noiseless—	
500's, 1 gross.....per case	3.75
King Bird—	
100's, 3 gross.....per case	2.85
500's, 1 gross..... "	4.00

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Swift & Courtney's, 200's, 1-gross case.....		1.75-1.90
" 400's, 1 "		3.50-3.70
" 500's, 1 "		3.75-4.00
Blue Hen, 200's, 1 "		1.50-1.60
" 500's, 1 "		4.00-4.25
		Per Gross.
Vulcan Parlor, 65's.....		.41
" 100's, 5-gross in case.....		.90
" 500's.....		3.95
Vulcan Safety, 65s, No. 37.....		.55
" 65s, No. 2.....		.45
Columbia Safety, No. 2, 5-gross cases.....		.55
" No. 37, 5-gross cases.....		.50
" 100's, 5-gross cases.....		.90
" No. 15, gross cases.....		1.20
" No. 32, 5-gross cases.....		.55
Safety.....		.45
Mazeppa, Parlors, 500's.....		3.50-3.75
Searchlight, 500's.....		4.25-4.50
Press, 200's.....		1.80-1.90
" 500's.....		4.50-4.75
America, 200's.....		1.30-1.35
American Paraffine, 500's, ex. qual.....		4.15
Telegraph, blue head, 5-gross cases.....		.60
Our Darling, 1 gross, No. 3, 1,000.....		5.50
Our Darling, ½ gross, No. 4, 1,000.....		2.75

MINCE MEAT.

John Bower & Co.:—	
Barrels and half barrels, Superior.....per lb.	.08¾
18, 37 and 68-lb. buckers, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior..per lb.	.13
5-lb. gl. jars, 6 in case, XXX, " per case	4.40
Barrels and half barrels, Fairmount.....per lb.	.07¾
18, 37 and 68-lb. buckets, " ..... "	.08
Wm. J. Troth:—	
Barrels and half barrels, Famous.....per lb	.08¾
18, 37 and 60-lb. buckets, " ..... "	.09
10-lb. buckets, 6 in crate, " .....per crate	6.25
5-lb. " 6 " " ..... "	3.65
5-lb. glass jars, 6 in case, " .....per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.	.13
5-lb. glass jars, 6 in case, XXX, " por case	4.40
Barrels and half barrels, Golden.....per lb.	.07¾
18, 37 and 60-lb. buckets, " ..... "	.08
Campbell's Minco Moat, 30-lb. palls..... "	.08
Mrs. Wells', bbls. & ⅓ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls and kogs and 30-lb. kits, per lb.	.65
Crescent, bbls., ⅓ bbls. and 30-lb. kits "	.04½
Schimmel's, 30-lb. Kits, bbls., ⅓ bbls...per lb.	.07½
" 18 and 37 lb. Kanaklas..... "	.08
" 10-lb. Kkns, 6 to crate...per doz.	9.80
" 5-lb. " " "	5.30
" 5-lb. Glass Jars, 6 to case "	6.25
National, 30-lb. Kits, bbls., ⅓ bbls.....per lb.	.05¾
Sonthwark, 30-lb. palls, bbls., ⅓ bbls. "	.04¾

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Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars.....per case 6 jars	4.50
No. 3, glass jars..... per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden pails.....per box 6 pails	3.75
No. 10, wooden pails.....per box 6 pails	6.40
No. 18, 37 and 68, wooden pails.....	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08¾
Wooden Palls, 18, 37 and 68 lbs..... "	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.....	2.00
Cartons Condensed, (3 dozen in case,) per gross.....	11.00
Keystone—	
Barrels, Halves, Quarters.....per lb.	.07¾
Wooden Palls, 18, 37 and 68 lbs..... "	.08¼
Wooden Kits, No. 30 aad 35.....	.08

OILS.

Stove Gasoline.....per gal.	.15½
Headlight, 150etest..... "	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" Extra, quarts.....	5.40
" Extra, pints.....	4.00
" Mammoth, ½ pints.....	2.20
" Extra, ½ pints.....	2.15
Fourees, 19 oz., tinted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
Callfornia, quart tins.....	3.50
Callfornia, pint tins.....	2.15

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " pts., 2 doz.....	2.90
" " ½-pts., 2doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pts., 2 doz...	4.75
" " 8-oz flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz...	6.50
" " 12-oz. " 2½ doz...	8.00

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Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublimo, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tins, 20 to case.....	2.20
" " 1-gal. tins, 10 to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 18 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ⅛ gal. cans, case.....	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8 50
5 gallon tins, 2 tins to ease.....	26 50
1 gallon tin, 4 tins to case.....	11.00
½ gallon tin, 8 tins to case.....	12.00
32 oz. tin, 25 tins to case.....	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.		
Quarts, Cal. style, 1 doz. in case....per case,		8.50
Pints, " 2 " " ..... "		9.00
½ Pints, " 2 " " ..... "		4.75
Oliver's Olive Oil—		
1 dozen large.....		6.00
2 dozen medium.....		6.75
2 dozen small.....		4.25
6 1-gallon tins.....per gal.		2.10
10 ½-gallon tins.....per gal.		2.20
20 ¼-gallon tins.....per gal.		2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz.....per doz.	.55
Stohrer's, No. 16, 2 doz.....per doz.	.90
Stohrer's, No. 32, 1 doz.....per doz.	1.80
Keystone, bottles, 2 doz.....per doz.	.90

PAPER.
WRAPPING.

Manila, 15 x 20, full.....per ream	.36
" 24 x 36, full, 20 lbs..... "	.80
" 18 x 24, full, 10 lbs..... "	.37½
" Special, 15 x 20, 6 lbs..... "	21



Appetizing Mustard Sardines

A tender, toothsome sardine, discriminatingly selected, carefully dried and fried, and then packed in a delicious high grade mustard dressing. Both the fish and the can are somewhat larger than in our oil sardines.

Our **Mustard Sardines** are far above the average domestic sardines and will instantly please even the most fastidious.

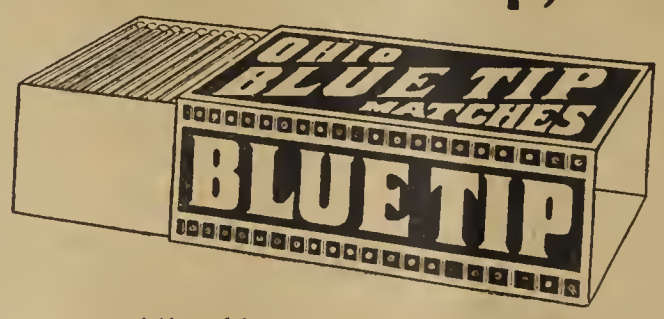
Swift & Company

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

The Ohio Blue Tip, Double Dip SAFETY MATCH



is the **only** one that never gets soft and never drops.

All Jobbers. Prices Will Interest You.

OHIO MATCH SALES CO., New York, N. Y.

Philadelphia Office and Warehouse, 411 Marshall Street

H. P. D. KINGSBURY
of Redlands, California

makes an absolutely pure line of

Preserves
Marmalades
and Jams

Their **purity** is guaranteed.
Their **price** is low.
Their **profit** is good.
It will pay you, Mr. Grocer, to **find out.**
Drop a line for price-list to

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA

WM. T. SHERRON, Agent
13 South Front Street - Philadelphia

—41—

Manilla, Bakers', 15 x 20, 10 reams in bundle ..... per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide..... per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide..... "	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide..... "	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide..... "	.03⅝
White Tea Paper, 12 x 16, reg..... per package	.14
Wax Butter Paper..... per package	.11
Parchmont Butter Paper 9 x 12... "	.40

TOILET PAPER.

	Per case
100 5-cent rolls	3.00
100 5-cent packs	3.00
100 10-cent rolls	6.50
100 10-cent packs	6.50

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12¼-lb. Plain Flour Sacks.....	por M	4.00
25-lb. " "	"	5.75
50-lb. " "	"	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....	per doz.	4.75
" " quarts	"	5.75
" 10-oz. jars.....	"	2.50
" 10-lb. pails.....	per pail	2.50
Tripe, 10-lb. pails.....	per pail	.90
" 5-gal. kegs.....	per keg	2.00
Pig's Feet, 10-lb. pails.....	per pail	1.00
" 5-gal. kegs	per keg	2.25

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Pickled Beef Salad, in glass.....	per doz.	1.10
" Tripe, "	"	1.10
" Ox Heart, "	"	2.10
" Pig's Feet, "	"	1.10
Russian Sardines	per keg	.75
" 5-lb. pails	per pail	.50
" 20-lb. "	"	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs.....	.18½
Loose, barrels, 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top":—	
50 10 oz. packages.....	2.10
100 10 oz. packages.....	4.00
24 20 oz. packages.....	2.05
48 20 oz. packages.....	4.00
I-X-L, 40 1s, White Rice.....	2.75

PEANUT BUTTER.

	Per doz.
MacLaren's—	
Small, 2 doz.....	.92½
Medium, 2 doz.....	1.45
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
Peanutene, No. 4 jars, 1 doz.....	.92½

PICKLES.

45 gal., 1200s.....	per bbl.	9.50
45 gal., 1000s.....	per bbl.	8.95
10-gallon kegs, 700s		3.25
Sweet Pickles, 500s to 600s, 5 gal.....	per keg,	3.30
Sweet Pickles, 700s, 5 gal.....	"	3.60
Sweet Pickles, 1,000s, 5 gal.....	"	4.15
Sweet Pickles, 2,000s, 5 gal.....	"	5.00
Chow-Chow, No. 2, 5 gal. kegs.....		1.95
Chow Chow, No. 2, 5 gallons.....		1.75
Chow and Mixed Pickles, 2 gal., per pail		1.00
Williams Bros.—	Per Doz.	
Wilco Onions, 5 gals		3.25
No. 8, Sour Gherkins, 2 doz.....		.87½
No. 8, Sweet Gherkins, 2 doz.....		.00
No. 8, Sour Mixed, 2 doz.....		.87½
No. 8, Sour, assorted, 2 doz.....		.87½
No. 8, Chow-Chow, 2 doz.....		.87½
No. 8, Onions, 2 doz.....		.90
Crosse & Blackwell's:—		
Whole bbls., 5 doz.....		3.25
Chow, pints, less quantity.....		3.30
Mixed, less quantity.....		3.30
Onions, pints, less quantity.....		3.30
Plain, pints, less quantity.....		3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz.	2 doz.	2 doz.	2 doz.	½ doz.
½ Pints.	Pints.	Qts.	½ Gal.	1 Gal.
1.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

	Per gal.
Duffy's:—	
Pure Apple Vinegar, Extra old, bbls.....	.16
" " " 40 grain, bbls.....	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees.....	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain.....	.08
" " 45 "	.09
" " Extra Strength.....	.15
Crosse & Blackwell's..... per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs.....		.11½
" 14-16 lbs.....		.10¾
" 10-12 lbs.....		.11½
Picnics, 6–8 lbs.....		.08¼
N. Y. Shoulders, 10–12 lbs.....		.10
Dried Beef, sets (city smoked).....		.17
" Tenders and Knucks.....		.17
" Flats.....		.15
" Air Dried, sets.....		.21
" " Tenders and Knucks..		.21
Jersey Pork, Butt.....	per bbl.	17.00
" Family	"	19 00
Breakfast Bacon, rib in.....		.11
" boneless		.12½
S. P. Bellies, 14-15 lbs.....		.09½
Bologna, 25-lb. boxes.....		.08
Boiled Boneless Ham.....		.18
Beef Tongues, smoked, 5-6 lbs.....	per doz.	9 00
Cooked Compressed Ham, 25-lb. boxes.....		.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ¼-cent extra

John Bower & Co.—

Honey-cure Brand Hams, skinback.....		.13½
" " large.....		.13½
" " medium		.13½
" " small		.13½
" Breakfast Bacon.....		.12
" " boneless		.14
Beef, air-dried, regular sets.....		.20
" " insides and knuckles.....		.22
Ham Bologna.....		.11
Beef "		.11
Boiled Hams.....		20
Beef Tongues	per doz.	8 00-10.00

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Swift & Co.—

Premium brand Hams, 10 lb.....	.13
Premium brand Hams, 12 lb.....	.13
Premium brand Hams, 14 lb.....	.13
Premium brand Hams, 16 lb.....	.13
Premium brand Hams, 18 lb.....	.13
Premium brand skinned Hams, 18–20 lb.....	13¾
Premium brand boiled Hams, skinned, fatless	.23
Premium brand Bacon.....	.20
Premium brand Dried Beef, insides	.24
Premium brand Beef Tongues, short cut.....	.18
Winchester brand skinned Hams, all aver....	.13¾
Winchester brand Picnics.....	.08¼

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.....	09¼	7¾
Plain Tubs, 50 and 60 lb. cans.....	09¾	8
10-lb. Tin Pails, 60 lbs.....	10¼	8¾
5 " "	10½	8¼
3 " "	10½	9

John Bower & Co.—	
Pure Kettle Rendered, tierces.....	.09¾
" " tubs	.10
" " 3, 5 and 10-lb. cans,	.11
Swift & Co.—	
Premium brand, tierces.....	.11
Silver Leaf brand, tierces...	.10
Jewel, compound, tierces	.08¼
Cotosuet tierces.....	.08½

DRESSED MEATS.

	Per lb
City Dressed Beef—	
Choice, native.....	.11 -.12
Common.....	.09 -.10
Western Dressed Beef—	
Choice, native cattle.....	.11 - 12
Common to fair "	.09 -.10
City Dressed Veal—	
Prime	-.11
Good to choice.....	-.09
Dressed Hogs—	
Pigs	-.08
Hogs, heavy.....	-.08
" 180 lbs.....	-.08
" 160 lbs.....	-.08
" 140 lbs.....	-.08
Dressed Sheep and Lambs—	
Lamb, Western, good.....	.13
Lamb, Western, culls.....	.20
Sheep, choice	.11
" medium.....	.10

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.90-1.00
Cow Tongues.....	.75-1.00

Fix= tures That Sell Goods



Store Fixtures are not inaminate things, that is, they ought not to be—they have a real selling ability. Take this 5-jar fixture for pickles, olives or anything that will go in a jar. Comes either in oak or cherry, nickel trimmings. Finely made and handsome.

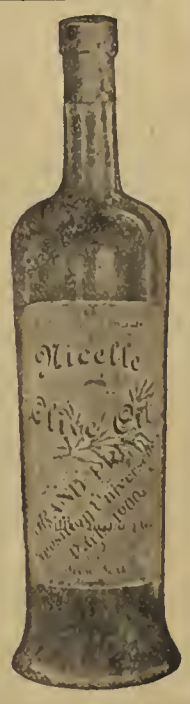
Convenient, sightly and a real help in the sale of goods. Surprisingly moderate in price.

THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



OURERS OF HONEY-OURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Be Proud of Your Olive Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.
103-107 HUDSON STREET, NEW YORK

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.14
Tenderloin, beef, western		.20
Fresh Pork, loins, city		.10
" " western		.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.	
Turkeys—		
Western, Y. H., 8 to 10 lbs.	.20	–.22
" Y. T., 15 to 17 lbs.	.20	–.22
Old hens and toms	.19	–.21
Common to Good	.15	–.16
Broilers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.40	–.50
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.40	–.50
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.40	–.50
Western, 4 to 4½ lbs. to pair, fancy	.26	–.28
" 3 to 3½ lbs. to pair, fancy	.26	–.28
" fair to good	.20	–.22
Fowls—		
Western, fancy	.14	–.15
Heavy Roasters, 4 to 5 lbs	.19	–.22
Fair to good	.17	–.18
Old cocks	.10	–.11
Western capons, fancy		
" " small		

	Per doz.	
Squabs—		
Prime, large, fancy	3.50	–4.00
Mixed	3.00	–3.50
Dark	1.50	–2.00

LIVE POULTRY.

	Per lb.	
Spring chickens, nearby, 1½ to 2 lbs	.28	–.32
Large Springers	.17	–.20
Fowls	.14	–.15
Roosters		–.10
Ducks	.10	–.12

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ¼ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces		4.50
Extra Quality, 15 gals., kegs		2.20
Victory, extra fancy, No. 3, 2 doz.	doz.	.75
Spriug Garden, fancy, No. 3, 2 doz.	doz	.70
Compass, No. 3, cans, 2 doz		.67½

PLUM PUDDING

Richardson & Robins:—		
Individual Size, 2 doz. in case, ½ lb.	per doz.	1.00
No. 1, round conical, with key, 1 doz.	"	2.35
No. 2, " " 1 "	"	4.25
No. 3, " " ½ "	"	6.50
No. 4, " " ¼ "	"	8.50
P. P. Sauce, 2 doz., No. 1	"	1.50
Atmore's Genuine English Plum Pudding—		
Seedless:—		
Individual, per case of 2 doz		2.00
1-lb. cans, " 1 "		2.25
2-lb. " " 1 "		4.00
3-lb. " " ½ "		3.25
4-lb. " " ¼ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz	
No. 32, jars		.97½
No. 5, toy pails		2.45
American, pure apple, tumblers, assorted slices		.88
Schimmel's, No. 10, tumblers		.82½
National, No. 10, tumblers		.72½
National, No. 6, tumblers		.49
Preserves—	Per lb.	
Schimmel's, pure, 30-lb. pails		.13½
National, 30-lb. pails		.09
Southwark, 30-lb. pails		.06¼
Southwark, 4¾-lb. toy pails, ½ doz		4.10
Fruit Butters—	Per doz.	
Apple, No. 32, jars		.98
Apple, Southwark, No. 3, tins		1.00
Apple, No. 5, toy pails		2.70
Apple, 30-lb. pails	per pail	1.08
Apple, 20-lb. crocks	per lb.	.07¾
Apple, Schimmel's, 30-lb. pails	per lb.	.06
Prune, 30-lb. pails	per lb.	.07¼
Jams—	Per doz.	
Schimmel's, pure, jars, 2 doz		1.70
Southwark, assorted, jars, 2 doz		.98
Orange Marmalade—	Per doz.	
Hartley's, imported		1.82½
Schimmel's, pure		1.80
Warrock's Guava Jelly—	Per doz.	
1-lb. tumblers		4.00
½-lb. "		2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. In cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		85	1.95
Spirits Painters' Commercial	.45	.85	1 95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1 95
Machine Oil	.45	.85	

Laudanum, 15c.-size	per doz.,	1.20
Laudanum, 25c.-size	per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum	per lb	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb.	per ca.	2.40
" " " ½-lb., "	"	2 60
" " " ¼-lb., "	"	2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb	.08½
Copperas	per lb	01¾

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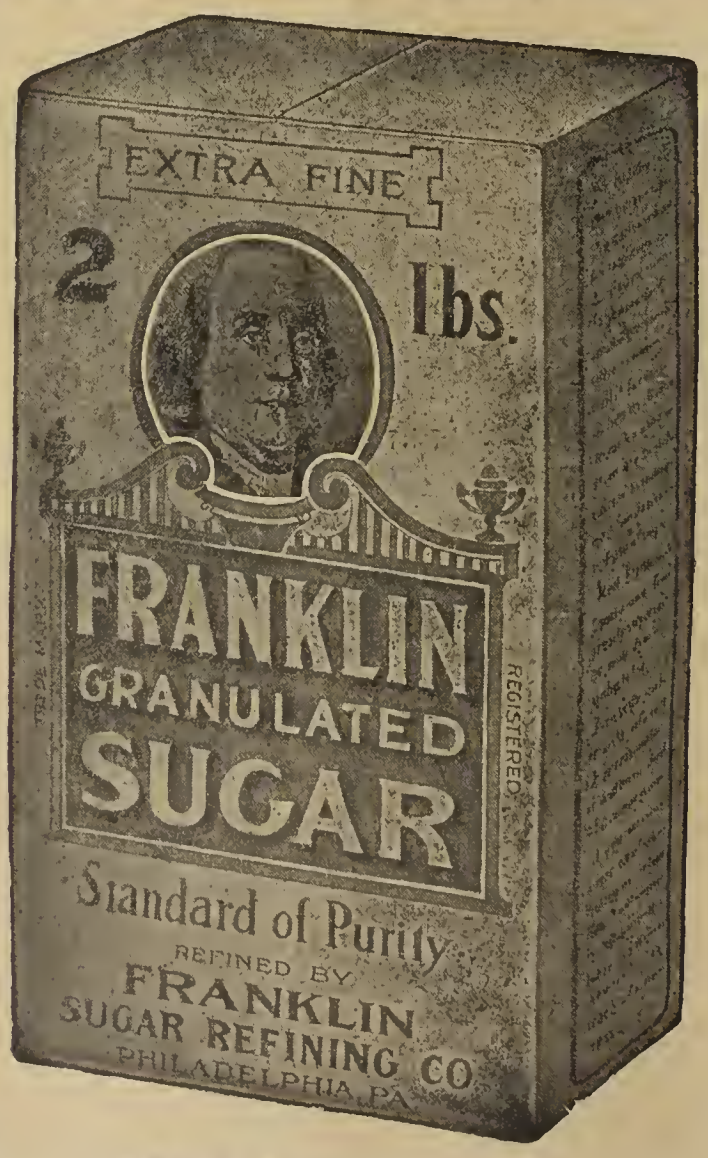
Camphor, gum, 1-oz. blocks		.65
" Flakes, 250 bbls		.02¾
" " less quantity	"	03¼
" Tar Balls, bbls., 250 lbs.	"	.02⅜
" " less quantity		.03
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.02
Glauber Salts	per lb.	.01¾
Glue, ordinary		.09⅛
Glue, white		.20
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c.size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.50
Haarlem Oil	per doz.	.40
Licorice, P. & S., 50. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10.c. "	"	.75

Paris Green, 100-125-lb. kegs	per lb.	24¾
" ¼-lb. packages	"	.29
" ½-lb. "	"	.28
" 1-lb. "	"	.27
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.06¾
" granulated, kegs, " 100 "	"	.06¾
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.55
" 100-lb. bags		2.25
" less quantity		.03¾
Venetian Red	per lb.	.01
Whiting	"	.02

Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
"	per gross	9.00
Roachsault, 10c.-size, 1 doz.	per doz.	.80

Iron Glue, McCormick & Co's:—		
No. 5		.40
No. 10		.75
Tube V		.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



Do You Take Any Interest in Selling Bulk Sugar?

You'll be surprised what an interest you'll take in selling sugar if you'll sell **Franklin Carton Sugar** instead of bulk sugar.

It's a heap more interesting product. To be sure, we sell bulk sugar, but conditions with which we've had no connection have fixed it so that the retail profit on it is very small.

As a remedy for that we offer **Franklin Carton Sugar.** The profit on that is not small, and the ease of selling it, as compared with bulk sugar, will reduce the hard labor of your business to an extent you can't possibly realize until you've experienced it.

The truth is you can make money selling **Franklin Carton Sugar.**

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.

PHILADELPHIA ✱ **PENNSYLVANIA**

—49—

	Per doz.
W. F. Young's Veterinary Remedies, wholesale prices—	
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

	Per doz.
McCormick & Co., Bee Brand—	
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per dos.	.45
No. 2, Vanilla and Rose "	.90
No. 3, Lemon and assorted "	.85
No. 4, " " "	2.00
No. 4, Vanilla "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen,	No. 25, per doz.		2.00
" " " "	No. 2X, "		.80
" " " "	No. X, "		.45
" Lemon, " "	No. 25, "		1.75
" " " "	No. 2X, "		.80
" " " "	No. X, "		.45
Ingersoll's Flavoring Extracts:—			
High Grade Vanilla	per doz.		1.75
" Lemon	"		1.75
Select Vanilla	"		.85
" Lemon	"		.85
" assorted	"		.85
" small size	"		.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet	per dos.	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1848 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whiz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06¾
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05¾
Imperial, fancy Japan, 1-lb. pockets	.06
" " 3-lb. "	.05¾
Pearl Head, 5-lb. cotton sacks	.05¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Prime, 100-lb. bags	.04½
Japan—	
Fancy, 100-lb. bags	.05½
Choice, 100-lb. bags	.05⅛

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs	2.50
" " 60 bags, 5 lbs., 2m	4.00
" " 28 " 14 "	3.75
" " 30 " 10 "	3.75
" " 115 " 2⅜ "	4.00
Worcester, Irish Linen, bags, 256 lbs	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in hhds., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs	2.40
" " sacks, 180 lbs	1.55
" Cheese, hhds. contain 280 lbs	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivery Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 dez.	doz.	.87½
Durkee's, large, 1 doz.	per doz.	4.00
" small, 2 dez.	"	2.40
Schimmel's, small, 2 doz.	per doz.	.87½
My Wife's, large, 1 doz.		2.30
My Wife's, small, 2 dez.		1.45
Snider's Salad Dressing:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Luncheon, 3 doz.	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs	per 100	.65
Kegs, 170 lbs	per 100	.82½
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.		.77½
North of England Sauce, No. 8, doz.		.77½
Chef Sauce, 2 doz., doz.		.75
Snider's Chili Sauce:—		
Pints, 1 doz.	per dez.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

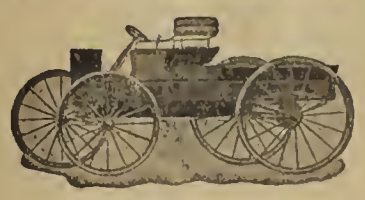
"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



Help the Housekeeper if You Want to Hold Her Trade ::

Most housekeepers have a lot of trouble getting brooms that please them—you know how particular they are. We are making brooms to catch the trade of this class of people. Is there any doubt in your mind that you can sell such brooms—and keep on selling them? If there is we will dispel it.

Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.



TEAMS COST TWICE AS MUCH

There is no comparison between delivering goods by a team and delivering them by a **Lindsley Car.** The team way is slower and at least twice as expensive, when you figure up the cost by the year.

If you think of the **Lindsley Car** as a bad-smelling machine that gets out of order if you look at it, and keeps you poor getting repaired, you never were more mistaken in your life. A boy can run the **Lindsley Car** and it will need little or no repairing.

We say again—it will carry 1500 pounds thirty miles on a gallon of gasoline, and over rough roads.

J. V. LINDSLEY & CO., Suite 1112 Monadnock Building, CHICAGO

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SEEDS.

Canary, bush. 60-lb	2.75	Mustard, Brown...	.07½
Caraway	.12	Mustard, Yellow..	.07
Celery	.09	Rape, per lb.	.05½
Coriander, bleached	05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., 110 lbs., kegs, per lb.	.01⅞
Bi-Carb., bulk, 25-lb. boxes, "	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs, "	.05⅜
Arm & Hammer bd., ¼'s, 30 lbs, per lb.	.05½
" " " ½ lbs., 36 " "	.04⅜
" " " ¼, ½, 36 lbs, "	.05½
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.05½

SOFT DRINKS.

	Per doz.
RootBeer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welchs Grape Juice, case quarts, 1 doz	4.50
" " " pints, 2 doz	4.75
" " " ½-pints, 3 doz	4.25
" " " 3-ounce, 8 doz	6.00
" " " ¼-gallons, 1 doz	8.00
" " " gallons, 6 gal	7.50

5 per cent. discount on 5 case lots.

Clicquot Club Co. :—	Per case
Ginger Ale, extra dry, pints, 2 doz	2.10
Sarsaparilla, extra quality, pints, 2 doz	2.10
Blood Orange, extra quality, pints, 2 doz	2.10
Birch Beer, extra quality, pints, 2 doz	2.10
Lemon Soda, extra quality, 2 doz	2.10
Root Beer, extra quality, pints, 2 doz	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz, per doz.	.72
Puts Liquid, large, 3 doz, per gross,	16.50
Puts Liquid, large, 3 doz, per doz.	1.45
Puts Liquid, small, per gross,	7.00
Puts Liquid, small, per doz.	.60
Puts Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans, "	18.00
No 0, pint cans, "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans, "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs, per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Ravenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.85
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Felz-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.85
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.45
" Golden	60	2.55
" Ravenson's	60	2.35
" Kirk's	60	2.17½
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.70
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.57½
Sunlight, oval	200	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.75
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¼
Cutaneous, Dr. Ranb's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ¼ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2.65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.30
Fineia, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz, per doz.	43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	1.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade		.28	.30
White, Low Grade		.18	.20
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.16	.17	.19
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.10	.11	.13
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ½ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ½ lb.	.40
¼ lb.	.75

Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

"Show All—Sell All"



This is the idea of a store like this. Notice that everything is where customers can *see* it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

18 to 24 S. Seventh St., Philadelphia, Pa.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb. net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, No. 8, with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.	Per lb.
Pepper, Black	08
Allspice	.07
Cloves	.12½
Mace	.48
Nutmegs, large	.17
" Medium	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	11

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06⅜
Niagara, 40-lb., 1-lb. "		04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb. "		06¾
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07⅛
1 lb. packages, 20 lb. boxes		.07⅛
Bbls, about 200 lbs		.06¾

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LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅛
Kingsford's, Pure, 3-lb. cartons	.06¾
" Pure Gloss, lb. packages	.06¾
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅞
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅜
Niagara, laundry, 50-lb. bulk	.03⅜
" 1 lb. packages, 48 lbs.	.04⅜
" 3-lb. cartons, 48 lbs.	04⅜
" 6-lb. boxes	.05⅜
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages per package	.08
Starch Polish, 20 cakes per box	5c
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs.	.07¾
Snow Gloss, 3 lb. cartons, 48 lb boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ½ gross	7.00
Enameline, Liquid, large, ½ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Mectic Paste, ½ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size per doz.	.87½
" " per gross	10.25
" small size per doz.	.70
Climax Enamel ¼ gro. per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½ gross	4.50
Per gross	9.00

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F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkgs.	04¾
Excelsior, 24 packs	"	05¾
McAllister, 36 packs	"	05⅜
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, qnarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Tootbpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ¼ gross case, assorted, 6, 8, 10's	per case	90
Carpet Tacks, Silver Steel, 4 os.	per doz.	.06
6 os.	"	.06½
8 oz.	"	.07½
10 os.	"	.08½
12 oz.	"	.09½
Matting Tacks—		
No. 10, steel	per doz.	.10
No. 11, steel	per doz.	.10½
No. 12, steel	per doz.	.13
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5¾ inches high		1.48
5 inches high		1.42
4¾ inches high		1.25
4 inches high		1.18
3¼ inches high		1.05
2 inches high		.00
Fly Ribbon	per gross	4.80
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb	10½
Emory Cotton Clotheslines, 50-ft. hanks, dos.		.80

—60—

Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per dos.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No 669	.40
Fancy, No 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Black Strap	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	35
Gold Mine, in bbls	.30
Fancy, No 104	.32
Fancy, No. 105	.28
Choice, No.	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 668	.15

GLUCOSE.

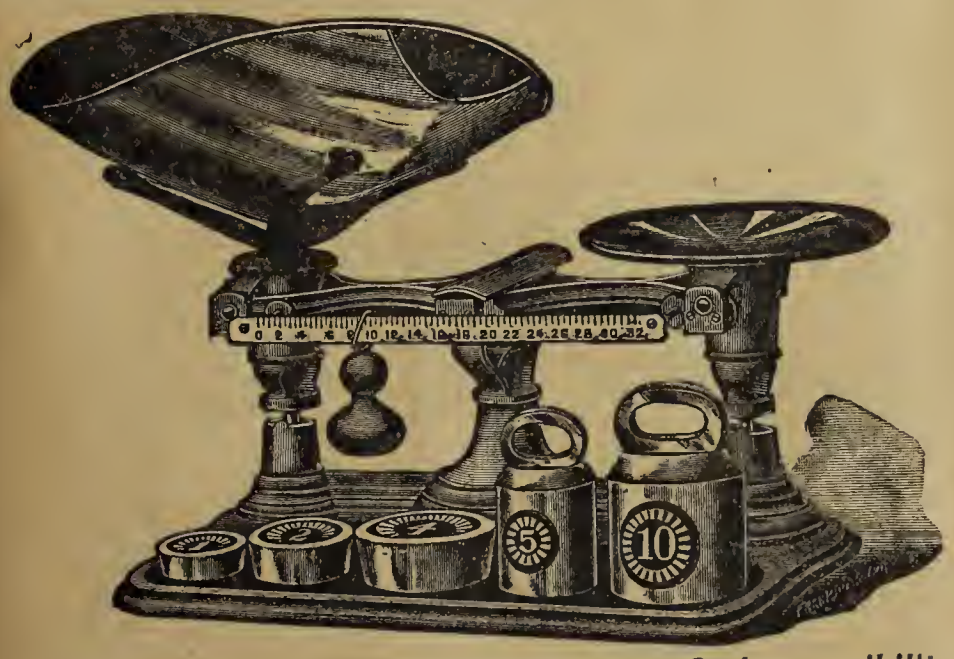
Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

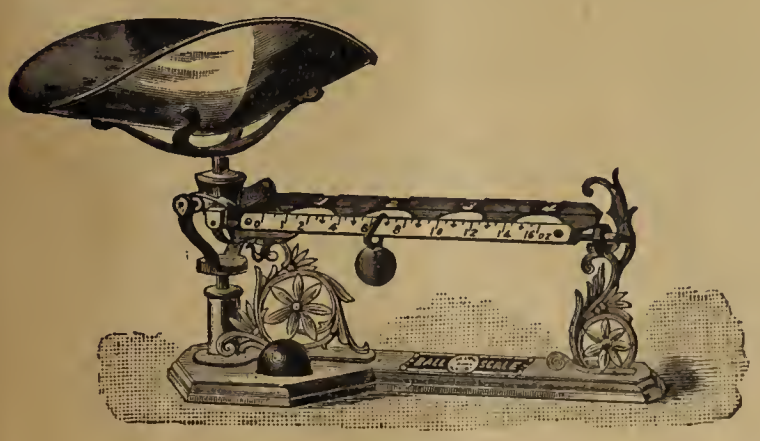
Domestic, barrels	per gal.	.69
Selser's, 1inch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 10-oz. bottles, 2 doz. in case		1.45
" 6-oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.87½
1 " case	"	.90
Karo, 10 cent size, 2 doz.	per case	1.90
Karo, 25 cent size, 1 doz.	per case	2.30
Karo, 10 cent size, ½ doz.	per case	2.30
Lyle's Imported, No. 2 cans, 2 doz.	per doz.	1.82½
Globe, No. 2½ tins, 2 doz.	"	1.12½
Globe, No. 5 tins, 1 doz.	"	2.20

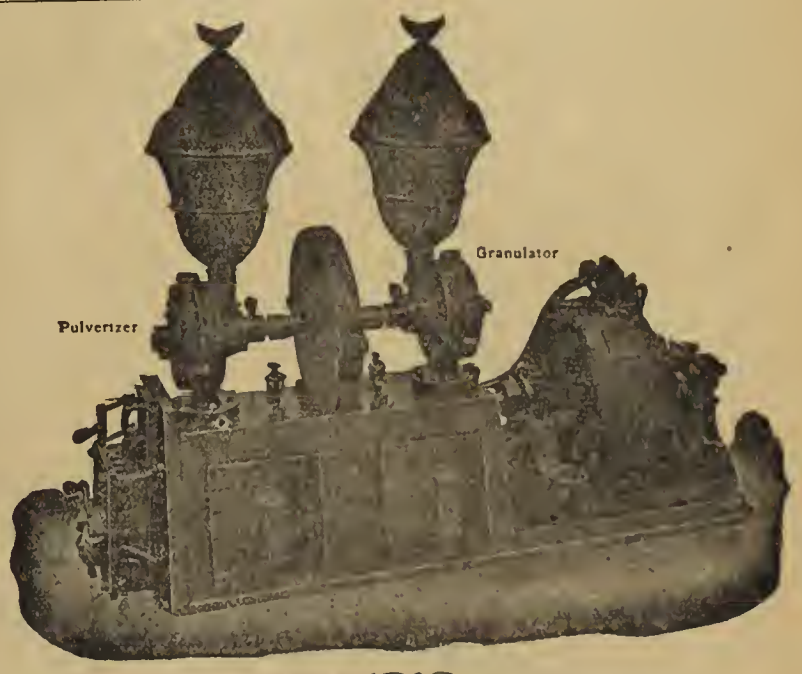


Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 1-32 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE
USED BY ALL LEADING GROCERS



TROEMNER'S

New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET — PHILADELPHIA, PA.

J. A. FLESCH & SON 112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

—61—

Banner, in jars, compound	per doz.	1 00
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Golden Tree Maple Syrup, doz		2.25
" " medium, doz.		1.45
" " small, doz		.92½
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Tewic's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

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No. WASHBOARDS.	Per doz.
69, Good Enough, double, spring protector	3.65
57, Peerless, double	3.75
80, Seal Globe, double, swing protector	3.30
61, Peerless, double, spring protector	4.45
110, Peerless, single, spring protector	3.55
100, Northern Queen, single, protector	3.10
101, Tidal Wave, single, protector	2.75
118, Good Enough, single, protector	3.15
175, Glass	3.50
Murdock	2.75
Celery City	3.00
126, Single Ruby	2.60
128, Anchor, single head	2.25
130, Little Gem, pail board	1.35

BUCKETS.	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.00
Galvanized, 14 quart	2.25

No. BUTTER DISHES.	Per M
1, Solid oval	1.15
2, Solid oval	1 35
3, Solid oval	1.65
5, Solid oval	2 05
1, Wire ends	1.10
2, Wire ends	1.30
3, Wire ends	1.50
5, Wire ends	1.90
Picnic Plates, 8 inch	2.10
Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

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BRUSHES.

No. SCRUB BRUSHES.	Per doz.
22, White corner	.70
23, Medium size	.80
27, Large	1.00
13, Marble, medium size	.90
00, White	.45
Handy House	.42

No. STOVE BRUSHES	Per doz
20, Black bristle curved end, wood handle	90
21, X, crescent shape	1.75
1, strap handle, grey fibre	1.20
2, strap handle, grey fibre	1.65
6, all hair, extra quality	2.75

No. SHOE BRUSHES.	Per doz.
0, Mexican fibre	.90
1, Mexican fibre, large	1.30
4, Bristle outside	1.65
5, All bristle	1.75
16X, All bristle, extra value	2.15
18, All bristle, spotted white	2.80

No. WHITEWASH BRUSHES.	Per doz.
6, 6 in., White tampico	40
7, 7 in., White tampico	.48
8, 8 in., White tampico	55
6, 5 in., Family, extra heavy	80
8, 6 in., Family, extra heavy	95
10, 7 in., Family, extra heavy	1.10
12, 8 in., Family, extra heavy	1 25
6, 5 in., A., hair bristle	1 40
8, 6 in., A., hair bristle	1.65
10, 7 in., A., hair bristle	2.00
12, 8 in., A., hair bristle	2.35
6, 5 in., Ideal, all bristle, 3 row	1.90
8, 6 in., Ideal, all bristle, 3 row	2.25

No. DUST BRUSHES.	Per doz.
7X, Fibre, wire drawn	90
21, All hair, wire drawn	2.25
28, White, wire drawn	2.90
1, 7 in., All hair, flat end	2.05
22, 7 in., Mixed, round end	2.10
11X, 7 in., All hair, round end	2.25

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TOBACCOS—PLUG.

	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	1.00
Newsboy	.39
Old Honesty	.39
Piper Heidsick	.43
Spear Head	.64
Standard Navy	.44
Toddy	.37
Vinco	.35
Town Talk	.38

SMOKING TOBACCO.

	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ doz. packages	per box,	.58
Yeast Foam, 1½ doz	per box	.58

A new product from an old house

DIXON'S

POWDERED

STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.



Give Me Some Fresh Roasted Peanuts

You know that most everybody eats peanuts, and they all want them freshly roasted, but you may not know that they pay you 300 per cent. profit when they are roasted in an

Acme Peanut Roaster

the simplest and most inexpensive automatic roaster made. There is practically no labor and no expense in operating one, any boy can do it, as there is nothing to get out of order and nothing to break. It will pay for itself in a month's time. Send for full particulars and price to

ATSATT BROS.
24 Pearl St. MATTAPOISETT, MASS.

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

ASK YOUR WIFE

if she wouldn't like to have several

SILVER BUTTER SPREADERS

for the table. She knows that modern table etiquette makes them a necessity. We are giving fine ones to you with our Extract of Beef

ABSOLUTELY FREE

NO ADVERTISING ON THEM



These are no cheap premium goods but the latest quality and design; made especially for us by the celebrated Wm. Rogers Mfg. Co. Your jeweler gets $3 for half a dozen like them! You can use them, sell them or give them away. Their elegance will appeal to the most refined taste. We will advertise this premium to your customers also—offering a spreader for 10c. and a cap from a jar of our Extract of Beef. Write for particulars and handsome lithographed hanger, 11 x 14, and prepare to get the benefit of this big offer, because it is positive to make hundreds of sales for you.

ARMOUR & COMPANY

ARMOUR & COMPANY, Chicago
Please send me full particulars regarding "Free Silver" offer

NAME.....

ADDRESS.....

CITY.....

Wrap Up the Penny

It is poor business to give away a part of your **profits** to each customer if they do not know you are doing so.

If you give 52 cents' worth of coffee for 50 cents without your customer knowing it **you lose** two cents and receive no benefit from your generosity. Remember it is **your** loss.

Better sell 50 cents' worth for 48 cents, or put the two pennies in the package where they will be seen and thus

Advertise Your Business

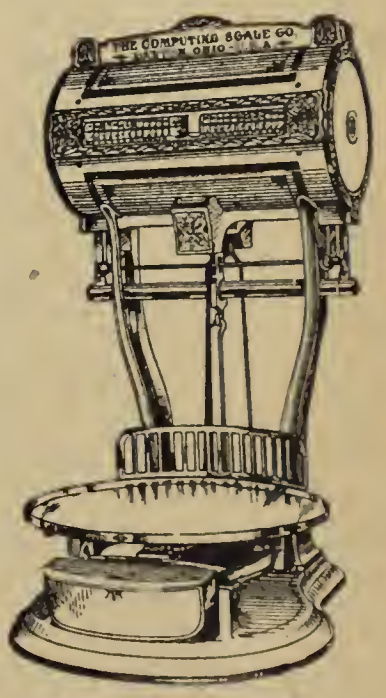
The **best** and **safest** way to secure trade and hold it is to use such methods as will promote **absolute confidence.** Impress upon your customers the fact that you are trying to be **fair** and **square** with them. The **surest** way to show this is to use

Dayton Moneyweight Scales

There is nothing on the market to-day which will bring as **large** and as **sure** returns on the money invested as our **latest improved scales.**

Eighteen years of experience and development places us in a position to equip the merchant with scales which produce the desired results in the **quickest** and **surest** way. Let us **prove** it.

It is **no credit** to be the **last** to investigate, therefore, send in the attached coupon or your name and address by return mail.



The new low platform No. 140 DAYTON Scale

Date.....

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME.....

STREET and NO.....

TOWN..... STATE.....

BUSINESS.....

The Computing Scale Company
MANUFACTURERS
DAYTON, OHIO.

Moneyweight Scale Co.

35 State Street, Chicago

DISTRICT OFFICES: Philadelphia Office, 1651 N. 8th Street. Pittsburg Office, 205 McCance Bldg. New York Office, 11 E. 14th Street. Buffalo Office, 62 Pearl Street.

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



R·O·Y·A·L

Retailers who sell **Royal Peanut Butter** sell the best
Others sell something that won't take its place.
You *make* trade with Royal—the inferior kind drives trade away.
Always sell the best of everything yourself.
Let the other fellow take the chances.

(Universal Coupons (**an extra profit**) in each case for the grocer)

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio

We Want You to Sell This



There are good reasons why you should. It is the finest floor wax ever manufactured. Lots of your customers have hardwood floors, and if you sell **Moore's Floor Wax** to them ONCE they will always buy it. To make it worth your while to tell your trade about it, we are giving you enough Universal Coupons with it to entitle you to a handsome premium with every case.

E. B. MOORE & CO.
76 Wabash Avenue **Chicago, Illinois**

WE NEED YOU

We know we can *make* the best Macaroni, Spaghetti, Noodles and Pastels in the world, but we know we need your help to *sell* them. We know you can work with us or against us and swing your trade either way.
So we make it to your interest to recommend our goods — not only because they will build you a good trade but also because our terms to you are the best.
Besides the regular profit every case has additional value for you in Universal Coupons. You can exchange them for hundreds of useful articles.

The Freihofer **Vienna Baking Company**

Philadelphia, Penna.



It's a Hard Job, but We've Done It

You know how hard it is to please all your customers with coffee. It is natural for you to find it harder than we do, because you have a lot of things to do and we do nothing else. Private Estate Coffee is the result of many years' experimenting to please the popular taste, and it does it so well that we don't know of a grocer who has induced a customer to try it who isn't still using it. This is one important reason for your making a leader of it, and another is that we share our profits with you by giving you Universal Coupons with every case.

F. A. CAUCHOIS & CO.
THE FULTON MILLS **33-34 Fulton Street, New York**

Philadelphia Branch, 139 S. Front Street



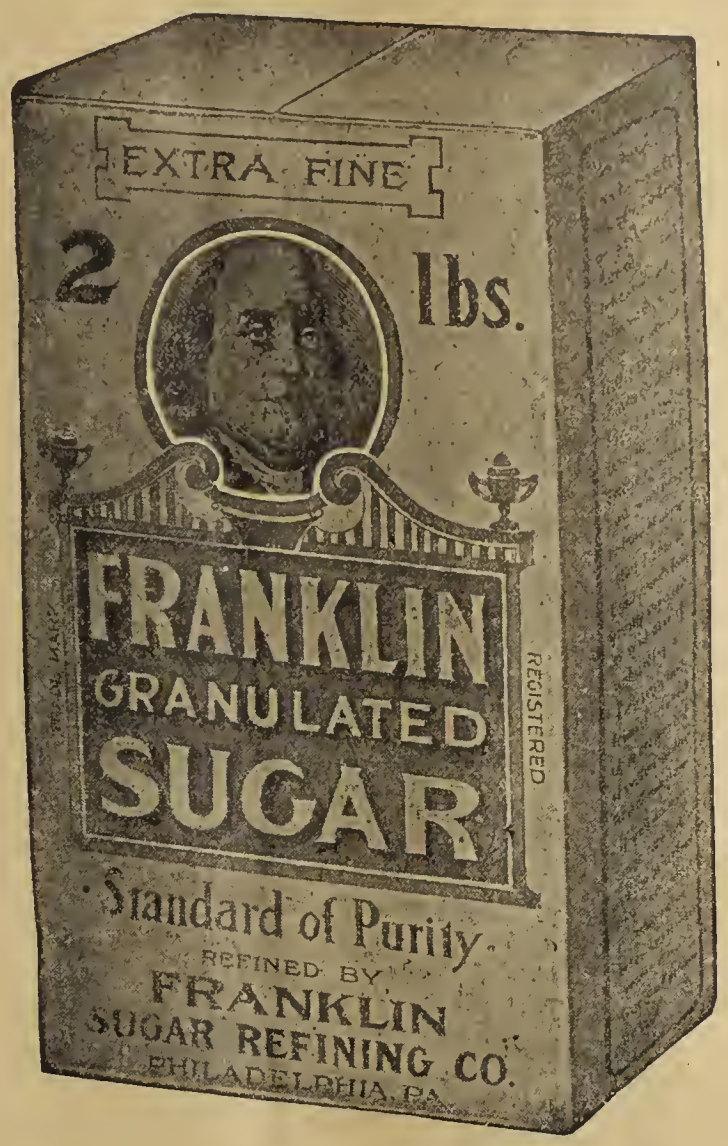
NO SILVER POLISH CAN LIE

No silver polish can deceive its users after the first using. If it scratches, or gives a dull polish, or gives a good polish only after hard work everybody will know it for the worthless thing it is and never use it again.

Only for one reason has it been possible for **Electro-Silicon** to build up the largest silver polish trade in the world—it gives better results than other polishes. Better in two ways—first, by giving a more brilliant polish. Second, by giving it with far less labor than any other polish on the market.

Not one of your customers but has heard of **Electro-Silicon,** packed in the yellow box with lady in red on the cover.

Electro-Silicon Co.
PROPRIETORS
New York, N. Y.



"No, They Don't Prefer It"

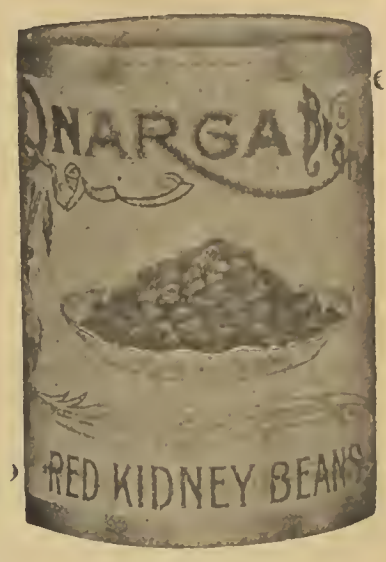
¶ A watcher of the sugar business said the other day:—"Can it be possible that any grocer *prefers* to sell bulk sugar when he can sell it in ***Franklin Cartons?*** Why I should think you'd get every grocer simply by showing the two propositions side by side!"

¶ It does seem reasonable, doesn't it, and yet we haven't succeeded—yet—in getting all grocers to handle ***Franklin Carton Sugar.*** No, we don't think they prefer to sell bulk sugar, but they've made no money on sugar for so long that a proposition to make it profitable is staggering and needs time for thought.

¶ They'll come to it some time, when the burden of the unnecessary work and the profit lost through overweight gets too heavy.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA



Get Them Started Now

Naturally you won't sell much canned corn during the summer, though June and a part of July are always good months for it.

If you will order just enough **Onarga Country Gentleman** Corn to get it known to your trade before the fresh corn season, you will find you've done a good thing for yourself when fall opens.

Onarga Corn is wholly different from other corn because it is cooked differently. It is cooked in the new automatic cooker that cooks the edges and the centre at the same time, and cooks it evenly through and through.

You'd hardly believe what a tremendous difference in flavor this makes.

Iroquois Canning Co.
ONARGA, ILLINOIS

HOW TO ADVERTISE A RETAIL STORE

BY ALBERT E. EDGAR

TEACHES

Nearly everybody in the English speaking world knows the reputation that the International Correspondence School, Scranton, Pa., have for teaching advertising by correspondence. The letter below is from the principal of that School of Advertising. It is an unsolicited compliment.

"THE OUTING PUBLISHING CO.,
Deposit, N. Y.

Gentlemen:—I have read very carefully your new book, 'How to Advertise a Retail Store.' I want to say that, in my judgment, it is by far the best book on retail advertising that I have ever seen. It is really a comprehensive short course in advertising. Some subjects must necessarily be treated briefly in siugle-volume work on advertisiug, but Mr. Edgar has certainly done his work thoroughly. If a retail advertiser cannot get $5.00 worth of information out of this book, there is something wrong with him. This book is already very popular here iu our School. Two of the men here have already expressed their desire to own a personal copy. As I wrote you the other day, very frequently we have requests from students for a list of good books. We have already had occasion lo recommend this book to three students.

Very truly yours,
(Signed) S. ROLAND HALL,
Principal, School of Advertising."

"We haven't the slightest hesitation in recommending it to every retailer in Canada, and to every wholesaler, for that matter. It is splendidly written, neatly printed and contains information indispensable to every merchant. We are giving your book a good boost.

Publishers of
{MONTREAL HERALD
{DRY GOODS RECORD.

What a department store advertising man says:

"Editor of BRAINS,
Dear Sir: I don't want any money back on the Edgar book, 'How to Advertise a Retail Store.' It is worth the price and I consider it the most practical book of any I own and I've bought about all that have been printed. Yours very truly,
(Signed) S. D. VAN CAMPEN, Secy.
W. D. Ackerson Co., Newton, N. J.

How to lay out advertising copy,
How much space to use,
How to design an attractive space-saving name-plate,
What a headline should accomplish,
How to get and use proper illustrations,
How to write your advertising introductory,
How to describe an article so as to make sales,
What style and method of pricing you need,
The preparation of effective, free advertising,
How to find and properly use selling points,
The making of store papers, booklets, leaflets, folders, advertising letters, and mailing cards,
The organization of a follow-up system,
The uses of calendars, blotters, post-cards, advertising novelties, package enclosures, and hand-bills,
Proper methods of window advertising,
Correct outdoor advertising,
Spring, fall and other openings advertising,
Two-hundred-fifty selling helps, guessing and voting contests, drawings, schemes to attract boys and girls, premium schemes,
The sensible advertising of special sales and clearance sales,
The uses of leaders and bargains,
Many novel sales plans,
The promotion of business in a number of specific retail lines—this department alone occupies about 100 pages,
Mail order advertising and general advertising,
Points about type, borders, ornaments, and cuts,
Nearly 20 pages of practical and helpful hints on how to lay out advertising copy,
How to read proof and technical terms.

For general information concerning the art of advertising iu its broad sense this book is hardly surpassable. One of the most exhaustive treatises on the subject of advertising.
JEWELARS' CIRCULAR.

A practical and really valuable work for the advertising man and merchant. MERCHANTS RECORD AND SHOW WINDOW.

Brimful of valuable matter.
THE RETAIL MERCHANT.

The book is out—I own a copy—and am glad I do. I think it is the best thing on advertising that has ever appeared, and I have nearly every book relating to advertisiug that has ever been published.
HERMAN STEWART,
Philadelphia, Pa.

The opinion of one of New York's prominent copy specialists:

"The Editor of BRAINS, Deposit, N. Y.
Dear Sir: I have just received my copy of 'How to Advertise a Retail Store,' and I want to say to you that of all the books and periodicals in my business library it is by far the most practical and useful. The retailer or business man who has goods to sell, who cannot get out of it several times its cost every year, had better go out of business. The book will be a constant source of profit to me and I believe it will to every retailer who wants to make more money. It is complete and I think it is no more than right that you should know that it is appreciated.
Yours very truly,
(Signed) CASH A. HARRIS,
1 Madison Ave., New York City."

"How to Advertise a Retail Store" is certainly of absorbing interest and satisfactory entirely. LAKE OF THE WOODS MILLING CO., Montreal, Can.

Just the book we can recommend.
THE SHALDON SCHOOL OF SALESMANSHIP, Chicago.

A very complete, practical and attractive work which includes a vast amount of information.
BOOT AND SHOE RECORDER.

A regular storehouse of the best and latest ideas on advertising.
CANADIAN BAKER AND CONFECTIONER.

Near approach to the ideal all around advertisiug hand book. Teems with ideas, suggestions, explanations, examples. Price is very moderate indeed.
ADVERTISERS' MAGAZINE.

641 ILLUSTRATIONS AS MODELS

Show how all these things are accomplished by the highly paid ad. managers and the cross-roads storekeepers.

Price $3.50 Postpaid—on a money-back basis

THE OUTING PRESS, DEPOSIT, NEW YORK, U. S. A.

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, JUNE 22, 1908. No. 25.

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The Slickest Collection Scheme Yet

The Plan of the Henry L. Whitney Co. Turned Inside Out. How they Assess Subscribers a Percentage not on Collections Made, but on the Amount of the Bills Given them to Collect. One Pennsylvania Merchant's Experience and How the Scheme Works Out.

Of all the many collection agency schemes which the "Grocery World" has seen and held up before its subscribers as good things to let alone, it seems to be necessary to give the palm, for pure slickness, to the scheme of a concern calling itself the "Henry L. Whitney Co.," Colonial Building, Reading, Pa. This concern goes about getting money for itself differently from any other collecting concern the "Grocery World" has ever seen.

The matter was brought to the "Grocery World's" attention by J. W. Reilly, a retail merchant of Palo Alto, Pa., who became mixed up with the Whitney outfit under circumstances quite unprofitable to himself. The agency induced Mr. Reilly to make the following contract with it:—

CONTRACT.

To the Henry L. Whitney Co., Reading, Pa.

Gentlemen:—Below find a list of bills, notes, accounts, claims and debts now due and owing to us, which, in consideration of your agreeing, by the acceptance of this list, to use your best judgment and ability in the collection and settlement of the same, and to pay over to us all sums out of the moneys collected by you remaining after the deduction by you of the divers fees and commissions hereinafter mentioned, we hereby assign and make over to you. We guarantee the accounts to be correct, and these several amounts are now justly due and unpaid from the parties against whom they are charged, after allowing all just credits and deductions according to the dates given; and we agree that the following are the fees and commissions hereinbefore and hereinafter referred to, to wit:—

FEES AND COMMISSIONS.

A fee, 1. On a list of bills aggregating a gross amount of over $10,000, 1½ per cent.; or,

2. On a list of bills aggregating a gross amount of over $5,000 and including $10,000, 2 per cent.; or,

3. On a list of bills aggregating a gross amount of over $2,000 and including $5,000, 4 per cent.; or,

4. On a list of bills aggregating a gross amount of over $1,000 and including $2,000, 7½ per cent.; or,

5. On a list of bills aggregating a gross amount of over $250 and including $1,000, 10 per cent.

And a commission of 10 per cent. on claims collected without the institution of legal process, and of 50 per cent. on claims collected after the institution of legal process, or outlawed claims, with the understanding that in case of suit no expenses are to be charged against us, win or lose, unless we fail to prove our claim, but that if after this list is given to your commercial adjuster the debtors named herein should make payments to, or settlements with us, we are to pay you or allow you to retain out of any balance due us from you the same fees and commissions as if they had paid you, and that, if, at our request, you should forbear suit, or suspend or otherwise cease proceedings, we will pay the regular commissions and costs and expenses incurred.

(List of bills omitted.)

CONTRACT (continued).

In your first notification to the debtor you are authorized to sign our name to the same. We also inclose five 2-cents stamps for each account.

We hereby promise and agree to and with the Henry L. Whitney Co. that all information furnished us by said company, whether at our direct solicitation or voluntary on the part of said company at any time, should be considered and treated as strictly confidential, and we will in no wise reveal the same to any person not directly connected with our business, under penalty of having our guarantee in said company immediately canceled.

Respectfully yours,
Signature, J. W. REILLY.

Commercial adjusters of the Henry L. Whitney Co. are not allowed to change or modify the conditions of this agreement.

Particular attention is directed to the matter under "Fees and Commissions." A crafty play has been made here on the word "fee" which leaves the luckless subscriber to this contract in a position quite different from that which he expected. As is well known, it is the practice of all collecting agencies to charge a certain percentage on all claims collected and nothing on claims that are not. Mr. Reilly believed when he signed this contract, as 99 men out of 100 would have done, that by a "fee on list of bills aggregating a gross amount of over $10,000, 1½ per cent.," etc., etc., the Whitney people meant that that would be their commission on all collections actually made up to that amount. So he gave them a list of claims aggregating $2,677.87, accompanied by a check for $11 to cover postage. Mr. Reilly swelled his list of old claims because the agent kindly suggested that the more claims he gave the less postage he would have to pay on each.

Nothing more was heard from the Whitney concern until a statement was received from them recently showing that they had collected $47.26. In the statement appeared an item of $54.44, which the Whitney agency said represented claims paid to Mr. Reilly direct, and which made total collections of $101.70. Still the statement showed that Mr. Reilly owed the agency $54.44! Mr. Reilly puzzled over the matter a good deal. He couldn't see how he could owe the agency anything when they already had $47.26 of his money, and he took his contract to a lawyer. After examining it the attorney advised him that he had innocently bound himself to pay the Whitney concern 4 per cent. on his aggregate of $2,677.87 of bad claims, *whether a single cent was collected or not.* In other words, by the cunning wording of the contract, "a *fee* of 4 per cent. on a list of bills aggregating a gross amount of over $2,000 and including $5,000" did not mean what practically everybody would think it meant, i. e., commissions on collections made, but a flat fee of $107.11, in Mr. Reilly's case, whether a cent was collected or not. In other words, if this contract is good, a merchant who gives the Whitney Co. $10,000 worth of bad debts to collect can be compelled to pay them 2 per cent., or $200, and if of the $10,000 worth of claims only $200 is collected they can keep every cent of it, or 100 per cent. commission. If only $100 is collected they can keep it all and ask the subscriber for $100 more. The slick feature of the scheme is based upon the certainty that of the average list of bad debts given an agency to collect, only a few will be collectable, but that some will almost surely be collected. Under the flat fee scheme the agency is thus permitted in many cases to keep every cent of what is collected and still claim more. A profitable scheme indeed!

After Mr. Reilly had awakened to his actual position he demanded an explanation and received the following smooth letter:—

GENERAL OFFICES, READING, PA.
February 12, 1908.

Dear Sir:—Agreeable to your request, we herewith send you copy of agreement of "Fees and Commissions" on claims recently assigned to us for collection on a basis of "No collection, no charge."

The gross amount of your claim is $2,677.87; 4 per cent. of the gross amount is $107.11, hence $107.11 is 4 per cent. of the gross amount of bills submitted and is retained out of the first collections, whether the money is paid to you or to us, until said fee is paid according to contract.

This subscription fee is retained for the successful prosecution of your accounts and the expenses of getting them ready for settlement, sheriff fees, literature and to help pay for the enormous expense paid out in postage in following up your debtors and a hundred other incidental expenses. This amount is in nowise a fee placed to our credit, but is paid for our mutual interest, and honestly applied as above indicated, in following your accounts to satisfactory settlement.

Trusting that the foregoing will explain matters satisfactorily and promising good and faithful service, we remain,

Yours for results,
HENRY L. WHITNEY CO.
Henry L. Whitney,
Treasurer.

Since he has been advised by his attorney that the contract could not be enforced in court, because of its very evident deceitfulness, Mr. Reilly refuses to pay the balance claimed and will at once withdraw his claims from the concern's hands. As to the latter he may strike another snag, for in the first paragraph of the Whitney contract they have cunningly introduced what the court might say was a complete assignment of all those claims to the Whitney Co.

The Henry L. Whitney Co. is indeed composed of very crafty gentlemen!

No Indictments Against Springfield, Ohio, Grocers.

No indictments were returned against members of the Retail Grocers' Association of Springfield, Ohio, by the grand jury, which has made its final report to Judge Kunkle. In its report to the court the grand jury states that it thoroughly investigated the alleged combinations among the grocers, to keep independent dealers from selling at certain prices, and they found some evidence that certain grocers had influenced the wholesale houses in such a way that they would not sell goods to the independent men, but that it was impossible to secure evidence of such character and of such weight as would warrant an indictment. The report also states that in connection with the grocers investigation the jury found what appeared to be a combine among the millers of the county in compelling their customers to sell certain brands of flour at certain

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

prices, but that no indictments were returned.

Butter and Oleo Interests Clash in Washington, D. C.

What promises to be a hot fight between dairy interests and oleomargarine manufacturers of the country is developing at the United States Department of Agriculture. The oleomargarine interests are trying to keep the Government inspection mark off of oleomargarine, while the dairy interests insist upon that mark. There will be a hearing at the department on June 25th before Secretary Wilson and Chief Melvin, of the Bureau of Animal Industry. A statement issued at the department says "the department is not seeking to favor dairy interests, nor to punish oleo manufacturers." The department holds the papers in which pound prints of oleomargarine are wrapped are containers of meat food products, which, under the meat inspection law, should bear the Government mark. The oleo manufacturers maintain these are not true containers, and that the department is subjecting them to useless trouble and expense.

This Freight Rate Advance Will Affect All Retail Grocers if it Goes Through

All Railroads in Official Classification Territory have Announced a Ten Per Cent. Advance in Freight Rates, which is being Bitterly Fought by Commercial Interests. Means a General Increase in Freight Charges. Butter, Eggs and Poultry Under Old and New Rates.

Readers of the "Grocery World" have noted from the last few issues that shippers and receivers of freight all over the country are greatly exercised over an announcement that all railroad lines in official classification territory proposed to make a flat advance in freight rates of 10 per cent. effective August 1, 1908. This would make the advance practically general over the entire country. The railroads excuse the advance on the ground that various laws adverse to their interests have recently been passed both by Congress and various States, and that the only way they can come out whole is by charging more freight.

The main defense of the advance is from the pen of the vice-president of the New York Central lines, who after detailing the large additional expenses which will confront the railroads from now on, contends that the 10 per cent. increase is both necessary and reasonable. Touching the advance in rates on certain food products, he has the following to say:—

> An increase of 10 per cent. on butter and eggs would make an increase of a little more than eight-tenths of a mill per pound; yhile on dressed poultry the increase would be a little more than nine-tenths of a mill per pound.
>
> I happen to have before me a bill from a western company for thirty pounds of dressed chicken, charged at 25 cents per pound, or a total of $7.50; and, as one of the great army of consumers of the products of that company, I should be perfectly willing to have nine-tenths of a mill per pound, or a total for the thirty pounds of less than 3 cents ($.0285) added to the cost of these chickens if the result of such an increase, or some fair increase uniformly applied to all shippers and shipments, shall have the effect, as I believe it will have, of giving employment to the hundreds of thousands of railroad men who are out of work; of returning to the factories and mills that manufacture locomotives, freight and passenger equipment, the thousands of men who have been forced into unwelcome idleness on account of the inability of the railroads to continue their annual purchase of the output of these concerns.
>
> If it will return to steady, well-paid employment the thousands of idle coal miners, iron ore miners, and employees of the great rolling mills that are closed or working on exceedingly short time, every individual citizen can well afford, and if it can be clearly set before him the almost infinitesimal effect on the individual of a 10 per cent. increase in freight rates—he will gladly accept his share of the burden in order to restore to this country the full dinner pail and the abounding prosperity of the last decade.
>
> To illustrate how little an increase of 10 per cent. would mean to each individual—and in the last analysis that must be the controlling consideration—I beg to submit the following facts:—
>
> The freight rate on a suit of clothes—including shoes and hat—from Boston, Philadelphia or New York to any point in the Mississippi Valley is about 9 cents. The suit will sell from $10 to $30, according to quality. An increase of 10 per cent. would add 9 mills to the cost of the suit. For a distance of 300 miles the freight rate is 3½ cents.
>
> A 10 per cent. increase would add 3½ mills to the cost of the suit.
>
> The freight on a harvester for 300

Staple as Sugar

There's no risk for the Grocer who handles

Post (Formerly called Elijah's Manna) Toasties

We do not consider them sold until they reach the consumer—the sale of Retailers' stock is guaranteed!

CONTINUOUS, LIBERAL ADVERTISING,
DELICATE CRISPNESS, AND
DELICIOUS FLAVOUR

have placed Post Toasties among the "STAPLES"—a quick seller and good repeater.

"THE TASTE LINGERS."

Made by Postum Cereal Company, Limited, Battle Creek, Mich.

miles, boxed and crated, by the carload as they are shipped, would be $1.76. A 10 per cent. increase in this freight rate would amount to about 17½ cents. The machine sells for approximately $130. Would the manufacturer who makes the harvester, would the farmer who buys and uses it, object to this almost infinitesimal addition to the cost if, by reason of it, thousands of well-paid, hungry consumers were added to those who buy the grain and other products of the nation's farms?

The commercial interests of the country are bitterly fighting against the increase, and held a meeting in Chicago a few days ago. Present at this were representatives of mercantile associations from all parts of the country, and at the end of the session a resolution was adopted puttting the whole matter up to the Interstate Commerce Commission.

If the proposed advance becomes operative, every retail grocer who receives goods by freight will have to pay it or pass it along to his customers by an increase in his selling prices.

New potatoes have advanced again and are now quoted at $4 per barrel, as against a price a few days ago of $2.50 to $2.75. Virginia and Maryland are supplying the present receipts.

How the Sanitary League Says Grocers' Meats and Provisions Should be Bought

Extracts from its Instructions to Consumers Along these Lines. Also Tells How to Interpret Labels.

Somebody sends the "Grocery World" a copy of a leaflet which the National Consumers' League, 105 East 22d street, New York, has given general circulation among consumers. The leaflet conveys instructions to buyers of food products everywhere as to how to purchase edibles of all character. The following are extracts:—

AT THE STORE.

Buy food at the eleanest stores only.

Buy only elean, fresh food.

Refuse to take food handled by dirty hands. Insist upon it being well wrapped. Paper bags are best.

Buy only the purest eandies. Is the eandy pure and clean that your children buy from the push earts? Do not buy deeayed food because it is cheap.

Do not buy bread and cakes at dirty bakeries. Look into the baking rooms, if possible. Are they elean?

Examine the paekages of cereals for worms before eooking. Packages of long standing often beeome infested with worms and are sometimes found at the best stores.

Does your groeer keep his butter and milk in clean, eold plaees, and are they eovered? Does he keep his eandies, figs, dates, berries, lettuce, bread, ete., exposed to flies and dust from the street, in shop or show window? Flies earry dirt and disease to food and man.

Are your grocer and buteher and baker cleanly in person? Are their elerks eleanly?

Urge them to keep their goods off the sidewalk. There is danger of disease in street dirt. Ask the delieatessen storekeeper and the pusheart man to keep their eatables eovered.

Refuse to buy food sold in open buckets whieh stand uneovered in the store day after day.

FISH, FLESH AND FOWL.

Seleet a reliable tradesman as you would select a reliable physieian. The best and purest food is eheapest in the end.

FISH.

Buy only fresh fish. It should have red gills and be firm, with moist and bright seales, elear eyes, and be rigid when handled. Stale fish is flabby, has seales dull, eyes sunken, covered with film and a bad odor about the gills.

Lobsters and crabs should be purchased alive.

Do not eat oysters in May, June, July or August. They are best in months with the "R." Clams may be eaten throughout the year. All shell fish should smell fresh, and the shells should elose firmly when put in water or touehed with the finger.

FLESH.

Buy only fresh meat. Beef should be a rosy, red eolor, yellowish white, fat, firm, elastie and scarcely moist when touched with the finger. Cook it well. Do not buy wet, flabby beef that is pink or purple. Good lamb and mutton is firm. close grained and light red, with fat white and hard.

Fresh veal is pale red, with firm white fat. Bad veal is soft, mushy and bluish tinge.

Good pork is solid, pure white fat, pink flesh. Cook it thoroughly. Reject yellow, soft pork.

Make your own sausages if possible. Mueh of the sausage meat we buy is preserved by ehemicals, because fresh meat so rapidly spoils.

Do not eat raw meats of any kind. Cooking kills germs if they are present. Cook thoroughly all meats, espeeially Hamburg steak and pork.

Do not let eats and dogs eome near meat.

Canned meats must be free from molds and a greenish hue when opened. If the top of the ean is raised in the centre, it has begun to spoil and should not be eaten.

FOWL.

Buy only poultry that is firm to the toueh, has pink or yellow color, with fresh odor and strong, unbroken skin.

Stale poultry is flabby, bluish green on the erop and abdomen, has bad odor and skin is easily pulled apart.

WE BUY FOR CASH

We are in **earnest** about **our** business and as **you** become more and more **interested** in yours, the more business you will do with **B. & P.**

WE SELL FOR CASH

New Peas

to arrive in about one week or ten days, shipment to be made direct from depot, immediately upon their arrival:

Early Bird Brand, Extra Sifted, Early Junes	per doz.,	$ .82½
Consumers' Brand, Sifted, Early Junes	per doz.,	.77½
Pride of Delaware, Full Standard, Early Junes	per doz.,	.75
Kent County Brand, Standard Early Junes	per doz.,	.70

Not LESS than 5 cases or MORE than 25 cases of any one brand to any one buyer. We believe these are Pea bargains that you will positively not be able to match later in the season.

Greatest Chipped Beef Bargain of the Season:

Pioneer Brand Chipped Beef, No. 1 Glass Jars, 2 doz. in case, single case	per doz.,	1.75
5 or 10-case lots	per doz.,	1.70

50c. to 60c. cheaper than any other Chipped Beef we know of in glass jars, even cheaper than tin cans. Quality guaranteed and U. S. Government Inspected.

Two 10c. Cereals to Retail at 5c.:

Mother's White Granul't'd Corn Meal, 36-3 lb. pcks.	per case,	1.40
10c. Size Zest, 36 packages	per case,	1.35

If you miss these you miss a big bargain in fine quality goods—both of them cheaper than hay or horse feed.

Fancy New York State Medium Beans, very white and very clean, genuine New York State stock, grain bags, about 2½ bushels, single bags	per bu.,	$2.55
5 or 10-bag lots	per bu.,	2.52½
Cal. Lima Beans, Extra Quality, very clean and very white, the prettiest we have seen this season, bags about 80 lbs., single bags	per lb.,	.05⅞
5 or 10-bag lots	per lb.,	.05¾
New Shore Mackerel, 160 to 170 fish, bbls.	per bbl,	11.75
New Shore Mackerel, 105 to 110 fish	per bbl.,	11.25
10-lb. pails, 160 to 170 fish	per pail,	.76
8-lb. pails, 160 to 170 fish	per pail,	.64
Clothes Pins, 5 gross in box, full count, single boxes,	per box,	.42½
10-box lots or over	per box,	.40
Clawson's Root Beer Extract in ¼ gross, ½ gross and one gross lots	per gr.,	7.50
Per dozen		.65
Wheel Brand 30s-40s Fancy Santa Clara Prunes, summer prepared fruit, just in, 25 lb. boxes	per lb.,	.08¼
Prelate Brand Fancy Pink Puget Sound Salmon, No. 1 Tall Cans, 4 dozen	per doz.,	.97½
5 or 10-case lots	per doz.,	.95
Booth's Oval Brand Stringless Beans, No. 2 Cans, single cases, 2 dozen	per doz.,	.57½
5 or 10-case lots	per doz.,	.55
B. & P. No. 3 Three-tie Brooms, single dozen	per doz.,	2.20
5 or 10-doz. lots	per doz.,	2.15

These Prices for This Week Only—June 22d to June 27th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers

29, 31, 33 N. Water Street
28 N. Delaware Avenue

Phila., Pa.

The odor of decomposition can be detected in any food.

LABELS.

The law requires all food manufacturers to label their products truthfully.

DO READ THE LABELS CAREFULLY.

They are your protection from fraud.

Study them and learn what is an honest label.

The labels must tell what is inside the can or box or bottle. If it is a compound it must be so stated.

Read the small print, as it is often more important than the large.

Does the label tell the truth about the weight of the package? Don't buy foods artificially colored. Don't buy foods containing chemical preservatives.

Grocery Salesmen Wanted.

Grocery and specialty salesmen covering rural routes will hear something to their advantage by addressing "Grocery World," 927 Arch street, Philadelphia. State county and section covered.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

BUSINESS IS GOOD.

Depression of business is in the air. However much it is represented in our receipts or in our profits or in your sales, the impression must not go out that things are dull. "Business is good." That's the way to talk and to act. The principle we want to lay down is not one of deception in its narrow sense, but rather the principle of attraction. "Like begets like." Gloom brings gloom. Hopefulness and cheer and a good wholesome feeling of success brings business. That is the law.

SELLING FLOUR.

The 1/8-barrel sacks of "Our Own" brand of flour must be turned into money, so we have made the price 80 cents. Bread will be baked from this flour every day and served with the iced tea to those who want a bite. It will be nicely sliced and buttered. This will show just what kind of bread "Our Own" brand produces, and it no doubt will make lots of sales. Talk of the texture of the bread. Its lightness and its sweetness. Stroke the flour off with the bread knife. Refer to its whiteness and wonderful rich appearance.

VINEGARS.

When you're selling lettuce and cucumbers and such things, reach for a bottle "Our Own" vinegar. It's very suggestive. Guarantee it the pure apple cider product for only 12 cents.

Keep the olive and salad oil before you and before your trade. In selling goods get into the habit of associating things. Mention lemons when you sell sardines. Evaporated milk when you sell coffee; also strawberries. Prepared mustard when you sell boiled ham. Cheese when you sell macaroni, and so on through the list. Of course, the things may be reversed, and say boiled ham when you sell mustard, etc.

SELLING CANNED SALMON.

We have been selling a lot of Alaska salmon. Now, you'll have to turn around and push the Clover Hill Columbia River in 1-pound tins. We have 25 cases. It's paler than the Alaska, but much richer, more oily, more tender, altogether more dainty. Should be placed on the ice before serving and the tin must be cut around the side and a puncture made on the top. Special next week, 20 cents.

CANNED TONGUE ON ICE.

Don't sell a can of tongue from the shelf. Let it all come from the cooler. Explain this to your customers. It's a winner. This, too, must be cut around the edge of the can.

FREE ICED TEA.

All week we will serve free Li-Chang tea, iced. In inviting people to have a glass of tea, do it so you do not give the impression that they're expected to make a purchase. The worst feature about all demonstrators is that they put the sampler ill at ease. We want to eliminate this. It leaves a far better effect. Incidentally say that we're serving Li-Chang. Let it go at that.

To the Trade:

When You Are Selling

CEYLON TEA

It is Absolutely Necessary that You Should Lay Particular Stress on the Fact that it

Must Be Judged By Cup Quality

And You Should Show Customers

How to Prepare It

So as to Fairly Test This.

The Tea's appearance won't especially commend it; nor will a poorly made infusion.

Grocery World

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Monday, June 22, 1908.

One Reason for Higher Freight Rates.

As reported in another column, the railroads of the country are about to inaugurate a 10 per cent. advance in freight rates, which because it will be practically general over the country will affect almost every retail grocer in business. Some of the railroads' reasons for making the advance are curious. For instance, in a statement issued by the vice-president of the New York Central Railroad, he says the railroads will need to make more money because of the employers' liability law just passed by Congress. This law permits railroad employees to recover damages from roads engaged in interstate commerce, even when the negligence or injury complained of is chargeable to a fellow-employee. Under the old law, if one employee was damaged by the negligence or wantonness of another employee, he could not recover from the common employer, although he of course had a usually worthless action against the fellow-employee.

The railroads believe that this new act will greatly increase the lawsuits against them and will cost them much money, which they must raise through advanced freight rates.

The substance of their argument is of course this: "Because we propose to be negligent and treat our employees badly, and because the law will now compel *us* to pay damages for this we will need more money, and it is only fair to make the freight shippers pay for our carelessness."

This seems just a little illogical, even for a predatory railroad.

The Kellogg Brand "Square Deal."

The Kellogg's Toasted Corn Flake Co., which is rapidly becoming the holier-than-thou Pharisee of the cereal business, is out with a new advertisement, the substance of which is as follows:—

A "SQUARE DEAL" FOR EVERY GROCER.

That's the Kellogg Policy.

Kellogg's Toasted Corn Flakes is the only corn flakes that does not put the average grocer at a disadvantage by selling the chain stores, department stores and buying exchanges at jobbers' prices. It is distributed strictly through jobbing channels and every retailer, great and small, is on the same basis.

It is technically correct that the concern does not sell department stores, but it does worse—it permits some of those stores to sell at prices far below even the price the jobber pays in carload lots. Take Macy & Co., of New York, as an illustration. They advertised Kellogg's Corn Flakes at 6 cents. E. W. Murphy, the New York representative, claimed to be intending to consult a lawyer as to what he could do in the case, and so far as any action is concerned he may be still consulting him. The Macy store went right on selling the product at 6 cents and probably will do so as long as it likes.

So that the Kellogg "square deal" seems to be confined to robbing retail grocers' associations and large retail purchasers of their fundamental right to buy on a quantity basis.

A Sample.

In the last issue of the "Grocery World" appeared an article stating that the wholesale grocery trade were quite in favor of the establishment of limited selling prices by manufacturers, but were perfectly convinced in advance that some of their number would violate any limited price made.

Apropos of this, and in proof of it, a well-known Philadelphia jobber submitted to the writer during the week the following facts, all of which were within his personal knowledge:—

A certain Philadelphia jobbing house, bound as all jobbers are to sell a certain brand of soap at a limited price, was caught red-handed breaking the contract and the price at the same time. A charge against him was laid before the manufacturer, who told the jobber of the accusation and required him to disprove it under oath. Without the slightest hesitation both the jobber and the salesman who actually agreed to give and did give the rebate, took an affidavit that they had never done what there was unimpeachable evidence that they did.

The writer asked this informant if he had actual evidence that the aforesaid jobber *had* broken his price contract, and that his oath and that of his salesman were false. The reply being that he had such evidence, he was then asked why he did not press the case further, and answered that he had "certain reasons" for not doing so.

The jobber who submitted these facts to the writer made the sententious comment that the strongest limited price plan framable was not proof against false oaths. To which the "Grocery World" assents, particularly if other jobbers who have the evidence of wrongdoing and could show offenders up, are not sufficiently warm in the trade interest to do so.

A Good Decision.

The highest New Jersey appeal court has finally decided the potted ham case in the only way it could be justly decided, and the "Grocery World" rejoices that a principle is now laid down which will serve for the protection of retail grocers everywhere.

A Vineland (N. J.) grocer sold a can of potted ham, which proved to be bad and poisoned the eater. Obviously the retailer could not know it was bad, since it was both bought and sold by him in the original sealed package. Neither could he learn whether it was bad or not without opening every tin and having it analyzed. This, of course, would be wholly impracticable for several reasons.

Nevertheless, when the injured party rightly decided that the packer ought to be responsible and not the dealer, and accordingly sued the packer for $10,000, the packer contended that it was the grocer's fault and not his at all. Furthermore two New Jersey courts sustained him in that view. The Court of Errors and Appeals, however, decides that where a retailer sells sealed package goods, about the quality of which he cannot possibly inform himself in any practicable way, he is entitled to rely upon the packer and so is the consumer.

Any other decision would work the grossest injustice.

Gentlemen's Agreements.

So-called "gentlemen's agreements" between manufacturers or purveyors in various lines, by which certain trade conditions, such as prices, are held by all at a certain point, no actual contract being signed, however, have become in a sense the sport of the trade. This is because there has never been one which some gentlemanly party to it has not broken.

Witness the gentleman's agreement which obviously must exist among the packers of California canned goods. On the same day of last week practically every representative packing house mailed prices on its 1908 pack to its representatives in various sections of the country. In all cases the prices were identical, and the terms of sale practically identical. This could not be coincidence. There is unquestionably a working agreement among the packers to maintain prices on a certain level.

Now, any agreement to set a price must necessarily include a covenant to maintain it, and if this arrangement of the California packers is being observed, we will find the representatives of all the packers holding the prices which have been placed in their hands to sell by. And yet the Philadelphia representatives of two large California packers, evident parties to the price agreement, started to offer goods at 2½ to 5 per cent. below the market the very first time they started out to offer goods at all. Which means, of course, that another gentleman's agreement has been knifed in the house of its friends.

These are hard times for restricters of competition. Gentlemen's agreements amount to nothing, and the iron-clad contract which might serve is against the law.

The New York Letter

Kellogg's Reasons for Cutting Off Large Retail Buyers Prove to be Selfish After All. Issue a Circular Admitting that Retailers Would Overbuy and They Would Have to Take Back Unsold Surplus. No Patent or Trademark Protection in Adulterated or Misbranded Food. Small Notes of New York Trade.

Special correspondence of "Grocery World."

New York, June 19, 1908.

Copies of the circular issued by the Kellogg company in explanation of its attitude in relation to quantity sales have been received in this city. The reasons given for not selling to retailers and the exchanges are not convincing in the case of some prominent dealers who are active in the retailers' societies, and the subject is likely to be discussed at future meetings.

The argument that retailers would be likely to buy in excess of requirements in order to get the benefits of the quantity prices, and that the company would sometimes be obliged to take back the surplus purchases in order to prevent the sale of stale goods and to protect the quality of the flakes, does not seem very strong to these dealers. One of the officers of the New York society said that trouble of that kind has not been reported by other manufacturers who sell to retailers and he did not think that the toasted flake people would be bothered much by unreasonably large purchases if they also sold to people who have the price, whether they be whoesalers or retailers. The special need of freshness in the product, he said, may be assured in various ways without doing away with the quantity system. He added that there are other articles in which freshness is essential, and yet they are sold readily to retailers and to retailers' exchanges.

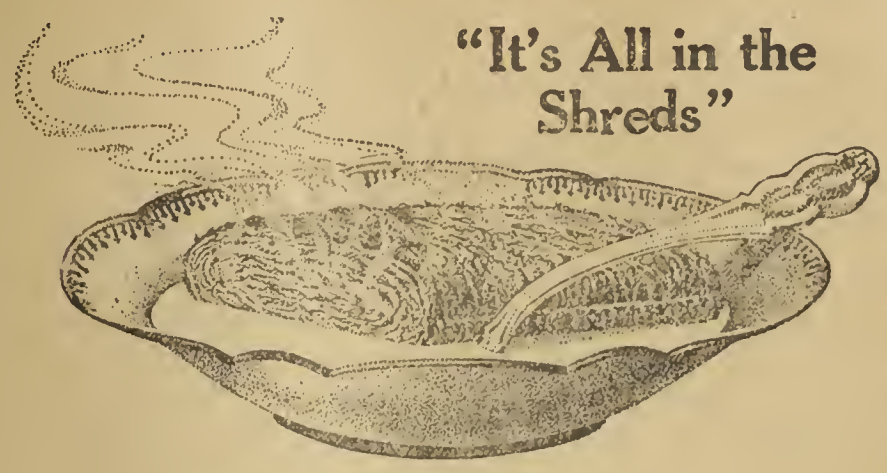
Of the three associations of grocers in this city two have declared themselves against the plan of manufacturers placing a minimum price on their products The associations in the boroughs of Manhattan and the Bronx have taken this position, while the organization in Brooklyn has a committee which is considering the subject, the idea having met with more favor in that than in either of the other societies.

In Manhattan, especially, the leading members seem fully convinced that the plan is opposed to the best interests of the dealers A dealer, most of whose trade is of a credit character and whose expenses are high, does not desire to sell at the same price as another who has a cash business, with comparatively small expenses. It is a common belief that the minimum price almost unavoidably becomes the actual fixed price.

It is pointed out that one man may sell an article at a lower price than a competitor gets and still make a larger profit on that article, because of the difference in the cost of doing business. A remark that was made at one of the meetings and has been repeated since when the subject has been under discussion, is that a fixed price would turn the grocer into a sort of a slot machine, with no power of initiative. There is no evidence, it is furthermore said, that the California grocers who have fixed prices are any better off than are the grocers in this city who buy where they can get the cheapest supplies and sell for as good prices as they can get.

* * *

Manufactures and wholesalers are interested in the principle laid down by Judge Robb at Washington in the whisky case, in which he said that the courts would not protect patent and trade-mark privileges of food that is misbranded or adulterated. It is suggested that this principle may prove a potent influence in deterring manufacturers, foreign and domestic, from putting out any except honestly made and properly labeled goods A manufacturer will scarcely engage in the expense of advertising and marketing a commodity if others may with impunity reap the advantage of his campaign. Foreign packers against whom the food law has not been fully enforced as yet, may be affected by



"It's All in the Shreds"

The original and only "hard times" food is

Shredded Wheat

beeause it restores confidenee and is the only substitute for heavy meats and other expensive foods, furnishing more real nutriment with less tax upon the digestion and the poeket book.

It is a "good times" food for the grocer beeause it yields a good profit all the year round—in good times and bad times. The eleanest, purest, most nutritious cereal food made in the world. Tell your customers about it.

The Shredded Wheat Company, Niagara Falls, N. Y.
Formerly The Natural Food Company

When You Consider

that well-known goods are half sold before you put them on your shelves, it's easy to understand why

HEINZ
57 VARIETIES
PURE FOOD PRODUCTS
(The kind that contain no preservatives.)

are good sellers. The eonsumer knows their quality, their purity, their goodness, and the guarantee on which they are always sold—money baek if they fail to please.

You make more money on Heinz goods than you do on others beeause there are more of them sold and it's volume of business that counts for profit.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

the suggestion offered in Judge Robb's opinion.

* * *

Importers of olive oil have been invited to meet Mr. Reynolds, the Assistant Secretary of the Treasury, on Wednesday, June 24th, in the rooms of the New York Produce Exchange. He will sail for Europe directly after the conference and proposes to investigate various questions connected with the business, getting information abroad, as well as in this country.

There has been friction between the Government authorities and importers over a number of matters which Mr Reynolds expects to adjust, including the old question as to the standards of edible oil and oil fit only for mechanical uses Other issues as to blending and labeling will be considered.

* * *

A denial of the report that the United Fruit Co. is diverting much of its shipping business from New York and Philadelphia to Baltimore is made by George O. Sommers, the company's general traffic manager. He says that no changes of importance are contemplated

* * *

Sugar refiners have been notified that on June 29th the Interstate Commerce Commission will give a hearing at Washington on the question of differentials in lighterage charges in this city and vicinity. The commission has already taken some evidence. It seems that some of the Brooklyn and Jersey City refineries have enjoyed advantages in free lighterage and in rebates, if no lighterage is required, because of the refineries being directly adjacent to the tracks, while other refineries not in the favored district have been paying lighterage charges.

* * *

Texas onions have been coming to this port in bad conditon, presumably because they were wet at the time of shipment, and 12,000 crates were condemned in the last week by officers of the Health Department.

* * *

Therry Bros., who had a grocery and liquor store at 39 Madison street, filed this week their schedules in bankruptcy. The total of the liabilities is $8,796 and there are nominal assets of $9,557. Of the assets, $8,957 is in outstanding accounts. Of these accounts, $3,000 have been assigned to Peter Andrews in security for a debt, and the stock, valued at $460, has also been assigned to him.

* * *

The Brooklyn Retail Grocers' Association has decided to notify all manufacturers that they may send notices of deals and special offers and all such notices will be read at the meetings. It is expected that this will bring about a gradual and healthful increase in the direct business between the manufacturers and the retailers.

* * *

The Brooklyn Association has also decided to hold a food show in the spring of 1909. The Board of Directors will soon enter upon the preliminary work.

* * *

Satisfaction has been expressed by many grocers with the recent order issued by President Roosevelt, directing that employees of the Government must pay their bills for food supplies or be dismissed. FRED. A. MCGILL.

Millers to Combat Breakfast Foods.

The millers who attended the convention of millers in Detroit, Mich., last week under the auspices of the Millers' National Federation, took action toward beginning a campaign of advertising to uphold the merits of white flour as against the patent breakfast foods. The millers assert that the food manufacturers are injuring the white flour business by some of their advertising and intend to combat this with publicity of their own. A resolution was adopted instructing Secretary Goetzmann to get into communication with the presidents of all of the milling clubs throughout the country and take up with them the cost of a comprehensive advertising campaign in their sections and learn what contributions each club will make toward the work. All of the presidents will be requested to have replies in Secretary Goetzmann's hands by September 1st, so that the campaign may be commenced in the early fall if enough millers favor it to make it possible. Among the remedies suggested for millers' troubles in resolutions adopted today were a more careful study of the demands of trade, a refusal to let the buyer fix the price on products, a refusal to make any section a dumping ground for overproduction and an insistence that all output shall show a profit and a larger membership of the millers in the federation.

Two-Minute Sermons for the Retail Grocer

XLII.—Keep Your Own Fads Back.

Never let your customer know that you have any fads of your own.

If the merchant will invariably show an interest in every fad of every customer, and will never let the customer know that he has a fad of his own, he stands a much better chance of succeeding. This is hard work, for the man with a fad dislikes wasting time listening to the details of another man's fad. If the merchant finds this to be the case with himself, he can readily see how he could become a bore to his customers, and even drive them away from his store by continually talking about his own fads.

The merchant cannot afford to lose customers, so he must make himself interested in their fads, from policy's sake, but the customer can trade somewhere else just as easy as at his store, so he has no reason for allowing himself to become bored to death by a merchant who persists in talking of some subject in which he has no interest.

There is another reason why the merchant should set his own fads in the background and make himself acquainted with those his customers favor. There is money in catering to them. Fads come and go, but they cost money all the time, and the merchant who never allows his own fad to interfere with those of his customers is better able to tell about when each fad is taking its departure, and when is the right time to clean up stock in that direction.

As an instance of what fads do for merchants, just notice the present big business on post cards. Merchants in almost every line of business are handling them, and the volume of business and the profits are both good.

F. A. P.

Educating the Retail Dealer Under Federal Food Law.

Manufacturers Given Credit for Campaigns of this Kind. Sample Piece of Illuminating Literature.

Much credit belongs to large manufacturing concerns who have disseminated much matter among the retail trade explaining the provisions of the Federal food law and warning retailers how to protect themselves under it. There is a class of manufacturers who have pursued precisely the opposite course.

A particularly useful piece of literature of the kind noted above has been issued by a well-known Baltimore spice and flavoring extract house, and its substance is worth reproducing here:—

NATIONAL PURE FOOD AND DRUGS ACT.

1. What it is.

The National Pure Food and Drugs Act is a law passed by Congress regulating the manufacture and sale of all classes of foods and drugs sold in interstate trade (shipped from one State to another).

2. What are standards?

All goods must conform to the standards prescribed by that act, be labeled in conformity with its regulations, or additional regulations formulated by the Agricultural Department.

Drug standards are those formulated in the U. S. Pharmacopeia or National Formulary. The standard for food so far as have been promulgated are given in circular No. 19, issued by the Agricultural Department.

3. What is penalty for violation?

It may be a fine of from $5 to $500 and imprisonment for six months for the first offense, and for further violations the fines are so great that no man can afford to run the risk of an action by the Government.

4. What is a guaranty?

The jobber to project himself should be careful to get a guaranty from the manufacturer on all purchases, and the retail dealer in turn to protect himself should require a guaranty from the jobber. The manufacturer then becomes the only party to be prosecuted in case of adulteration or misbranding.

5. What is confiscation?

When goods have been pronounced impure, improperly labeled or not up to standard, the Government officers may seize and CONFISCATE them. The jobber and retailer have no redress whatever if the manufacturer is not FINANCIALLY RESPONSIBLE. While the dealer has paid for the goods and is immune from prosecution under his guaranty, he will lose the value of the goods destroyed unless the manufacturer protects him.

The merchant should therefore exercise care as to the financial responsibility of the manufacturer from whom he buys.

If, for instance, a dealer were to buy $100 worth of goods, say, drugs, extracts, preserves, pickles, canned goods, spices, etc., and they were pronounced impure, they would be seized and destroyed by the Government.

6. Caution.

There are many manufacturers without financial standing operating over the United States, who are offering spices, drugs, flavoring extracts, etc., at a price often below the cost of manufacture.

The sequel is that they go into the hands of a receiver and the dealer purchasing from them finds himself, after they have gone out of business, in the position of having the goods confiscated and no recourse against the manufacturer.

It is advisable to buy only from such houses as will guarantee against fines and confiscation, and who are financially able to back up their guaranty.

ASSOCIATION NEWS.

Macon, Ga., Jobbers.

Asserting that the proposed increase in freight rates on foodstuffs will raise the cost of meat, flour, corn, oats, meal and other supplies for both man and beast more than $2,000,000 in Georgia alone, the wholesale grocers in Macon, Ga., have joined in a strong protest that will later be made to the Interstate Commerce Commission. A circular letter from J. A. Sams, division freight agent for the Louisville and Nashville Railroad in Atlanta, informs the Macon jobbers that there will be two and three cents per hundred pounds increase in rates on foodstuffs after August 1, 1908.

The wholesalers assert that there will be over $200,000 added to the cost of food products for the city of Macon alone in a single season. What force the fight against the increase will have remains yet to be seen, but it is declared now that the protest will take definite shape immediately and a fight to the bitter end will be put up. Macon wholesale merchants are astonished at the announcement.

New York City.

Not all grocers' organizations are in favor of the principle established by resolution at the recent Boston convention of retail grocers, known as "the Pacific coast plan," by which the manufacturer would determine the retail selling price of his products. The three local New York City associations, for instance, are evidently wary of the scheme, for both the Manhattan and Bronx Associations at their last meetings declared against the scheme, while Brooklyn's Association feels much the same way, but is investigating it before passing resolutions.

Grocery Salesmen Wanted.

Grocery and specialty salesmen covering rural routes will hear something to their advantage by addressing "Grocery World," 927 Arch street, Philadelphia. State county and section covered.

Packer, Not Retailer, Responsible for Harm Done by Sealed Meat Products

Highest New Jersey Court Says that Where Consumer was Injured by Eating Bad Potted Ham, the Packer, and Not the Grocer, is Responsible. Case Originated in Vineland, and Two Courts First Decided Otherwise.

The New Jersey Court of Errors and Appeals, which is the highest court of that State, handed down a decision during the week which will be received with satisfaction not only by retail grocers of New Jersey, but by dealers elsewhere, as the decisions of the New Jersey courts have an influence on the courts of all other States. The case was that brought by Mrs. Sarah V. Tomlinson, of Vineland, N. J., against a Chicago meat packer to recover damages for injuries sustained by eating a tin of bad ham.

The case originated a few years ago and was commented upon at the time in the "Grocery World." The plaintiff bought a tin of potted ham at a Vineland grocery store and after eating it became violently ill. It was chemically examined and found to be in bad condition. She accordingly sued the packer for $10,000 damages and served the papers on his New Jersey representative. The packer defended, on the ground that the retailer and not the packer was responsible, since it was the retailer who sold the goods. The lower court and the Supreme Court upheld this view, but the Court of Errors and Appeals decides otherwise. In brief the ruling is that in such a case, where the retailer buys in sealed packages and sells in the same sealed packages, the packer is responsible if there is anything wrong with the contents, and not the dealer.

TIN CANS

Get Our No. 4

A copy of our Catalogue No. 4 will help you to decide a lot of questions.

It is called "Grocers' Tinware," and contains photographic descriptions of everything in the line of tinware that a grocer can possibly use. A price-list comes separate. Having them both saves a lot of correspondence.

First write us for the catalogue and then order from your jobber. Always remember to specify

"American" Goods

They are as good as the name always.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

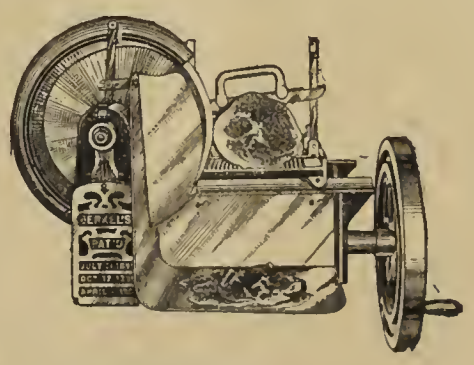
PAILS BOXES

Your Opportunity

The prices of fresh meats keep getting higher and higher.

More and more people, either unable or unwilling to pay so much for a single article of food, are looking for something to take their place.

Now is the time for the wise merchant to push dried and boiled meats, in the price of which there has been comparatively little change.



An AMERICAN Slicing Machine

in your store will enable you to offer your trade appetizing, just-right ham and bacon and dried beef, and more slices for the money than they can get anywhere else.

Naturally, it will bring you all of the trade of your neighborhood in this line.

Besides, it will cut out for you not only the regular profit on these items—a good one—but an additional profit by reason of the saving of waste.

Send for our catalogue—*now*, while you think of it.

American Slicing Machine Co.

54 Fifth Avenue, Chicago

We have a nice line of

Hammocks

At Reasonable Prices

Don't forget that we are Headquarters for

Leather and Corded Fly Nets

and Everything in Hardware.

JAMES M. VANCE & CO.

Hardware Jobbers

211 and 213 Market St., Philadelphia

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. FORBES

INDEXED COUPON BOOKS

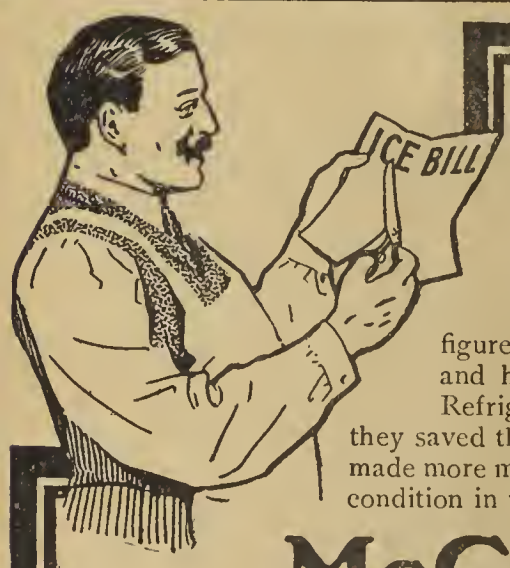


Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased **100,000** books. Thousands using them. Samples free. Ask for them.

J. P. FORBES

FORBES BUILDING

COSHOCTON, OHIO



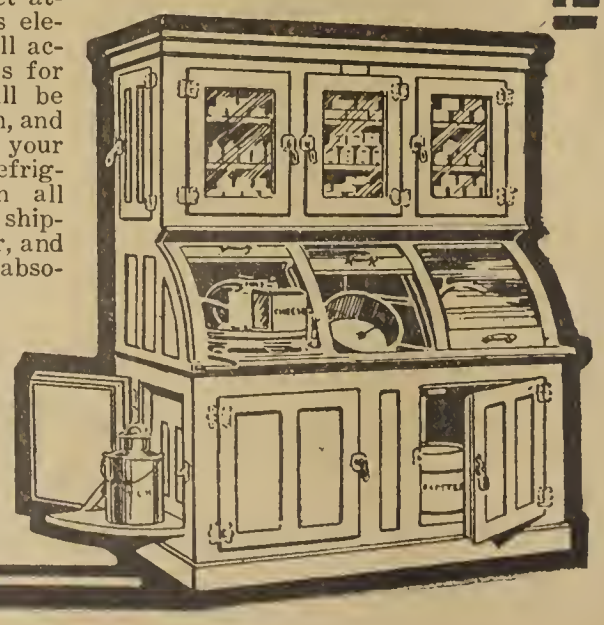
Cut Down Your Ice Bill

When you buy a McCray Refrigerator you use less ice—and it actually pays for itself. Many grocers have figured it up in dollars and cents, and have found that their McCray Refrigerators cost them nothing—they saved the money on the ice bill and made more money on account of the perfect condition in which their goods were kept.

McCray

Grocer's Refrigerators

have the best system of circulation. They keep everything sweet, free from taint, and absolutely dry. A McCray Refrigerator in your store will attract attention because of its elegant finish, and it will actually sell more goods for you because they will be kept in better condition, and be more tempting to your customers. McCray Refrigerators are made in all sizes for immediate shipment, or built to order, and every refrigerator is absolutely guaranteed.



Write your name and address on a postal—ask for catalog No. 65 for grocers, or No. 58 for meat markets. Don't delay a minute. Do this now before you forget. Every moment's delay means the loss of real money and trade to you.

McCray Refrigerator Co.
714 Mill Street,
Kendallville, Indiana.

THE GROCERY MARKETS

Tea.

The tea market shows no quotable change from last week. In both new teas and old, prices remain unchanged on previous reported level and the business is from hand to mouth only. Lower grades seem to be in principal demand.

Coffee.

The market for Rio and Santos coffee has ruled very narrow during the past week. In neither grade has there been any quotable change. It is reported that a large proportion of the syndicate coffee sold in Europe was brought in by representatives of the syndicate itself. Whether this was true or not, the fact remains that options declined almost immediately after the sale. There seems to be a growing impression that the valorization plan is doomed to failure. One reason for its weakness is the fact that the consuming trade persistently declines to be used to help carry the syndicate's enormous load of actual coffee. Mild coffees are firm and in comparatively small supply. Java and Mocha steady and unchanged.

Sugar.

The sugar market shows no change for the week. Raws have fluctuated slightly, but without any material change from last week. Refined sugar is also unchanged and gives no prospect of any immediate change. If there is a change it will probably be an advance. The demand for refined sugar is good, although possibly a little under what it would have been if there had not been a large surplus of unsold sugar about the market.

Syrup and Molasses.

The market for glucose has made no change during the past week and gives no indication of any change in the near future. Compound syrup is unchanged in price and in light demand. Sugar syrup is unchanged in price and in fair demand for export purposes. Molasses steady and unchanged.

Fish.

The mackerel market is weak. Large supplies of mackerel in several grades has reduced the price of new shores $1 a barrel and spring caught Irish about $1.50 a barrel. Norway 3s, the weakest grade of Norway's, also show concessions. Cod, hake and haddock are all very dull. Domestic sardines are in fair demand at prices which while nominally unchanged are still shaded here and there about the market. French sardines are in moderate demand at a slight decline from the highest prices. Norwegian sardines are dull and unchanged. Salmon is in fair demand, a moderate business having been done in future Columbia River brands.

Canned Goods.

Now that the drought has been broken, the tomato market is not quite so strong, and more packers are willing to sell at previously quoted prices. The demand for both spot and future goods is quiet and no change in price can be recorded. Corn is unchanged and in fair demand. Some grades of Southern corn are firm. Sales of peas have been large, but prices are ruling on a very low level. As compared with last year's prices the present range shows a remarkable slump, particularly to holders who still have old peas on hand. Apples are about unchanged from last week and in fair request. California canned goods on spot are dull and practically all holders have reduced their prices to come somewhere near figures named on future goods. There has been a good future business done at the prices named last Monday. There has been no change in the small Baltimore line of canned goods, the packing of which is proceeding uneventfully.

Dried Fruits.

The prune market is unchanged both on the coast and in the East, and both as to spot and future goods. The demand is fair. Peaches are very week, the old goods being obtainable at comparatively low prices. On futures nearly all packers are about a cent below the opening price and values bid fair to go even lower. Apricots are not particularly strong and the demand is light. Currants are in fair demand at steady prices. Raisins are still very weak and seem not to be wanted. Citron, dates and figs are unchanged and dull.

Provisions.

Everything in the smoked meat line, including all grades of hams, bellies and bacon have advanced ½ cent. The advance is due to much better demand, and if the demand continues we are likely to go into even higher prices soon. Both pure and compound lard are firm at a ¼ to a ½ cent advance over last week. The advance is seasonable

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

and is due to a better demand. Barreled pork, dried beef and canned meats are unchanged, the demand for all being good. A slight advance in these products may be expected in the near future

Butter.

The butter market is in a very healthy condition at present prices. There is a very active demand for consumption as well as speculation. The quality of the butter arriving now is the best of the year and the production is about normal. No change in price seems likely in the near future.

Eggs.

The egg market is unchanged on the basis reported last week. Fully half the present receipts are showing heat defects and have to be sold at concession. Present conditions will probably continue during the hot weather and the percentage of fancy eggs will grow less as the season advances. No change in the price seems likely within the next few days.

Cheese.

The cheese market is very firm, but shows an advance of ½ cent over last week. The bulk of the receipts show grass flavor and meet with a ready sale for consumptive purposes. The make of cheese is not as large as a year ago, the dry weather in the cheese producing sections being responsible for a very short supply of milk. If there is any change it will probably be an advance.

Produce.

Bermuda onions, $1.25 to $1.50 per crate; Texas, $1.25 to $1.65 per crate; Egyptian, $2.75 per bag, demand fair; old potatoes, $1 to $1.25 per bushel, scarce and good demand; carrots, $3.50 per 100 bunches, demand good; scullions, 75 cents to $1.25 per 100 bunches, demand good; red radishes, $1.50 to $2 per 100 bunches; white, $1 to $1.25 per 100 bunches, demand fair to good; rhubarb, $1.50 to $2 per 100 bunches, demand fair; spinach, $1 per barrel, demand fair; peas, 50 to 70 cents per basket, demand fair to good; beets, $2 to $2.50 per 100 bunches, demand fair to good; salad, 50 cents to $1 per barrel, demand fair; cauliflower, No. 1, 8 to 10 cents per bunch; No. 2, 2 to 3 cents per bunch, demand fair to good; cabbage, Pennsylvania, 75 to 85 cents per barrel, demand fair.

Green Fruit.

Bananas, firsts, $1.65 to $2 per 100 bunches; 8-hands, $1.15 to $1.40 per 100 bunches; 7-hands, 75 cents to $1 per 100 bunches; 6-hands, 50 to 65 cents per 100 bunches; red, $1.50 to $2.50 per bunch, demand fair; California oranges, $3.50 to $4.50 per box, demand fair to good; limes, $1 per 100, demand good; grapefruit, $4 to $6 per box, scarce and good demand; pineapples, $2 to $3.25 per box, demand fair to good; lemons, $2.50 to $3.25 per box, demand fair to good.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7½ cents per pound; roasted, choice, $1.15 per bushel; fancy, $1.50 per bushel; jumbo, $1.65 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12½ cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Coffee.

Since we issued our last report of the 15th ultimo some important new developments were witnessed, most prominent of which are the sales of the Sao Paulo Government at public auction in Europe and at private sale here. The selling price in the European markets was limited to the basis of 50 francs per 50 kilos for strict, good, average Santos, and none were sold there below that limit, which was the limit set by the Government months ago as its minimum price. But the sales in the United States were made at a much lower parity, so that we are forced to believe that the Government's selling limit, 50 francs, had reference only to European markets, which, if this is the case, should have been specifically stated at the time official announcement was made of the selling basis fixed by the Sao Paulo Government in order to guard against any misunderstanding.

We consider the inauguration of Government sales a judicious step, inasmuch as it reduces the risks previously assumed by the Government and tends to relax, although as yet only in a moderate degree, the artificial situation heretofore existing. It is our opinion that further sales will be made between now and the time new crop coffees can reach consuming markets, and we calculate that the Government may be able to dispose of altogether about 1,500,000 bags during that period without any great sacrifice in the price. This would still leave a large enough quantity in the hands of the Government to prevent the trade from stocking up, or to prevent speculators from entering the market.

If the next crop, as we are led to believe, will again be a small one, that is, smaller than the world consumes, then the Government may successfully repeat a year hence the operation of disposing of some more of its holdings, and it is possible that by the 1st of September, 1909, these Government holdings may be reduced to about 5,000,000 bags, the value of which would then be dependent upon the size of the 1909-10 crop.

The problem of a successful or unsuccessful winding up of the Government undertaking is, however, only of indirect interest to consuming markets. Importers and jobbers everywhere have felt, and are feeling now more than ever that the actions of the Sao Paulo Government have interfered and are interfering with their regular course of business, and all hands, except those who are interested in Government consignments, are imbued with the opinion that the Government had better have left the article alone, firmly believing that in that case a much healthier state of affairs would exist now.

The position of coffee has improved since the 1st of July last year. The visible supply since then has decreased about 1,833,000 bags, and a further decrease of about 500,000 bags during the current month will probably take place.

The consumption during the last five years has increased about 300,000 bags per annum, and is now 1,500,000 bags larger than it was five years ago, with prospects of a further improvement in that direction.

In spite of serious financial disturbances the world over, which have interfered with trade for some months past, it is surprising to note that the deliveries from port stocks in Europe and United States for the present fiscal year will exceed those of last year, when they were the largest on record. Under such conditions it seems to us that we are justified in assuming that the deliveries from port stocks represent more accurately than ever before the actual consumption. If there was only some assurance that bumper crops are a matter of the past all would be well. We are afraid, however, that we will again encounter a large crop in a few years from now, one that will be millions of bags more than consumption requires.

The into-sight movement of mild sorts during May shows a considerable falling off, being about 125,000 bags less than the average receipts during that month. The total receipts for the fiscal year will nevertheless equal, if not exceed, those of last year, when they were the smallest encountered since 1902-3. Although stocks are small, interest is lacking.

HENRY NORDLINGER & Co.
New York, N. Y.

Baltimore Canned Goods.

No. 1.

Increased buying of the new pack of peas of all grades caused an active market here for that article this week, and the outlook is favorable for continued activity during the remainder of this month. Keen disappointment is felt because of the short crop and small pack, where a bumper crop and a large pack had been anticipated. The Baltimore packers will certainly not be bothered for warehouse room to carry the peas that they will have on hand for the fall trade after filling all of their sales up to date. The fine quality of the best grades of each size is the redeeming feature. Peas bought at to-day's prices will make no loss to the buyer.

No one here will be surprised to see some improvement, at any time, in the prices of both spot and future tomatoes. The steady demand in this market from all sections, except the middle West, where they depend on the canners nearer home, has gradually worn away the stock of spot goods, and has caused many sellers of futures

to withdraw from the market, temporarily, to await developments. The present selling prices of tomatoes are based on the expectation or hope of conditions 100 per cent. favorable to the canner, and he is taking long chances. The jobber who buys strictly first-class brands now is not likely to regret his purchase for the fall trade. In other lines of vegetables the demand has been fair in a small way, the same character of buying as heretofore, embracing almost every article in the list, and the prices are steady and firm, with string beans as the leader this week. Corn continues firm.

We are having a strong and active market for strawberries, gooseberries and raspberries, as well as for white cherries, all of which are worth immediate attention Pineapples of all grades are fairly active and are a safe purchase. Future peaches were more active during this week, especially seconds and pie peaches, which are offered at attractive prices. The crop looks safe at this time.

THOS. J. MEEHAN & Co.
Baltimore, Md.

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No. 2.

The latter end's season's cleaning up as indicated in our last advices has become more manifest during the past week The housecleaning period is on. Most packers consider it poor policy to carry over one season's pack into the other. These cleaning up lots bring to the surface a number of grades, qualities and condition. The week's business has shown a good demand for all offerings, though there seems to be nothing to indicate a boom at this late day. There has been a good steady demand for off standards and full standards as well. A number of off standard 3's have been cleaned up on the basis of 72½ cents, while full standards are running out steadily on the basis of 75 cents. A number of buyers are putting in their orders for a car or two from time to time; as most of these are repeated orders, indications would suggest a continuance of this course on into the new packing season. Buyers who a few weeks ago exhibited a preference for 200 and 300 case lots, or possibly a carload are now buying one or two cars instead, which would indicate more confidence. It seems to be pretty well conceded that the lowest has been reached and that the improved demand will maintain improved prices until all packers are entirely cleaned up, notwithstanding the misfortunes that have been experienced during the past ten months; it seems to be assured that spot tomatoes will be entirely cleaned up as far as first hands are concerned, with few stocks remaining on retailers' shelves and still fewer in jobbers' hands. Seconds, which have laid in a dormant condition for some time, are being sought after and a good demand can be reported for this size although it is difficult to locate as many full standard lots as were supposed before the inquiry began, since a number of packers have allowed their standards to be turned into off standards, on account of not being properly wintered, and, as a result, the offerings of full standards 2's are exceedingly limited and off standards are more in evidence At the same time, stocks are exceedingly light and it is more than probable that this size will be entirely cleaned up before new goods are forwarded on future contracts.

As a natural consequence, as soon as a little demand manifests itself in future tomatoes, the "reported" low prices heretofore familiar have vanished like clouds before the sun. Those who quoted at 55 and 75 cents are not occupying such prominent positions and 57½ and 77½-cent buyers are coming to the front with surprising rapidity. Buyers who were "offered" at the former price are now "buying" at the present price and packers who formerly holding at the latter price are now hesitating before they take further business, intimating that 2½ cents advance is due. Indications point to a liberal buying and a quick absorption of all future offerings on the basis of 57½ and 77½ cents within the next ten days, and once the buying fever has gotten in its work, there is a strong possibility of all offerings being absorbed on this basis and a more comfortable feeling is evident among packers who have not, up to the present time, booked quite as many future orders as they have desired.

The season has been favorable—most certainly so for tomatoes and peas, and yet one of Baltimore's largest pea packers reports this as being the shortest pea season for years and from reports emanating from other reliable sources, there is every indication that these advices are regretfully correct. Just why peas and tomatoes can be short when the weather is favorable is unanswerable; at the same time, cold facts are indisputable and such seems to be the condition, as far as peas are concerned this season. Whether tomatoes will follow the same tactics is not yet assured, although no guaranties are offered by any one, if such might be the case. Notwithstanding these conditions, standard early June peas are still obtainable at 80 to 85 cents, with seconds at 75 cents. Under these conditions, such prices would seem most attractive.

It has been difficult to fill orders for spot corn on the basis of previous prices and it is now necessary to decline orders for shoepeg standard corn under 65 cents, f. o. b., with fancy grades at 75 cents. Southern Maine style corn seems a trifle stronger, with the possibility of somewhat higher prices in the near future. The volume of business for the week is somewhat larger than any week previous for a long time and indications point to more satisfactory prices, at least as far as holders are concerned, later on.

Future corn continues firm at advanced quotations with little inclination among packers to book business of any magnitude. As early buying was liberal, the majority of packers seem content to rest on their oars and await further developments, although it is generally admitted that the odds are against them.

STRASBAUGH, SILVER & Co.
Baltimore, Md.

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Spices.

The market is rather active, with a steady improvement in consuming demand. Stocks continue unusually small, and inasmuch as all prices are in reduced supplies, we think it will result in some sharp advances ere long.

Pepper.—Some recent heavy arrivals have been taken up from steamer's dock, leaving spot stocks very small. Futures are firmer and the present low prices are attracting attention, and pepper has been moving in a very satisfactory way.

Cayennes.—Prices are somewhat firmer for spot goods and future advances are looked for.

Cloves.—Practically unchanged during the week. Some large buying has been noted.

Pimento (Allspice).—Good quality is scarce and prices are somewhat higher.

Mace.—Demand much better and should continue so during the summer.

Nutmegs.—Former low prices prevailing. This is strictly a buyer's market. There is a great scarcity of some grades.

Cassias.—Saigon is very scarce at present. Batavia in good demand at very firm prices. China is selling in a most satisfactory way and prices are tending upward.

Gingers are much firmer, due to scarcity.

Seeds.—Cables just received report only moderate crops of Caraway and Poppy seed. Celery and Mustard are steady, but unchanged. Seeds for pickling will now be in good demand.

McCORMICK & Co., INC.
Baltimore, Md.

MARKET NOTES.

The first new raspberries are in market from New Jersey and range from 7 to 8 cents per pint. The demand is fair. Strawberries are ending their season and range from 3 to 16 cents, the latter being for Pennsylvania fruit. North Carolina blackberries range from 11 to 13 cents and huckleberries about the same. New Jersey has begun to ship huckleberries.

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All the corn in market is from the extreme South and averages $2.50 per crate. The demand is only fair.

—

California cantaloupes range from $4 to $7 per crate and Floridas $1 to $2.50. The demand is fairly good.

—

Florida is still the only source of supply for watermelons and the price ranges from 15 to 35 cents. The demand is good.

—

Peaches are in large supply, all being from Georgia, and ranging from $1 to $1.75 per crate. They have been lower.

—

Mississippi tomatoes are in heavier supply than ever before. In two days the receipts in Philadelphia have been 28 cars. The price averages 65 cents per crate. Floridas range from $1.50 to $1.75 and are in fair sale.

—

Lima beans are scarce and practically none are coming forward.

—

String beans are coming from New Jersey and Virginia. The price ranges from 75 cents to $1 and the demand is good.

—

Peas are still high, though the price has declined somewhat, and is now 80 cents per basket. This is a drop of about 20 cents. The demand is good.

—

Cherries are almost glutted. The price ranges from 4 to 12 cents per pound. The quality is good and the demand fair.

Grocery Salesmen Wanted.

Grocery and specialty salesmen covering rural routes will hear something to their advantage by addressing "Grocery World," 927 Arch street, Philadelphia. State county and section covered.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Columbus, Kan., June 3, 1908.
Editor "Science of Advertising."

Dear Sir:—An opinion on subject matter at least. Am afraid your opinion of the work of this country paper would not do to print. This, of course, is an announcement of a new store. Yours truly,

J. T. BROWN.

The advertisement inclosed with the above measured 8 inches single column, and appeared to be placed in the paper in the midst of pure reading matter. Here it is photographically reproduced.

* * *

In my judgment it ought to be made a crime to print a public newspaper on such paper as has been used here. I can understand why some papers like the New York "World" or "Herald," with enormous circulations, cannot afford to use anything but a medium grade of paper, because their paper bills would swamp them. But even they would throw up their hands at the paper this Kansas journal has used. Not even the country paper has any excuse for using such trash as this. If it is too poor to use decent paper, it is too poor to live. No form of printing can look anything less than hopelessly poor and cheap on paper like this. For that reason Mr. Brown's advertisement looks grimy and smutty and poor in every way. Half the letters are filled up with ink and altogether the effect is one to sicken the soul. This, of course, is not in the least Mr. Brown's fault; it is the fault of the printer absolutely.

* * *

The wording of this advertisement is good. It is a little drawn out—for instance the third point really belongs to the first. The statement that the stock was new could very easily have been followed with a sentence or two as to the brightness and freshness of the goods, *because* they are new. The second point is all right, but I should have made it a little clearer. I have rewritten it below:—

> Second.—We hunted hard for the lowest possible price and then paid spot cash. That gives us a big advantage over our competitors, for no merchant who buys his goods on credit can possibly sell as cheaply as he who buys for cash. Test that for yourself.

In my judgment the fourth point, about coffee, is too general. Give examples of the "tested and known" grades. Say, "for example," take our Mo-Ja blend; a blend of the finest private growth Java and fancy Arabian Mocha. This is our very best coffee. Reaches the limit of aromatic deliciousness. Forty cents a pound." An idea might also be given of the cheapest grade you handle. These would have made the coffee talk specific.

* * *

I am not very well posted on tea, but I believe there are several incorreet names in point five. For instanee, "Hoochon," I think is wrong; it ought to be, if I am right, "Howchow" or "Foochow." I also believe "Ping Sine" should have been "Ping Suey." I make the same suggestion regarding the tea advertising that I did for coffee: I should have quoted and described one or two representative grades.

BROWN'S NEW GROCERY.

Some Phases of the Grocery Business in which We Excel.

FIRST, Our stock is absolutely new—every dollar of it received within the last thirty days from the best wholesale houses and manufacturers in the west.

SECOND, It was bought for spot cash at lowest possible prices, and we are therefore prepared to supply the needs of our friends and customers at lower prices than can many of our competitors.

THIRD, Rusty cans, soiled labels and shelf-worn packages are a certain sign that the quality of the goods has deteriorated. Our goods are all bright, clean and fresh, and are certain to please the most careful housewife.

FOURTH, Our Coffee Department is complete with all grades of the best selected coffees that money will buy, and we can please you with any quality from 15c all the way along to 35c per pound. We do not buy from salesmen just because they are "good fellows". We buy only tested and known grades that will make one love his breakfast cup of coffee better than ever. Let us make you happy with a trial purchase of our coffee.

FIFTH, Our Tea Department has received the same care that we have given all other departments of our store. Our green teas are selected from the best grown in the Moyune, Hoochon and Ping-Sine gardens. Our Japan teas from the Mori and Kobe gardens and our English Breakfast tea from the Icheng gardens. All from the best selections of the best tea producing countries. For a good cup try us.

SIXTH, We are applying our brain, as well as our muscles, to our business and are here to please.

BROWN'S NEW GROCERY.

Money Tightness May Curtail Tomato Pack.

Lack of Profit in Business, at Present Prices, Leads Men Who Finance Packers to this Year Go Slow.

While the prospects for a large tomato crop are good, it is not quite so certain that the pack will be large. The acreage has been somewhat reduced, though probably not enough to materially affect the output. The main reason why the production may be reduced is that the average packer always needs to borrow money in order to finance himself in buying cans, etc., and this year there seems to be so little profit in the tomato prospect that money is tight.

What is meant is this: The packers have contracted to pay from $9 to $10 a ton for tomatoes, and at that price they claim that it is impossible to pack tomatoes under 75 cents a dozen. To-day's selling price is only 75 cents, so that money lenders cannot seem to see much chance for profit. By reason of their refusal to lend, it is said that some packers have not yet purchased a single can.

At the same time, while the above seems logical, it is totally impossible to forecast the tomato market with any degree of accuracy, and in spite of all contrary conditions, no one would be surprised to see a very large pack.

New Food Regulations for Louisiana.

The Louisiana State Board of Health, at a recent session, finally adopted the regulations governing the State pure food law, which is to be enforced under the immediate supervision of the Board on and after October 1st next, unless changes are authorized by the Legislature now in session. The code, as finally passed upon, affected every food, drug and drink industry in Louisiana. Some of the provisions are radical.

Grocery Salesmen Wanted.

Grocery and specialty salesmen covering rural routes will hear something to their advantage by addressing "Grocery World," 927 Arch street, Philadelphia. State county and section covered.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

PATENTS
obtained on inventions and designs. Trade-marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.



A Welcome Waits

In these sightly boxes are packed the old-fashioned Georges Codfish which a good many disappointed consumers believe has disappeared from the market.

Heavy, meaty, pure white flakes, tender and tasty—the kind of fish we used to have before hake and haddock came in as a substitute. Packed usually in three lb. boxes, sometimes in two lbs., less often in ten lbs., and very occasionally in one lb. Heavy waxed paper between fish and box, neatly trimmed, square cut and handsomely faced.

There is a welcome waiting in your town for old-fashioned codfish.

SWIFT & COMPANY



WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: "Inquirer," Pa.—I have a judgment on a customer who works for a company located here, and whose main office is in New York State. Will it be legal for me to sell or assign the judgment to someone in New York and have them attach his wages in the New York office, and that office in turn pass it over to the Pennsylvania office here for final disposition?

Answer.—In this case the proper course is to get judgment in Pennsylvania, and then transcript the record of the judgment to New York State. If it can be successfully maintained that the New York concern is really your debtor's employer, and owes him any money, you can issue an attachment from the New York courts against the employer as garnishee. You do not need to assign the judgment to any other person in order to do this; it can be your own action from start to finish. The attachment, however, would have to remain in New York State; it could never get directly or indirectly into Pennsylvania, because attachment of wages here is illegal. Furthermore, the attachment could be defeated in New York if the concern there could certify that your debtor was not their employee, but the employee of the Pennsylvania department.

—

Question: * * *, Pa.—Inclosed please find copy of lease which asks for $14 a month for first year and $14.50 for next four years. The owner says he never got more than $14 a month in those four years. When the five years were up the parties who leased property did not ask for the extension. None of the parties ever lived in the building, but was what you may call a silent partner. On August 12, 1905, Mr. Lesher, the tenant named in the lease, sold the stock to me, gave me possession and left the place. I am paying the rent to the owner, and he never inquired whether I paid any rent or not. Things changed, he became an enemy and now sends me a quit notice dated May 11, 1908, to leave August 12, 1908. On the quit notice he calls me a sub-tenant. Sometime before he sent the quit notice I secured a lease from the actual owner of the property which I now occupy. I have made improvements, such as building a warehouse, changing a wareroom to a kitchen, papered and painted other rooms, etc. Now, is the inclosed lease good, or is my lease good which I secured sometime before I received the quit notice, or is neither of them good? Please let me know at once. I am in possession which, according to records, says that the party who wants to get me out made out a fraudulent personal property return dated April 21, 1903. Is he yet punishable by law, or would the limitaion law excuse him?

Answer.—This question is not stated at all clearly, and it is therefore going to be difficult to answer. The lease in question is dated October 7, 1897, between A and B, and covers certain property for five years, with privilege of an extension of fifteen years more. As I understand the query, the lessee or tenant stayed on the premises until the lease had expired, and nearly three years more, or until August 12, 1905, but did not claim the extension of fifteen years. That constituted him a tenant from year to year from October 7, 1902, the expiration of the lease, to August 12, 1905, when he sold out to this correspondent and left.

From August 12, 1905, until the present time, then, I understand that this correspondent has been in possession of the premises. I gather that the tenant under the original lease now makes the claim that the possession still belongs to him, that this correspondent is a subtenant, and orders him from the premises. The correspondent, however, has a lease from the owner, and he asks whether he is bound by the quit notice or can stand on the lease which he himself obtained.

If this understanding of the case is correct, this correspondent, in my judgment, is perfectly safe. The old lease is dead. It expired on October 7, 1902, and from that time until August 12, 1905, the old tenant was simply a tenant from year to year. The relation from year to year ended when the landlord permitted him to remove on August 12, 1905, and certainly all vestige of it disappeared when the owner himself made a lease with this correspondent some time after that. In other words, the correspondent,

SPECIAL EFFORT IN 5 and 10c. GOODS

¶ Our just-out July catalogue meets your July need for compelling values in "goods that sell other goods."

¶ An attractive display of real bargains in 5 and 10-cent goods will pull business when all other goods appeal in vain.

¶ THE feature of our July book is the large number of big things never before offered at prices so they could be retailed at 5 and 10 cents.

¶ In our July yellow pages you can match, at costs that leave a profit for you, the heart-breaking "window leaders" offered by the syndicate 5 and 10c. stores.

¶ And for every item you need sell on a "leader" profit, our catalogue tenders you a hundred on which you can make a just profit.

¶ It contains over twelve thousand items to retail at 5 and 10 cents and is the only complete list in existence of such wares.

¶ Our catalogue is sent to merchants only, free to them. Ask for catalogue No. D 672.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE DALLAS

from August 12, 1905, until the date of his lease, was a tenant at will, subject to be dispossessed at any time by the owner. This tenancy at will was enlarged into a tenancy for whatever term the new lease provides for. The correspondent should disregard the quit notice absolutely and stand on his lease.

Roosevelt Will Discharge All Government Employees Who Don't Pay Their Bills

Says so Through Letter from Attorney General. How Congress Affected the Interests of the Retail Grocer. Scope of Reform in Handling of Specialty Orders.

Special correspondence of "Grocery World."

Cleveland, Ohio,
June 18, 1908.

According to the directions by resolution at our recent convention Messrs. Ericson, of Washington; Hedricks and Marshall, of Missouri; O. M. Kling, of Chicago, Ill., and the National Secretary called upon President Roosevelt at noon Monday, May 18th, to present to him the combined resolution of the grocers of Washington, D. C., and Colorado in regard to the collection of accounts from Civil Service employees to the amount of 10 per cent. and an order from the President compelling all employees of the Civil Service to pay their debts, and if they could furnish no satisfactory excuse it should be cause for their dismissal from the service of the United States.

The committee was received very cordially and much attention given to the request, and after some questions being asked by the President and some bills being presented against Civil Service employees by your secretary, which the President took occasion to look over very carefully, we were asked to leave any papers we might have and the matter would be taken up by the Cabinet on the following morning.

On Friday, the 23d, the following letter was received from the Attorney-General of the United States, which is self-explanatory:—

> Washington, D. C., May 23, 1908.
> Dear Sir:—The President directs me to acknowledge the receipt of joint resolution of the Denver, Colorado, and the District of Columbia Retail Grocers' Protective Association and to say that it would be inappropriate for the different departments to act as a collecting agency for debts. If, however, any of the subordinates of the respective Executive Departments are found to have failed to pay their just debts without sufficient excuse, that is regarded as a reason for their separation from the service.
> Yours respectfully,
> CHAS. J. BONAPARTE,
> Attorney-General of the United States.

* * *

Now that the United States Congress has adjourned, it may be well to look into results as far as the grocery interests of the United States are concerned.

Early in the session Senator Beveridge, of Indiana, introduced a bill which was commonly known as the Dating Bill.

Senator Beveridge has been urging on the Senate his bill providing for the dating of canned goods (meats) for the last two sessions of Congress, and will in the coming Congress introduce another bill along the same lines. We have kept in close touch with the committee having this bill in charge and were assured that the bill would not be reported without the officers of the National Association of Retail Grocers having an opportunity to be heard, and although we were assured time and time again that this would be the case, yet on the 21st of May, and a few days before adjournment, Senator Beveridge called his bill out of the hands of the committee and asked for an immediate hearing and passage of the bill. This was telegraphed to our office and every means was taken to prevent the hearing and passage of the bill. We are happy to announce, however, that the bill gave us no further trouble.

The late Representative Smith, of Illinois, had a bill for 1 cent postage in committee when he was taken sick and later died. This prevented anything further being done along the lines of 1 cent postage during the year.

Senator Dixon, of Montana, who fathered what was known as the Dixon Bill, requiring Civil Service employees to pay their just debts,

SHOW THESE ONCE!

Anker's Bouillon Capsules



If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

CHIPMAN & WILLS BROOM CO.
Manufacturers of High-class Brooms
5 Granite St. Philadelphia

Every CHIPMAN broom means the best material, put together in the best way, by the best workmen, with the best machinery, and sold at the lowest price.

What the sterling mark means on silver "Chipman's" means on a broom—just perfection, that's all.



SPECIAL OFFER for two weeks—A 25c. broom, the best 25c. broom ever offered, made by our best mechanics, 3-sewed popular size, good quality, price, $2.25 per dozen. We manufacture 30 different styles of brooms.

Send for price list and learn about our good brooms.

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

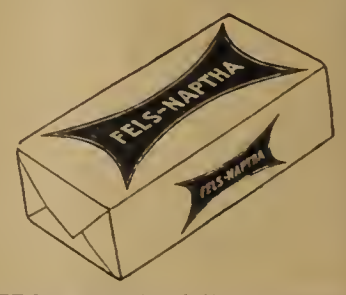
MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

The Success-Key

to profitable-sales is careful buying; nor does that mean cheap buying, always; it means getting the best goods for your patrons.

Take soaps; Fels-Naptha is the best quick-working, labor-saving, time-saving article yet produced.

You cannot do better than keep your customers well supplied with **Fels-Naptha** Soap.



Be Sure About RENNET Above All Things

The utmost sureness about Liquid Rennet isn't too much protection. Rennet is a very delicate product. If made improperly it will quickly spoil, angering the housewife and laying up trouble for you.

James T. Shinn's Liquid Rennet is guaranteed against spoilage, and it is guaranteed to coagulate within a few minutes. These are the two main things about Rennet, remember.

If you handle this brand that is guaranteed at both the crucial points, you will be perfectly protected in your sales of Rennet, but not the least bit better protected—remember this—than you ought to be if you are to safely sell this delicate and perishable product.

James T. Shinn's Liquid Rennet pays you 100 per cent. profit, too.

SHINN & KIRK
1400 Spruce Street
PHILADELPHIA, PA.

did not again introduce his bill at this session, but the efforts of the different associations and the resolutions adopted at Boston and the visit of the National Committee to the President had the desired effect, and as stated in this bulletin, the President issued an order which will compel Civil Service employees to pay their debts under threat of separation from the service.

The amendment to the bankruptcy act which we had hoped would have been gotten out of the hands of the committee did not get a hearing, but we hope during the next session of Congress to be in a position where our bill will not only get a hearing, but will be placed in position for passage, and we believe if this is done that sentiment is strong enough to amend the bill as required by the National Credit Men's Association, the National Bar Association, the National Hardware Association, and the National Association of Retail Grocers. All these influences are at work in behalf of Senator Nelson's amendment to the extent that no one can take advantage of the bankruptcy law unless he owes more than $500. It is very evident that the law never was intended for the purpose for which it is being used, viz., to defeat the creditor for the payment of goods consumed.

The Postmaster-General's bill, introduced by Senator Burnham, extending the parcels post service along the rural mail routes was literally buried under tons of protests sent in by the merchants of the United States. We have every reason to believe that with a year or two of education the public will become better acquainted with this bill and there will be much more opposition than at present. The National Wholesale Grocers' Association convention, just adjourned, passed strong resolutions in opposition to the parcels post, and no doubt will give us their earnest support during the coming Congress.

The way in which the retailers rallied in opposition to this bill when first introduced was very assuring to the officers, and was conclusive proof that in times of danger the retailers are able to assert themselves in no uncertain terms.

* * *

The following agreement has recently been entered into between the Wholesale Distributers of Food Products and the New York Association of Manufacturers' Representatives covering specialty orders secured by manufacturers' salesmen and turned in through jobbers:—

AGREEMENT.

We, the undersigned wholesale distributers of food products and the New York Association of Manufacturers' Representatives, hereby agree as follows:—

The members of the New York Association of Manufacturers' Representatives guarantee that all orders bearing the stamp of the association are genuine. Also that should any such orders be proven non genuine and the goods refused and returned for that reason, the representative of the house taking such orders agrees to pay the wholesaler the profit which would have accrued to the wholesaler had the goods been accepted, providing, however, that the wholesaler immediately return the original order to the manufacturers' representative with explanation as to why the goods were refused.

The wholesale distributer agrees to send out notice to his customers of his intention to fill all orders so stamped, signed by the purchaser and that the goods will not be returnable.

The wholesale distributer further agrees to promptly deliver, without confirmation, all such specialty orders accepted by him bearing the official stamp of the New York Association of Manufacturers' Representatives.

The Association of Manufacturers' Representatives was formed to remedy the following abuses, as explained in a statement made by the association itself:—

The honest retailer complains of "crooked salesmen," who get his signature and then raise the order—or simply imitate his signature.

The honest salesman complains that many retailers give an order—and countermand it at once by phone; put a mark on it which means the same to their jobber; or, when goods are offered for delivery, refuse them and swear they never ordered any.

The honest manufacturer complains that 20 per cent. to 60 per cent. of his missionary orders are lost—and not on account of poor credit, either. He cannot distinguish between honest salesmen, who are mistreated, and dishonest ones whose work is rightfully refused.

This combination of circumstances makes jobbers wary of "special orders." Some have their salesmen "verify," and in one to four weeks (or never) the retailer is asked to "father" his order.

In the meantime he has naturally forgotten all the "Reason Why"—and an obliging salesman cancels the order for him.

To right all these various wrongs is less hard than it might appear. First, it means that all missionary orders must be signed by the retailer.

Second, it means that (if credit is O. K.) the jobber should make immediate delivery. Third, it means that bona fide signed orders must be accepted by the retailer when offered for delivery.

The wholesaler can safely deliver an order bearing our stamp at once; we guarantee it genuine, and will pay his full profit on it if it is otherwise, and the original order is returned with that indorsement.



The Case with a Coupon

Every case of Malta-Vita Corn Flakes or Malta-Vita Wheat Flakes contains a UNIVERSAL COUPON intended for You. We stamp the case "Open this End," so you will be sure to find the Coupon, which, you know, is valuable. You can exchange it for useful articles. By pushing MALTA-VITA CORN FLAKES you also exchange the most satisfactory value for your customers' dime. Malta-Vita Corn Fakes are the biggest boxful—the most delicious, appetizing flakes.

MALTA-VITA PURE FOOD COMPANY
BATTLE CREEK

E. C. HARDING & CO.,
102 River Front Stores,
Philadelphia Representatives

J. H. IRWIN
74 Hudson Street,
New York Representative

It is then up to the salesman or up to the retailer.

Thus our aim is to protect the retailer from forged or raised orders; the wholesaler from countless annoyances; the honest salesman from losing his position by the misrepresentation of others, and the manufacturer from spending the maximum and realizing the minimum.

The above agreement should act as a caution to retailers. The proposition is to compel all retailers who give an order to specialty men to accept the goods and if they are financially responsible will be compelled to do so unless they can show that the order has been obtained through some undue influence or misrepresentation. Therefore, it is the duty of the trade press to bring this matter to the consideration of the retail dealer in all lines as well as the retail grocer.

JOHN A. GREEN,
National Secretary.

New California Canned Goods Far Below Last Year.

California Association Names Figures Which in Some Cases are Hardly More than Half Last Year's Prices. All Grades Show Heavy Reductions.

The California Fruit Canners' Association, which controls the bulk of the production of California canned goods, treated the trade to a surprise on Monday last, when it named prices on the 1908 pack of fruits which were radically below the prices of 1907.

The 1908 prices on 3-pound extras, as compared with those of 1907, are as follows:—

	1908	1907
Apricots	$2.35	$3.00
Apricots, peeled	2.85	3.50
Apricots, sliced	2.85	3.50
Cherries, Royal Anne	2.85	3.50
Cherries, white		3.50
Peaches, yellow free	2.40	2.50
Peaches, lemon cling	2.60	3.00
Peaches, lemon cling, sliced	2.60	3.00
Peaches, White Heath	2.60	3.00
Peaches, White Heath, sliced	2.60	3.00
Pears, Bartlett	2.65	3.00
Plums, green gage, egg, gold drop, Damson	2.15	2.25

An even more radical difference is shown in the two years' prices of the 2½-pound extra standard grade. The figures are as follows:

	1908	1907
Apricots	$1.25	$2.10
Apricots, pealed	1.65	2.60
Apricots, sliced	1.65	2.60
Cherries, Royal Anne	2.00	2.85
Cherries, white	2.00	2.85
Peaches, yellow free	1.45	1.80
Peaches, lemon cling	1.60	2.15
Peaches, lemon cling, sliced	1.60	2.15
Peaches, White Heath	1.60	2.15
Peaches, White Heath, sliced	1.60	2.15
Pears, Bartlett	1.60	2.15
Plums, green gage, egg, gold drop, Damson	1.25	1.30

No 1 tall cans sliced lemon cling peaches are this year for extras $1.10, and for extra standards $1, against $1.35 and $1.25 respectively, last year.

The jobbing trade were badly bitten last year by the very high prices charged by the packers and some are carrying a stock over. Nevertheless, this year's prices are so low that probably a considerable trade will be done.

Peddling Tea Company Sues Cities of Ohio and New York States.

Suit has been brought by the Jewel Tea Co., of Chicago, against Tippecanoe City and the city of Troy, Ohio. Infractions of the Interstate Commerce Act are alleged. The plaintiff is a wholesale dealer in teas, coffees, baking powder, spices and other goods of the same character. It claims to have a number of agencies in various States, one of them at Dayton, Ohio, in charge of a superintendent. The latter in turn hires solicitors to take orders. One of the solicitors was arrested seven times in Tippecanoe City and another one once in Troy, each time for the violation of a city ordinance which requires that hawkers, peddlers or hucksters who sell or canvass for sale articles, goods, wares or merchandise must procure a license, the cost of which in Tippecanoe City is from 50 cents to $25 per day, and in Troy from $1 to $25 per day. Failure to procure such a license previous to soliciting imposes a penalty of arrest and a fine ranging from $5 to $25 for each offense. The issue is really a test of the legality of an ordinance passed at the behest of the local merchants and designed to put an end to the competition of out-of-town peddlers. The plaintiff contends that if the carrying out of the ordinances is persisted in it will necessitate the plaintiff to compete with the business houses of those cities which are not compelled to pay the license demanded. It is averred that by reason of the character of the business of the plaintiff company that its commerce is interstate, and that for this reason the Federal Court is asked to take cognizance of the interference imposed by the action of the authorities of the two cities mentioned.

Grocery Salesmen Wanted.

Grocery and specialty salesmen covering rural routes will hear something to their advantage by addressing "Grocery World," 927 Arch street, Philadelphia. State county and section covered.



LAMSON RAPID CASH CARRIERS

These Carriers will

Give you quicker service,
Cut down your operating costs,
Protect your cash, and
Please your customers.

Our Systems Department is at your service to advise and report on details of the Store Systems best suited to your needs.

Write for Booklet E.

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Building

District Offices in all Principal Cities

Boston Office
161 Devonshire Street

"THE SIGN OF PERFECTION"
TRADE MARK
THE H-O MILLS
TRADE MARK

Do You Realize

that you can make an average profit of 25 per cent. by selling

PAW-NEE OATS

Positively the highest grade rolled oats on the market to-day sold at a popular price.

Made from the best grade White Oats and sold to you at a price that is *right*, so that you can sell at "popular prices"—and *we* don't *dictate* your *price* to the consumer—we leave that to your judgment.

Better order now





Getting Pay for the Tomato.

Albany, N. Y., June 13, 1908.

To "The Stroller."

Dear Sir:—Here is a little problem in the moral side of business that I would like to have your always interesting opinion about. I confess I have puzzled over it considerable, without reaching any solution that satisfies me.

The question is this: Has a grocer any right where a customer gets the better of him in anyway on one transaction, to make it up by slipping in an extra charge sometime later? I believe it is the general custom of the trade to do that, and I have done it myself many times, and at first blush it would seem as if it was entirely right. But when I come to think about it more deeply I do not feel quite sure that it is.

I will illustrate my meaning with an incident that happened in my store the other day. A notoriously close customer came in and while there asked what she owed. Her bill was only a small balance, and amounted to 69 cents. She said, picking up a tomato, "I will take this and make it even 70 cents." The tomatoes I had priced at 18 cents a pound and the tomato she took was worth 3 cents, whereas she got it for 1 cent. I suppose I was at fault in not so stating at the time, but I am backward about doing such things and I let it go. Am I not justified in slipping in a charge of 2 cents some time later where it will not be noticed? The customer certainly owes me that amount of money. What do you think about it? Please omit my name if you publish this letter.

Yours respectfully,

* * * *

Hum!

When I first read this letter over I said to myself "sure, you have a right," but when I read it the second time and took time to think about it a bit, I found I wasn't so sure.

I'm pretty well convinced now that you haven't the right to do such a thing.

I know it's done though—done by everybody that can, when circumstances arise that make it necessary.

And there ain't a man who does it but that thinks it's exactly the right thing to do, and so I'm not very hopeful of convincing many that it ain't.

Undoubtedly the woman who pinched the 3-cent tomato for a cent owed you 2 cents *at the time*. But you can forgive her that debt, you know, just as you can forgive her any debt.

If you let her take it for a cent you've forgiven her the rest, and if you work it out of her sometime when she ain't looking I don't believe you're giving her a square deal. You're collecting a debt that don't exist.

You see, there was no excuse for you, my Albany friend, for letting that tomato go for a cent when the price you had fixed on it was 3 cents. "Backward about such things?" No man ought to be too backward to look after his own property. And if you are—and I want you to forgive me for saying this—why I'm afraid you're too backward to be in business.

The time to have made the old skinflint pay the 2 cents was at the time. Why, I believe I'd take particular delight in calling such people down. You can't hurt their feelings—they have no feelings. And unless you do stand up for your rights with such cattle they'll put it all over you.

If you let the proper time to go by to speak—if when she offers you a cent for a 3-cent tomato you say nothing, but let her take it, then you've sold it to her for a cent and you have no right to get the rest of it out of her afterward.

As a matter of fact, the only way you can get it out of her afterward is to overcharge her on something else. What would you call a jobber who deliberately overcharged you?

You say you can't always stand up for your rights in such cases. I say you can always stand up for 'em. Maybe sometimes you'll lose a little by doing it, but most times you won't.

Suppose you're caught making the overcharge—have you figured out what would drop on you then?

Why couldn't you have said to the tomato woman, when she brought out her 70-cent proposition:—

"I can't do that, Mrs. Skinflint, the price of the tomato is 3 cents."

Could anybody get on their ear at that?

She simply went away and gloated over you—you ain't in any doubt about that, are you? She knew as well as you did that the tomato was worth more.

Such people are always watching their chance to pull your leg, and they always have it on you for being so easy.

I remember, a lawsuit I was mixed up in once as a witness that bears on this case in a way.

A grocer I knew had a scrap with his clerk. He fired the clerk, but he refused to go until he got the balance of his wages. The grocer admitted he owed it, but said he'd pay it when he got —— good and ready.

The clerk simply walked behind the counter, opened the cash drawer, took what was coming to him and walked out.

The grocer had him arrested for stealing. I told him he was making a mistake—he couldn't do anything because the fellow had simply taken what belonged to him.

"You admit you owed it to him, don't you?" I asked him.

"Yes," said the grocer, "but my lawyer said he had no right to take it that way." So he had him arrested.

I thought the lawyer must be a fool, but I was the fool. When the case came up the court said no matter what the grocer owed the clerk, he had no right to take even a cent from the drawer. He could have brought a suit against him, he said.

Of course that case was a little different from this one, still it's a good deal like it, too, for it seems to show that even if the tomato woman did owe you 2 cents, you had no right to take it out of her pocket without letting her know.

THE STROLLER.

Grocery Salesmen Wanted.

Grocery and specialty salesmen covering rural routes will hear something to their advantage by addressing "Grocery World," 927 Arch street, Philadelphia. State county and section covered.

TO SEE YOUR TRADE GROW

and Prestige and Profit Come Easy and Quick Just Order a

Johnson "Eversharp" Slicing Machine

on trial and approval for one month.

We guarantee it to be the best slicing machine in the whole wide world. If it don't make good, send it back by express.

Our machines sell for $40 and are their own best advertisement.

A. W. JOHNSON, Manufacturer

New Brunswick, N. J.

AFTER TWO YEARS' USE JOHNSON'S "EVERSHARP" KEEPS SHARP AND SLICES VERY THIN AND SMOOTH. The best machine he ever used, advertises the store and brings in new trade.

KEYPORT, N. J., May 25, 1908.

MR. A. W. JOHNSON,
New Brunswick, N. J.:

DEAR SIR:

I have been using your "Eversharp" Dried Beef Slicing Machine for nearly two years, and I would not know what to do without it. It is the best slicing machine I have ever used.

My sale on sliced beef has increased very much since I began using the slicer.

I believe the machine is an advertisement for the store, as the beef sliced is very thin and smooth and cannot help but bring in new trade.

Yours respectfully,

PHELPS CHERRY,

An "EVERSHARP" Slicer costs $40. Order one. It will come right along; use it a month; if it don't make good send it back to the manfacturer, A. W. JOHNSON, NEW BRUNSWICK, N. J.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Quick Lunch Window.

Cover the floor and background of your window with light-green crepe paper.

On the right hand side pile a number of piles of baked beans, three cans to a pile, and attach price tags to each pile.

On the left hand side place a number of glass pint jars filled with coffee, each one containing a different kind of coffee. Stand price tags on top of each jar.

In the centre stand a coffee pot. Procure a piece of fairly stiff wire and place in the spout in such a manner that about six inches stands up in a vertical line. Place loose cotton on this wire in such a manner as to represent steam. On the right, and a little more towards the front, place a cup and saucer, and in the same position on the left place a large can of beans in sauce.

Over the pile of beans suspend a large sign. Head it "Baked Beans," and underneath put the kinds and prices, and whether with or without tomato sauce.

Over the coffee suspend a sign printed in a similar manner and headed "Coffee."

In the centre, immediately over the coffee pot, suspend the following sign:—

For a Quick Lunch—
Baked Beans
and
Coffee—
We recommend
——'s Baked Beans
With or without sauce
10c. a Can
Monaro Blend Coffee
20c. a Pound

Suspend pink streamers cut from pink crepe paper from the top of the window to a strip nailed across the background two-thirds of the way up and from this strip to the floor of the window. This greatly improves the appearance of the window.

—

A Hot Weather Lunch.

Cover your window with green crepe paper and leave the background bare. Procure a small oblong table, about 12 x 30 inches, and two chairs to match at each end. Place in the centre of the window.

On the chair at the right of your table seat a doll with the right hand leaning on the table and appearing to hold a spoon. Cover the table with white crepe paper in imitation of a table cover. Set a cupful of tea on a saucer and place on the table so that the spoon will rest on it, and at the left of the doll set a glass dessert dish full of olives and pierce one with a fork and leave the fork rest in such a position as if the doll was about to take it.

In the space behind the doll place a large square piece of tissue paper and empty a quantity of mixed tea on it. Leaning against the background is the following sign:—

For Iced Tea
Get the Best—
That's Bungaloe
35c. lb. 9c. ¼lb.

In the centre of the space on the other side of the table place a white paper napkin or a flowered one. In the centre of the napkin place a large botttle of plain olives, the largest you have, and stand a sign alongside of it as follows:—

Tea and Olives
Set Olives on Ice
***Four Hours* before using**
Plain Olives, —, —, — and — c.
Stuffed Olives, —, —, — and — c.

—

Some Suggestions.

Cover the floor of the window with white crepe paper and leave the back bare. On the right hand side pile a number of piles of the different kinds of salad dressing and suspend a sign above them reading:—

For Fresh Lettuce
Get one of these dressings:
Heinz, 15c. Durkee's, 10c. and 25c.
Royal, 25c. Campbell's, 10c.

On the left hand side pile unsweetened milk in two piles and between the two piles stand the following sign:—

Fresh Berries and Fruit
Always taste better with
Unsweetened Milk
Pet, 11 cents a can
Peerless, 5 cents a can

And in the centre lay a piece of plain white paper cut in the shape of a square, and on this lay a 10-pound bag of sugar in such a manner that the sugar is half in and half out of the bag.

Place a sign alongside headed:—

Best Granulated Sugar
6c. a lb. 17 lbs. for $1.00

For Berries—
Pulverized Sugar
7c. a lb. 16 lbs. for $1.00

The use of pink streamers against the background produces a good effect.

This display would fit well with the fruit display called "Just In," published in the "Grocery World" of May 25, 1908. The sugar may be omitted if desired and the salad dressings and milk be piled on each side of the wheelbarrow so that they are not out of sight.

HARRY L. LOOP, JR.
Dauphin and Gratz streets,
Philadelphia, Pa.

Toasted Corn Flakes Kellogg Sued for Alleged Fraud.

One of the largest damage suits filed in the Circuit Court of Calhoun County, Mich., for some time has been brought against W. K. Kellogg, the Toasted Corn Flake man, and Dr. J. H. Kellogg. The declarations cover seven different counts, but all are brought for the one purpose, that is, that of recovering, in the aggregate, of about $20,000 damages, which the plaintiffs allege is due them for the alleged fraudulent sale of Peptol stock. The case grows out of the alleged fraudulent sale of stock of a subsidiary company to the Sanitas Nut Food Co., which was formed for the manufacture of Peptol, Pan Peptogen and Maltol. All of these products were a patent food, for which the claim was made that by their use thin people would take on weight. The declarations allege that the defendants induced the plaintiffs to purchase the stock on the assumption that the company was a money-making concern. The declaration further alleges that acting on this assumption some $20,000 worth of stock of the company was purchased by the plaintiffs. The company afterwards discontinued business, it is stated in the declaration, so the present suits are brought for the purpose of recovering the amount paid for the stock.

—

The Absorbine mentioned above is familiar to all, as it has been on the market a great many years and is used by all horse owners who appreciate the value of having a preparation on hand at all times to kill pain, stop lameness, remove blemishes, etc. It is manufactured by W. F. Young, P. D. F., 9 Monmouth street, Springfield, Mass., who is also an enthusiastic horseman, and willing at all times to help out brother horse owners needing advice on the care of their animals.



Do You Want Economical Delivery?

No grocer who can afford a delivery team can reasonably say he can't afford a **Lindsley Delivery Car,** because the car literally costs less than a good team, costs much less to operate and does twice the work.

It is actual economy to use a **Lindsley Car.** A boy can operate it and keep it in shape, and it will carry 1500 pounds thirty miles over rough roads on one gallon of gasoline, and do it day in and day out the whole year through.

Bring on your team that will do that.

J. V. LINDSLEY & CO.
Suite 1112 Monadnock Bldg.
CHICAGO



Com-petes with Any-body

Waldorf Lemon and Vanilla Extract will stand up with any flavoring extract in the country, not barring those which sell at a good deal higher price on account of the name.

We put the best materials we can buy in them, and even more than that, we put in methods of making which have made **Waldorf** one of the best selling brands in the entire East.

If a customer don't seem to be pleased with the extract you are now selling, **Waldorf** will surely fill the bill.

Hetfield Ex. & Mfg. Co.
370 Greenwich St., New York



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

To Sell Empty Bags.

Elmira, N. Y., June 11, 1908.
Editor "Grocery World."

Dear Sir:—Can you give me name and address of a person who buys empty bags?

Thanking you for the information, I am,

Yours truly,
W. H. S.

Perlman & Clark, 129 Vine street, Philadelphia, Pa., are buyers of all kinds of empty bags.

* * *

To Get Saffron.

Harrisburg, Pa., June 16, 1908.
Editor "Grocery World."

Dear Sir:—Could you let me know where I can get Spanish saffron?

Please answer at once.

Yours truly,
M. Aronson.

Carl Wilde, 357 North Second street, Philadelphia, Pa., sell Spanish saffron in one-pound packages only.

* * *

Status of a Butter and Egg Concern.

Lindley, N. Y., June 12, 1908.
Editor "Grocery World."

Dear Sir:—Will you please tell me if the United Butter and Egg Co., of 27 East Philadelphia street, Philadelphia, Pa., is a good responsible firm to ship produce to. They have an agent here (G. P. Heffner), but I do not care to ship unless responsible.

Yours truly,
A. W. Orr.

Nobody seems to know anything about this concern. They do not appear at all in the mercantile rating books.

* * *

To Get Salted Peanuts.

Towanda, Pa., June 11, 1908.
Editor "Grocery World."

Dear Sir:—I would appreciate the favor very much if you could furnish me on the inclosed postal the address of a firm or firms who are first-hand dealers in salted peanuts in not less than barrel lots. Some Virginia concern preferred.

Yours truly,
A. C. Bullard.

Merchants' and Farmers' Peanut Co. and Bosman & Lohman Co., both of Norfolk, Va.

* * *

More Coffee Suggestions.

Lancaster, Pa., June 15, 1908.
Editor "Grocery World."

Dear Sir:—Having read with interest your answer to our friend from Washington, D. C., in regard to his coffee blend, will ask you to kindly allow me to butt in.

If he wants a good Java blend I would advise him to use the following formula, using all washed coffees: one-third Java, cost about 24 cents roasted; one-third Caracas at 18 cents roasted, and one-third Mocha seed Santos at 15 cents roasted, making a total cost of 19 cents. This blend has been tried for years and not found wanting.

As for a 20-cent coffee, why not use the old time blend of two-thirds Santos, say at 14 cents, and one-third Rio at, say, 10 cents roasted, which will give a fair profit.

You know to mix a Bogota and a Java together would hardly make a perceptible blend, as these coffees are too near alike in flavor. In fact, there was a time when Bogotas were largely sold for Javas.

Yours truly,
H. J. Gundaker,
Mgr. Coffee Department of M. S. Miller & Co.

* * *

Another Collection Agency.

Noxen, Pa., May 28, 1908.
Editor "Grocery World."

Dear Sir:—What do you know about the Standard Commercial Co., 741 Drexel Building, Philadelphia, Pa.?

I gave this company some business last fall. One man by the name of Ira Moe, who owed me $20.75, sent a check to the company for the amount and then he came and showed me the receipt for the money. Then I wrote to the company and asked them about it. They said they had the money and would send it in a few days. They did not send it and I asked them again, then they claimed they would make settlement early in February. I then told them if they didn't pay I would advertise them in the "Grocery World." This was about four weeks ago and they have not paid, and I don't think they intend to pay.

Yours truly,
A. L. Shaw.

The "Grocery World" has investigated the above case thoroughly, and it illustrates another phase of the difficulties of dealing with the average collection agency. The Standard Commercial Agency charges a membership fee of $15. When the writer brought the Shaw case to their attention they admitted collecting his $20.75, but said there was a dispute over whether his membership fee had been paid. If it had been paid, they admitted owing him the $20.75. If it had not been they owed him only $5.75. "But," said the writer, "in any event you owe him $5.75 and have owed it to him since last fall. Why hasn't it been paid?" No satisfactory answer was made. The writer then instituted an investigation to see if the membership fee had been paid. He found that it had been, and showed the concern the receipts. The agent who signed up Mr. Shaw and who had been claiming right along that it had not been paid had simply lied. Of course he may never have said it at all. The agency at last admitted that there was no longer any question that the full $20.75 was owed. They had previously given a check for the balance of $5.75, and "would give a check for the remaining $15 on Saturday." "You will give it now," said the writer, "or stand prosecution." After much vituperation they squeezed out the money then and there and the incident is closed.

The "Grocery World" has no evidence that the Standard Commercial Co. are actually dishonest, but this and previous cases furnish sufficient reason to state that they are outrageously slow in making settlements.

* * *

Membership in Baltimore Retail Grocers' Association.

Manchester, Va., June 12, 1908.
Editor "Grocery World."

Dear Sir:—We have to-day given our subscription for the "Grocery World," and would like your

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

The Summer of 1908

Every season brings its wants, and we try to cater for our trade.
Seasonable goods always on hand, quality and prices right.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

SYRUPS—Our "Ad" would not be complete if we did not mention Syrups. Our best sellers at present are our **Royal Table Syrup**, at 30c., and **Gilt Edge Table Syrup**, at 29c. Of course some prefer others, and they all have merit: **Extra Amber Drips, Quaker City Syrup, King B Drips, White Clover Syrup**, etc. Satisfaction guaranteed.

NEW MACKEREL—We offer late-caught large New Shore Mackerel, count 130 to 150 to the barrel, at $12.50; half barrels, at $6.75. New Irish Mackerel, count 350 to 400 to the barrel, at $15.50; half barrel, at $8.25. Prices are lower than they have been for several years. Can be retailed at popular prices.

FLY PAPER—The season is here and the flies are with us; now for their extermination. "Tanglefoot" Fly Paper, 250 sheets, per case, $2.70; "Sticky" Fly Paper, 250 sheets, per case, $2.30; "Sticktite," 5 sheets on a plate, 25 plates in carton, per carton, 80c.; "I. X. L." Poison Fly Paper, 50 5c. envelopes in a carton at 75c. Fly Ribbon, ¼ and ½-gross boxes, per gross, at $4.80.

FULL CREAM CHEESE—The June make of Cheese, noted for its fine flavor, now in the market. We handle none but the best factories. Price, 13¼c. per lb.; 5-box lots at 13c.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

advice as to the benefit derived from becoming a member of the "Baltimore Retail Grocers' Protective Association," and if merchants outside of Baltimore can become members of this association? If so, will you kindly give us information as to what steps must be taken that we may join?

Thanking you in advance for your kindness, we beg to remain,

Yours truly,

* * *.

Upon request the Baltimore Retail Grocers' Association, which does a co-operative buying business under the name of the Baltimore Wholesale Grocery Co., answered this correspondent direct as follows:—

Gentlemen:—Answering yours of June 15th, would say that every member reaps the same benefit, according to his purchase. All applications for membership are submitted to our Wednesday night meetings for their acceptance or rejection; as to what they might do on an application situated as far away as you are, we are unable to say.

The "Grocery World" has published several articles recently on the benefits to be derived from co-operative buying, which we indorse and respectfully refer you to.

Unless you could visit our warehouse frequently, as our local and State members do, we doubt very much whether you would be in a position to fully understand our methods, as most of our business is secret and confidential.

Yours truly,
BALTIMORE WHOLESALE GROCERY CO.

English Consumers Tiring of Our Canned Goods.

Demand for Canned Apricots, Pears and Peaches Fell Off Greatly in Last Two Years. Our Tomatoes Badly Packed and Being Ousted by Italian Brands. Canada Getting Canned Apple Trade.

Special correspondence of "Grocery World."

Washington, D. C.,
June 18, 1908.

According to information received by the State Department this week English consumers are growing tired of American canned goods. At any rate, the last two years have witnessed a decided falling off in importations.

The shipment of apricots, pears and peaches to England in 1906, for example, aggregated 273,000 cases, while in 1907 only 161,000 cases were imported. This great deficiency naturally increased prices and lessened the demand. The unfavorable weather conditions for fruit growing in the United States in 1907 partially accounted for the decreased shipments. As the importation of apricots and peaches from the United States declined, there was a proportionate increase in the shipments from Spain and Portugal, where the fruit was of excellent quality. No pears, however, are shipped from these last-named countries to England.

During the past four years the prices of California canned fruit have advanced about 25 per cent. This has resulted in the extension of the fruit trade between England and Spain and Italy, which countries have the advantage of the United States in the item of cheap labor.

Tomatoes are imported in increasing quantities each year from Italy. The quality of these tomatoes is stated to be good and the prices low. It is suggested by one of the leading importers in Liverpool that the American tomatoes are frequently packed before they are fully ripe, and that this practice renders them undesirable for use. The Italian tomatoes are carefully selected, and are only packed after they have attained a ripe and rich color. The Consul suggests that if the American packers desire to increase their shipments of tomatoes to England they must exercise the greatest care in their selection and preparation for the English market.

Canned apples are being imported in increased quantities from Canada and are sold at successfully competitive prices with American apples. California apples packed in cases seem to improve each year, and the English demand for them is increasing, owing to the fine condition of the fruit and the excellent manner of packing. Last year the sale of California apples in England exceeded the sales of any previous year, and the testimony of all the fruit importers in Liverpool is that these apples are almost invariably fairly and properly graded, that the smaller apples are packed separately, and that the cases are so branded that the markings indicate the quality of the fruit. There is no doubt that if greater care were shown in the selection, grading and packing of American fruits there would be a gratifying increase in the English demand.

HOLT.

Pennsylvania News Items.

Creditors from all parts of York County, Pa., have begun actions against the United Butter and Egg Co., which began business in York several weeks ago. This company, it is alleged, sent out circular letters offering farmers more for butter,

Can you afford to handle goods advertised to the consumer at profitless prices?



No Price Printed on the Package
No Price Advertised to the Consumer



is the Mother's Oats policy, and it means bigger profits to you.

This policy was endorsed by the National Conventions of Retail and Wholesale Grocers at Boston and Atlantic City.

Increasing your sales of Mother's Oats means increasing your earnings.

The Great Western Cereal Co.
CHICACO, ILLINOIS



THIS IS THE KIND

¶ You often hear people say, "Oh, if I could only get the old-fashioned country butter like they used to make on the farm. No strong taste, just sweet, fine delicious butter."

¶ **Gurnse** butter is exactly that sort of butter, except that it is better, because while made with all the wholesome fastidiousness of the old-time farm wife, it is made by improved methods and has what ordinary dairy butter never had—perfect uniformity.

¶ Made in our own dairies and inspected and inspected and inspected again. Wrapped in brine-dipped paper and enclosed in cartons as tasty as the butter.

Packed in 30 and 50-pound boxes—pound and half pounds—29 cents
Prices subject to market change

P. F. BROWN & CO., 39 S. Front St., Philadelphia

eggs and poultry than the prevailing market price. The farmers were elated at the offer, and big shipments were received. When an attempt was made during the week to serve papers all that was found was an office full of clerks and butter and egg crates, most of them empty. The following are, it is asserted, officers of the company: E. P. Valentine, president; Anthony Butler, vice-president; J. H. Mangin, secretary, and L. C. Eisman, treasurer.

AMONG THE TRADE.

President Albert Kaiser and Secretary William Smedley, of the Philadelphia Retail Grocers' Association, and two of the most widely known association men in the entire country, received a graceful and substantial tribute from the members last Monday evening, when each was presented with a plethoric purse of gold. The presentation address was made by Lucian Beatty, of Beatty Bros., Lansdowne, Pa. The gift was a spontaneous tribute to the faithful and brilliant service which the two officials have rendered, Mr. Smedley for twenty years, and Mr. Kaiser for nearly half that.

To Divorce Groceries from Saloons in Louisiana.

A bill introduced in the Louisiana Legislature by Hon. O. H. Shattuck, of Lake Charles, Calcasieu parish, seeks, among other things, to totally divorce the grocery from the bar, and it also proposes increasing the State license for the selling of liquors by retail at $200, and directs each parish and town to levy a minimum tax of $500.

Butter Spreaders Free.

Time changes all things. It has completely changed our methods of living and surely added to our methods of eating. Time was when the human family would eat lying down. Now, in the rush, we're glad sometimes to eat standing up. Years ago, even a few years ago, no one dreamed of improving on the old standbys—the knife, fork and spoon—but even they have been improved upon, until now no up-to-date table is completely set unless there are four pieces at each plate, including the butter spreader.

The universal popularity of butter spreaders is attested by the enormous demand for them made upon jewelers and firms who handle them. It is so much neater to use a butter spreader.

A very attractive proposition has been made the trade by Armour & Co. recently on butter spreaders. With every two cases of Armour's extract of beef, the purchaser receives one-half dozen silver butter spreaders. They are the original Wm. Rogers & Son extra plate. One could not buy these anywhere for less than 50 cents each, and they are highly prized by the women folk.

This proposition has done wonders as a selling feature, as Armour & Co. have advertised extensively that they will give one spreader to any one sending in a cap from a jar of their extract of beef with 10 cents, to cover cost of mailing. It's the best offer for the trade that has appeared in some time, as the up-to-date public are providing their tables with this pretty and useful little silver spreader.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. Breckenridge.

Vermicelli.

Vermicelli is an Italian word, meaning little worms, from the Latin vermes (worm).

It is the commercial name of a popular form of Italian paste. It is made of the same materials and in the same way as macaroni—that is, by pressure through the proper shaped holes, only the pipe is made very small and threadlike, not much thicker than horsehair. (Those in the form of fillets or ribbons are termed "lazagnes.")

The long threads, as squeezed from the press, are dexterously twisted into small knots while moist and pliable, and these are afterwards dried slowly on paper.

It is mostly imported from Nervi, where there are several large paste factories, and comes in large cases, each holding 144 small chip boxes of about 4 pounds weight.

It should, of course, be free from mustiness, dampness and taint, and the drier and more brittle it is the better.

Vermicelli is commonly used in soups, broths, and for sweet puddings.

Vermouth.

A sort of bitters, or white liquor, made in Italy. It is composed of white wine, angelica, wormwood, and other aromatic herbs, and is much used as a stomachic. That from Turin is supposed to be the best.

Vichy Water.

The trade name of an alkaline mineral water from several springs in the valley of the Allier, near Vichy, in France.

The water is bottled and sent all over Europe; that bottled at the Grand Grille spring is the kind most frequently met with. It is only used as a beverage, and its principal constituent is carbonate of soda.

It is closely imitated by mixing 10 grs. carbonate of ammonia, 5¼ ounces bi-carbonate of soda, 6 drs. common salt, 25 grs. phosphate of soda, 4 scruples sulphate of soda, and 2 drs. of sulphate of potassa. Add half a gallon of water. Let it stand half a day, and then filter, and charge with 10 gallons of water.

Walnut Ketchup.

Usually manufactured from the brine in which green walnuts, while young and tender, have been preserved or soaked for some time previous to pickling.

This juicy liquor is merely boiled for about half an hour, along with a little ginger, pimento, cloves, and long pepper, a like quantity of malt vinegar is added, and it is then finally strained and bottled. A little burnt sugar coloring is generally added.

Sometimes ill-shaped, small, or damaged walnuts, either green or pickled, are smashed up and boiled in salt and water for the same purpose.

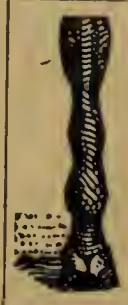
Of course, ripe and dried walnuts with hard shells are unsuited for making into ketchup, but green walnut husks are often used instead of the green walnuts. A few shalots, a little cleaned horseradish, and a little liver are often boiled along with the walnut liquor, to give body and flavor.

The use of iron utensils should be avoided. Iron spoils vinegar.

MAGAZINE NOTES.

Though not so well known as a novelist as her talented sister-in-law, Mrs. John Van Vorst has done some work in this line which has elicited high praise. What is probably her greatest novel is published complete in the July "Lippincott's," under the title "Second Quality." The leading character is a middle-aged American who has been so busy amassing millions that he has found no time to cultivate friends. When he finally decides to give up active business life, he goes abroad, where his loneliness palls upon him. To his delight he soon makes the acquaintance of a number of people whom he believes to be members of the innermost social circles. The list includes a princess and several other titled personages, but somehow they do not "ring true" to the bluff, simple-hearted American, and in the end he is forced to acknowledge that after all they are "second quality." But all is not glitter and sham in his experiences, for there is a pretty love story woven through the plot. Mrs. Van Vorst is familiar with Nice, Monte Carlo, and the other places she describes, so she is enabled to give the reader a most interesting and convincing picture of them. Dorothea Deakin, Will Levington Comfort, Clifford Howard, Caroline Lockhart, Karl von Kraft, and others contribute short stories, and there are a number of excellent special articles as well. Another feature, and not the least popular one, is "Walnuts and Wine." There are few who haven't heard of "Walnuts and Wine," even among those who do not read "Lippincott's" regularly, for it is probably the most widely quoted humorous section published in America.

All delivery charges are paid to your nearest freight or express office when you buy Forbes' indexed coupon books. See advertisement.



An Inflamed Tendon
Needs Cooling
ABSORBINE
Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister; no hair gone; and you can use the horse. $2.00 per bottle delivered. Book 2-B free.
Absorbine, Jr., for mankind, $1.00 bottle. Cures Strained Torn Ligaments. Allays pain quickly. Genuine mfd. only by
W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass

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VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

John R. McFetridge & Sons
Printers
927 Arch Street
Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free cost.* Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—One Enterprise Counter Coffee Mill, almost new. Cheap. Address, U. Vogt, 13th Street opposite 2d Avenue, College Point, N. Y. 26

FOR SALE.—I will sell my grocery stock and fixtures with store and dwelling, or will rent and sell stock at inventory. Cleared in six years $10,000. This is best town in State. Cause of selling, ill health. This is a bargain. Address G. W. A., 180 Chestnut Street, Oneonta, N. Y. 26

FOR SALE.—Bargain! Stock, good will, fixtures, south Jersey general store for sale at once, no agents. Good reasons. 96 Malaga, New Jersey. 26

FOR SALE.—Grocery store doing large business and will stand the strictest investigation; established for a number of years; has horse and wagon; located on the main street. Rent, $50 per month. Can be bought in a quick sale for $2,200 Stoll & Hines, 246 Brigantine Ave., Union Hill, N. J. 25

FOR SALE.—On account of ill health I offer for sale my country store at Alfarata, Pa., doing a business of $10,000 a year. This store has not changed hands since it was started 18 years ago. Real estate for sale or rent. J. H. Myers, R. F. D. 4, Lewistown. Pa. 25

FOR SALE.—McCaskey Register, 150 acts, only used a short time and good as new. Price, $25. Address L. Mendelowitz, Rosebank, S. I., N. Y. 25

FOR SALE.—Lamson Cash Carrier; two stations. Sold for want of use. $25 Park Tea Co., 30th and Cumberland Streets, Philadelphia. 26

FOR SALE.—Oak counter show case, 7 feet long; in first-class condition. Used very short time. Sell for $5. Park Tea Co., 30th and Cumberland Sts., Philadelphia. 26

WANTED.—A man to take charge of a general merchandise country business. Good chance for advancement. Must come well recommended Only hustlers need apply. Address C. E. Engel & Co., Medford, Md. 26

WANTED. — One Toledo Computing Scale; one ten foot show case for counter; one eight floor case; one vegetable display stand; one coffee mill, to hold one or two pounds; one or two spice cabinets; one grocery refrigerator. Must be in good condition. C. A. McPherson, Patton, Pa. 25

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

FOR SALE.—Grocery fixtures for sale: Large refrigerator; Walker bin counter; Walker bins and shelving; two 5-bbl Bowser oil tanks; one computing scale; two Troemner scales. We have other fixtures. All in first-class condition. Will sell cheaply. B. J. Lynch, Olyphant, Pa. 26

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 329.—In Germantown, Philadelphia. Does $300 weekly, all cash. Stock about $1,000. No team. Nets clear 10 per cent. This business sells only groceries. The meat department is rented to another dealer on profitable terms, which make advertiser's rent very low. Owner has other business which takes his time. Price inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price Inventory.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price Inventory. Take around $800. Dwelling.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22x60. Does $500 weekly, all cash. Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

No. 360.—In West Philadelphia. Groceries, meats and provisions. Size, 17 x 30 feet. Does $400 to $500 weekly, half cash, balance weekly and monthly. Stock, $600. Owner takes out $40 weekly, beside living expenses. Uses one team. Good dwelling attached. Owner is going into the saloon business and will sell at inventory. Will take around $1,000. This is a splendid money-making proposition.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does $125 weekly, half cash. Stock, $1,000. Clean net profits, 15 per cent. Dwelling connected for sale. Owner has Government position and cannot give attention. Will sell at inventory. Will take around $1,500 for stock and fixtures and around $2,500 for the property. Full investigation.

No. 363—In West Philadelphia. Groceries, meats and provisions. Store 17 x 38 feet. Does $17,000 to $18,000, two-thirds cash. Stock $500. Net profits 10 per cent. Good 10-room dwelling connected for sale. Uses one team. Owner has seashore hotel and wants to give it his whole time. Take $2,500 on the property and inventory for stock and fixtures. Established 10 years ago and a very successful business.

No. 365—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 30 feet. Does $300 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything Stock about $900. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell fixtures at $550 and stock at inventory. Will take all told about $1,400. Fullest investigation. In order to guarantee a business of $300 per week, seller will deposit $100 as a forfeit for the buyer's protection.

No. 366—In North Philadelphia. Groceries, meats and provisions. Size, 20 x 50 feet. Does $400 weekly, all good trade. Stock about $800. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around $1,500.

No. 367—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $200 weekly. Stock $300 to $350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about $500.

No. 369. — Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does $250 weekly, two-thirds cash. Stock $700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around $1,000.

No. 372.—In South Philadelphia. Groceries, meats and provisions. Store, 16 x 30 feet, with back room 16 x 12. Does $400 weekly, all cash. Stock, only $500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Fullest investigation. Established 14 years. Fixtures about $685. Stock at inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24 x 60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS $5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did $50 000 last year, every cent collected. Stock averages $2,500 and makes net profit of $5,000 to $6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at $20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO..
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between $1,500 to $4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SITUATION WANTED.

WANTED.—Grocery clerk wants situation. Active, intelligent young man, with thorough knowledge of the business. At present employed. Ten years' reference. Thomas Donovan, 1020 Wallace St., Philadelphia, Pa. 25

WANTED.—Would like a position as demonstrator. Am a graduate of Philadelphia High School. For the last 18 months have been a canvasser for Strayer's Business College. Sarah E. Whitaker, 23 First Ave., Collingswood, N. J. 25

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. June 22, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel	$2.00 per bunch
Selected, 9 hands, packed 1 in barrel	1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.35 per bunch
Selected, 8 hands, packed 2 in crate	1.25 per bunch
Selected, 8 hands, packed 3 in crate	1.20 per bunch
Selected, 7 hands, packed 1 in crate	1.00 per bunch
Selected, 7 hands, packed 2 in crate	.90 per bunch
Selected, 7 hands, packed 3 in crate	.85 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA PINEAPPLES.

Fancy Red Spanish, 24s	$3.00
Fancy Red Spanish, 30s	2.85
Fancy Red Spanish, 36s	2.50
Fancy Red Spanish, 42s	2.50
Fancy Red Spanish, 48s	2.25

MESSINA LEMONS.

Fancy Messina, 300 size, per box	$3.25
Choice Messina, 300 size, per box	3.00
Choice Messina, 360 size, per box	3.00
Extra Fancy Large, 150 size, per half box	1.75

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box	$3.00
Fancy quality, 126 to box	4.00
Fancy quality, 150-176 to box	4.50
Fancy quality, 200-216 to box	4.50
Fancy quality, 250-288 to box	4.25
Extra choice, 96-112 to box	4.00
Extra choice, 126 to box	4.00
Extra choice, 150-176 to box	4.25
Extra choice, 200-216 to box	4.25
Extra choice, 250 to box	4.00

FANCY MEDITERRANEAN SWEETS.

Fancy quality, 96-11 to a box	$2.50
Fancy quality, 126 to a box	3.50
Fancy quality, 150-176 to a box	4.00
Fancy quality, 200-216 to a box	4.00
Fancy quality, 250 to a box	3.25

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box	$2.35
Fancy Quality, 126 to box	2.50
Fancy Quality, 150-176-200 to box	3.50
Fancy Quality, 216-250 to box	3.50
Fancy Quality, 288-360 to box	2.75

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	3.00
Fancy quality, extra large, 270 to box	3.00
Choice quality, 240 to box	2.75
Choice quality, 300 to box	
Choice quality, 360 to box	

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN ::: ECONOMICAL ::: SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, $4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributers for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washed Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.16
"B" Santos	.15
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.10½
No. 2 Rio	.09
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00
Seven Day, 100 lbs. to case....per case	10.25

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.33
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Ooleng	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb., plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	1.03
Wagner's, 3 lb., sauce, 2 doz	1.08
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.25
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.50
Pin Money, standard early June, 2 doz	1.00
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.90
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.90
Standard, 3s, 2 doz	.85
Gallon, ½ doz	2.75
Fair Quality, 3s	.80
2s, 2 doz	.65

CANNED FISH.

Salmon—		
Clover Leaf, 1 lb., flat, 4 doz		
Clover Leaf, ½ lb., flat, 4 doz	1.25	
Sockeye, 1 lb., flat, 4 doz	2.10	
Seward, 1 lb., tall, 4 doz	1.50	
Jockey, 1 lb., tall, 4 doz	1.50	
Stonewall, 1 lb., tall, 4 doz	.95	
Argo, 1 lb., tall, 4 doz	1.05	
Sockeye, ½ lb., flat, 4 doz	1.25	
Iceberg, 1 lb. tall, 4 doz	1.45	
Lobsters—		
Gold Label, picnic size, 4 doz		
Beaver, 1 lb., flat, 4 doz	2.25	
Star, ¼ lb., 8 doz. in case	1.50	
Star, ½ lb., flat, 8 doz		
Gold Label, ½ lb., flat, 8 doz		
Beaver, ½ lb., flat, 8 doz		
Clams—		
Gold Label Brand, 1 lb., tall, 4 doz	1.10	
Mackerel—		
Mackerel in sauce, oval		
Oysters—		
Standard, 5 oz., 2 doz	1.00	
Sardines, in Oil—		per case.
¼ oil, 100		
Gold Label, ¼ oil, 100 cans	6.50	
Standard, ¼ oil, 100	3.50	
¼ lb., oil, with key, 100	3.75	
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50	
¼ Mustard Sardines—		
Gold Label, 100 cans	6.50	
Standard, 100 cans	3.65	
Leon D'or Brand, 100 cans	4.00	
¾ Mustard Sardines—		
Gold Label, 50 cans	4.50	
¾ Mustard, 50 cans	2.95	
Harbor Brand, 48 cans	3.75	
Imported Sardines—		
½ Oil, Martell Brand, 100 cans	16.00	
½ Oil, Marie Elizabeth, boneless, 100 cans		
¼ Oil Imported—		
Martell, 100 cans	9.50	
North Cape, Smoked, 100 cans	8.50	
Grisetta, with key, 100 cans	8.25	
King Oscar, 100 cans		

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 dez	
Gooseberries, 2 lb., 2 doz	
Pie Peaches, 3 lb., 2 doz	1 25
Pears, 3 lb., 2 doz	1.10
Sliced Pineapples, 2 lb., 2 doz	1.25
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	.90
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.00
Standard Peaches, Sunset 3 lb., 2 doz	2.35
California Apricots, 2 doz	2.70
California Cherries, 2 doz	3.60
California Peaches, 2½ lb., 2 doz	2.70
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.03
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.09½
Best, 25 lbs	.12½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.17
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	.08½
40- 50, 25 lbs	.08
50- 60, 25 lbs	.07½
60- 70, 25 lbs	.07
70- 80, 25 lbs	.06½
80- 90, 25 lbs	.06¼
90-100, 25 lbs	.05
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	
Seedless Sultana, 50 lbs	.07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.78
Fine Dairy, 3s, 100 to bbl	2.64
Fine Dairy, 4s, 70 to bbl	2.53
Fine Dairy, 5s, 60 to bbl	2.52
Fine Dairy, 8s, 35 to bbl	2.38
Fine Dairy, 10s, 28 to bbl	2.38
Worcester, 2½s, 115 to bbl	4.00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt....per cwt.	.95
Shaker, 2 doz. in case....per case	1.60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.50
Lady Washington Beans, about 200 lbs. to bag	2.60
Green Peas, dried, about 165 lbs. to sack	2.55
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.75
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O.	.30
Julian F. Bradshaw's Molasses, No. 44	.32
Cheapside Molasses	.28
Black Strap Molasses	.18
Gilt Edge Syrup	.31
Gold Medal	.31
King Syrup	.31
Orange Brand Syrup	.33
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages
Cut loaf
Powdered
XXXX, powdered
Cubes
Fine Granulated, American
Fine Granulated, 100 lb. sacks
Confectioners' A
No. 1, A
Light Yellow
Fine Granulated, 2 lb. bags
Fine Granulated, 5 lb. bags

At very lowest prices day order is received.

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3.85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.15
Star, 4 doz	4.20
Dime Brand, 4 doz	3.60
Lion, 4 doz	4.25
Premium, 4 doz	3.95
Hires' Silver, 4 doz	4.35
Square, 4 doz	3.60

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	3.85
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.25
Our Pet, baby size, 6 doz	2.80
Peerless, small size, 4 doz	1.80
Peerless large size, 4 doz	3 20
Columbia, 4 doz	3.30
Silver Cow, 6 doz	
Van Camps, 4 doz, in cans....per can	4 15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Doric, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 3, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3 50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz.	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.25
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3.90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	3.00
Premium	100	3.75
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.25
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Lion	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	4.00
Duck	100	3 85
20 Mule Borax	100	4.00
Rib	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.40
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Conti, Imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3 75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio	3 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.03
Army and Navy Compound	4 doz.	1.80
Fiuola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3.75
Bon Ami, 10c. size	3 doz.	2.50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.48
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen	per case, 2.90
Quarts, 2 dozen	per case, 2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen	per case, 1.95
Tins, 2½-lb., 2 dozen	per case, 2.30
Tins, 3-lb., 2 dozen	per case, 2.50
Tins, 5-lb., 1 dozen	per case, 2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	32.00
Georges count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, thin, count 300@400	18.00
Norway, count 400@450	22.00
Norway, count 300@350	26.00
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08¼
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.33
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Fouchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16¼
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16¼
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14¼
Good	.13¼
Fair	.12¼
Rio—	
No. 1—Golden	.15¼
No. 2	.15
No. 3	.14¼
No. 4	.14
No. 5	.13¼
No. 6	.13
No 7	.12¼

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twalo	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105–110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	.10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15¼
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.39½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22¼
Paprika	.41
Mace, Straight Penang	.37½
Mustard	.24½

Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2⅛s, unpeeled Calif.	5.75
Medium green 2⅛s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sauce, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.35

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5¼-in. cans, fancy New Jersey	1.60
5¼-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Sauer Krant 3s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

	Per doz.
Apricots—	
Fancy 3s	3.30
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.30
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.30
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2.75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ¾s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

	Per lb
Seeded Raisins—	
Fancy, 1-lb. cartons	.09¼
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08
California, 3 cr., 50 lbs	.07
California, 2 cr., 50 lbs	.06½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2¾-in., 10 lbs	10
2½-in., 12 lbs	
2¼-in., 12 lbs	.09
2-in., 12 lbs	.08¼
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.08¾
Natural, choice	.06¾
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05¼
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
30x40, choice	.07¼
40x50, choice	.06½
50x60, choice	.06
60x70, choice	.05¼
70x80, choice	.05
Choice. 50-lb. box—	
60x70, 80x 90	
70x80. 90x100	
Prunes in 25-lb boxes.	
Fancy 40x 50	.11¼
50x 60	.10¾
60x 70	.10
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.07½
40x50	.07
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.12
Extra Choice Muir	.11½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flat, shelled	
In shells—	
California P. S., 80 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 180 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 80 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18¼
Extra choice, boxes, 25 lbs	.14¼
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ⅛s, accord'g to qual.	19.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	13.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.06@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES. Column.

heese 27
lams 43-44
ard, Pure and Compound 44
ity Dressed Veal 44

DECLINES. Column.

Mackerel 34
Squahs 45
Poultry, Philadelphia Broilers 45

ADDITIONS. Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	58 "
Flaxseed	56 "
Onions	57 "
Shellbarks	46 "

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SUGAR.

Confectioners' Lozenge, XXXX	5.60
" Powdered	5.50
" Crown A	5.75
" Crystal A	5.40
" Coarse Granulated	5.50
Eagle Tabletz	6.70
Crystal Dominoes	7.85
Cut Loaf	6.30
Patent Cubes	5.65
Powdered	5.50
Extra Fine Granulated	5.50
Coarse Granulated	5.35
Granulated	5.35
Fine Granulated	5.35
" in 50-lb. bags packed 2 in 100-lb. bag	5.40
" in 25-lb. bags packed 4 in 100-lb. bag	5.40
" in 10-lb. bags packed 10 in 100-lb. bag	5.50
" in 5-lb. bags packed in bbls	5.55
" in 5-lb. bags packed in 100-lb. bags	5.55
" in 2-lb. bags packed in bbls	5.65
" in 2-lb. bags packed in 100-lb. bags	5.65
" in 2-lb. cartons in cases	5.55
" in 2-lb. paper packages in cases	5.55
Confectioners' A	5.20
1—Keystone A	5.10
2—American A	5.15
3—Centennial A	5.05
4—California A	5.00
5—Franklin B	4.95
6—Keystone B	4.90
7—American B	4.85
8—Centennial B	4.80
9—California B	4.75
10—Franklin Extra C	4.70
11—Keystone Extra C	4.65
12—American Extra C	4.65
13—Centennial Extra C	4.60
14—California Extra C	
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOZA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Cholcest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fins	15 @ 20
Choice to Extra	28 @ 30
Cholcest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	25 @ 17
Choice to Extra	18 @ 28
Cholcest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
English Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formoza Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea ..... .50

Almoco, lead foil package teas, ¼s and ½s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas ..... .40

Tetley's Tea— Per lb.

¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins, per lb.

India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ..... per doz.	.90

Caricol Blend, Martindale & Co.:— Per lb.

5-lb. Silver Sacks	.22
1-lb. Silver Sacks	.22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25

Spring Garden Tea—

100 lb. barrels ..... per lb. net		.18
5 lb. silver bags	" "	.19
1 lb. silver bags	" "	.19½
½ lb. silver bags	" "	.20
¼ lb. silver bags	" "	.21

Packed in cases containing 100 pounds.

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	Per doz.
McCormick & Co's Banquet Brand—	
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

	per doz.
Purple Ribbon. 16 oz., 2 doz. boxes	.90
Purple Ribbon, quarts, 1 doz. boxes	1.50
Purple Ribbon, ⅛ gals. ½ doz. boxes	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes	.75
Colburn's Autumn, hotel size, 1 doz. boxes	.90
Violet, pints, 2 doz	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ..... per gross	9.25
Mica, ¼ gross ..... per gross	8.40
Peerless, ¼ gross ..... per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	2.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb., 4 doz ..... per doz.		.45
Davis' O. K., ½-lb., 3 doz ..... per doz.		.90
Davis' O. K., 1-lb., 2 doz ..... per doz.		1.65
Davis' O. K., 5-lb., ½ doz ..... per doz.		7.20
Cleveland's, 10-c. size, 4 doz ..... per doz.		.84
Cleveland's, ¼-lb.,	4 doz ..... per doz.	1.23
Cleveland's, ½-lb.,	2 doz ..... per doz.	2.28
Cleveland's, 1-lb.,	1 doz ..... per doz.	4.40
Leslie's, ¼-lb. cans, 2 or 3 dz. cartons, 4 dz. cases		.45
Leslie's, ½-lb. cans, 2 doz. cases		.90
Leslie's 1-lb. cans, 1 doz. cases		1.65
Leslie's, 5-lb. cans, 6 cans in case ..... per lb.		.12
Sea Gull, 6 oz., glass, 4 doz		.45
Parrot and Monkey, 4 doz		.45
Rumford's Yeast Powder:—		
4 oz. glass, 2 doz		.82½
6 oz. glass, 2 doz		1.07½
6 oz. glass, 4 doz		1.04
6 oz. glass, 6 doz		1.03
6 oz., 1 gross, in bbl ..... per gross,		12.25
Rumford Baking Powder:—		
5c.-tins, 4 doz ..... per doz.		.45
10c.-can, 4 doz. in box ..... per doz.		.90
½-lb. cans, 2 doz in case ..... per doz.		1.25
1-lb. cans, 1 doz. in case ..... per doz.		2.50

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Royal, 50c. size, 4 doz	.86
" ¼ lb., 4 doz	2.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case ..... per doz.	12.00
" 1 " 2 " ..... "	2.50
" ½ " 2 " ..... "	.55
" ¼ " 3 " ..... "	.75
Purity Brand 5 " ¼ " ..... "	6.00
" 2 " 1 " ..... "	2.50
" ½ " 3 " ..... "	.80
" ¼ " 3 " ..... "	.45

BLACKING—Shoe. Per Gross.

Shinola ..... per doz.	.75
Shinola, ½ gross in box, with 3 brushes and dauhers or rug, free ..... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.75
Blackola, 3 doz ..... per gross	6.80
Bixby's Bezt, No. 1	2.75
" " B. B. B. M ..... per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 2, ¼ gross	2.25
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French ..... per doz.	2.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.75
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	.75
Admiral Ruzset Combination	70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	.85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

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GREEN COFFEE.

	Per lb.
Rio Golden Fancy	.09 @.09½
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	@.12½
" Fancy	.10 @.10½
" Choice	@.09½
Maracaibo, Strictly Fancy, Mild	.12 @.12½
" Choice	@.11½
Washed Caracas, Fancy	.14 @.14½
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½ @.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ½ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17¾
Eureka	.14½
Leader	.13
Jap	.22
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¼	15 35/100
Lion	13⅝	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins	.26
Salude, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

Ground or pulverized without extra charge.

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Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 30 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21½
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27½
Tourist, 24 or 30 3 lb. tins	.27½
Almoco, 40 or 60 1 lb. tins	.20½
Almoco, 24 or 30 3 lb. tins	.20½
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.80
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ½-gross improved cans, per gross	2.25
Floto's Coffee Essence, ½-gross cans, tin ends, per gross	2.70
Floto's Coffee Essence, ½-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ½ gross, per gross	2.25
Hummel's Essence, tin can, ½ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05¾
" English Ground, bags about 160 lbs.	.05¾
" Franeks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.60
Ball Blue, 2 oz., 3 doz	4.80

BLUING—Liquid.

	Per Gross.
Boyer's Bengal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.26
" First, "	.25
" Second, "	.24
" Third, "	.22-.26
" Imitation, 30-60 lbs	.21-.24
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.27
Ladles, 30-60 lbs., bakers' use	.20
Print Butter:—	
Star or S. D. brands, 1 lb., 30-50-lb. bxs.	.30
B. B., E. D. brands, 30-50-lb. boxes	29
J. J., C. V., Gilt Edge, Gold Medal, 30-50-lb. boxes	.28
Sbeaf ("400") Elgin, 30-50-lb. boxes	.27
Sbeaf	.26
Milhen Farm, lbs. and ½ lbs	.31
Gurnse, pounds or half pounds	.29
Belle Spring	.27

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.10¾
" 16's, "	.11¾
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " " per box	2 00
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1½	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	
Mason's, pints, per gross	6.60
Mason's, quarts, per gross	6 85
Mason's, half-gallons, per gross	8.75

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Jelly Tumblers—	
Barrels, 22 doz., per doz.	.19

(No charge for barrels.)

Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	2.75
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	.45
" medium, 1 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

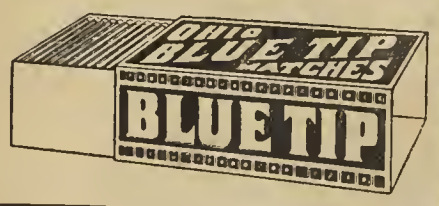
(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz., per doz.	.40
¼-lb. " " "	.75
⅛-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz., per doz.	.90
¼-lb. square cans, 2 doz. "	.85

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.20
DuBois' Frying	1.10
Jersey King, No. 3, Standard Jersey	.90
Blue Hen Chickens, No. 3	.80
Silver Lake, fancy, Jersey	97½
Hoffecker's, standard, No. 3	.82½
Plantation, No. 10, 1 doz	2 45
Silver Lake, No. 10, 1 doz	2 75
Golden Rule, No. 3, seconds	.80
Alta, No. 2	.60
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.50
Mikado, Penna., fancy	.90



THE FINEST MATCH MADE

The ideal modern match is the **Ohio Blue-Tip Safety Match.** While you can strike it on anything, it is a Safety Match because you can strike only the tip.

Far better than other double-tip matches, because it never gets soft, never flares up spontaneously, never drops or flies around.

The finest match made by all odds.

OHIO MATCH SALES CO.
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Philadelphia Office and Warehouse
411 Marshall Street

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Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg-O-See Cereal Company
QUINCY CHICAGO BUFFALO

Oakdale Pretzels
Are What You Want

¶ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

¶ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

¶ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.

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Boyer's, 2s	.72½
Acorn, 3s	.95
Acorn, No. 2	.65
Safe, No. 2	.55
White Wax Beans—	
Champion	.70
Winsom, N. Y., No. 10, 1 doz	3.62
Beanz (Pork and Beans—	
B. & M., No. 3, plain	2.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1.05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moore & Brady, No. 3, plain	.85
Moore & Brady, No. 3, sance	.90
Moore & Brady, No. 1, picnic size, plain	.42½
Moore & Brady, No. 1, picnic size, sauce	.47½
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
2-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
Red Kidney Beans—	
Joan of Arc, No. 2	.82½
Van Camp's, No. 2, 2 doz. per doz.	.77½
Corn—	
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.80
Shoe Peg, Ozborn's	.65
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.65
Vanity, No. 2, Whole Grain	.62½
Royal Exchange, Whole Grain	.60

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Peas—	
Tres Fins, 100 cans	13.75
French, very fine, 100 cans	13.25
French, fine, 100 cans	11.75
French, medium, 100 canz	10.25
Boyer's, Midgets	1.55
Boyer's, Extra Sifted	1.45
Boyer's, Sifted	1.15
Boyer's, Early June	.95
Jumbo Juns	.90
Little Nell's, Baltimore	.02½
Hermit Brand, No. 2	.32½
Beets—	
Silver Lake, fancy, No. 3	2.00
Chatauqua, No. 3	.95
Succotash—	
Quaker, extra fancy	2.05
Spinach—	
Champion, No. 3	1.12
Shawnee, No. 3	1.10
Farren's, No. 3	1.00
Farren's, No. 10	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz	
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz	2.35
Asparagus—	
Superior, large, No. 2½	3.50
Staple, medium, No. 2½	3.00
Swan, medium, No. 2½	3.25
Del Monte Tips, No. 1½	2.85
Extra Tips, No. 1½	2.75
El Dorado Tips, No. 1½	2.70
El Rio, medium, No. 2½, 2 doz	2.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.40
Extra standard	
Standard	
Pears—	
Bartlett, extra quality, 2½s	2.25
Bartlett, extra standard, 2½s	2.20
Bartlett, standard, 2½s	2.00
Cherries—	
Extra quality, 2½s	2.55
Extra standard, 2½s	2.50
Standard, 2½	2.25
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.65
Tioga, No. 2½, ex. standard lemon cling	2.45
Valley, No. 2½, standard lemon cling	2.30

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Thistle, No. 2½, standard lemon cling	2.25
Agate, No. 2½, standard lemon cling	2.00
Lake View, No. 2½, yellow frse	2.10
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.45
Columbus, No. 2½, pie peeled yellow free	1.47½
Columbus, No. 2½, pie peeled lemon cling	1 50
Plums—	
Extra standard egg	1.70
Extra standard green gage	1.70
Standard egg	1.45
Standard gage	1.45

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.50
Keystone, No. 3, 2 doz	.85
Booth's, oval, No. 3	.75
Blackberries—	
Farren'z, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Loggiez, No. 2	1.50
Loggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, whits, No. 2	
Peaches—	
Maryland Leader, yellow, No. 3	2.52½
Maryland Leader, white	1.47½
P. & B. yellow, No. 3	1.55
Gypsum, No. 3, pie	1.35
Pears—	
Silver Lake, No. 3	2.40
Fowling Creek, good, No. 3	1.25
Ayres Good, No. 3	1.05
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.30
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Silver Lake, No, 10, 2 doz	
Strawberries—	
Anchor, No. 2	.92
Jumbo, No. 1, 4 doz	1.00
Silver Lake, No. 2	1.35
Defence, No. 2	1.90
Pineapple—	
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.35
Singapore Chunks, No. 1½, 4 doz	1.05
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	95
P. & B., grated, No. 3	.75
James, No. 3, pie, grated	.80
Singapore, cubes, No. 1, 4 doz	.67½

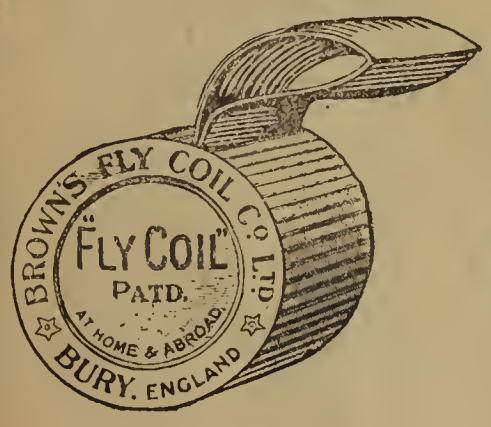
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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Chop Tan Hin, ⅝ lb., cubes'	75½
" ⅞ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Devilled, No. 1, 4 doz	2.17½
Devilled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 05
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.55
B. & M., No. ½, flat, 4 doz	2 40
B. & M., No. 1, tall, 2 doz	4.35
B. & M., No. ¾, flat, 4 doz	3.00
Star brand, No. ¼, flat, 4 doz	1.25
Star brand, No. 1, tall, 4 doz	3.90
Star brand, No. 1, flat, 4 doz	4.00
Shrimps—	
Peerless Brand (Barataria), dry, No 1, 2 doz	2.17½
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.12½
Cotton Bale, pickled, No. 1, 2 doz	1.10
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.92½
Boyer's, No. 2, 2 doz	1.80
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.85
Victory, No. 1, 2 doz	87½
Kippered Herring—	
Maconache'z, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.82½
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	2 00
Hapgood's, 1 lb., flat, keyz	2.35
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.40

The first man who tried to catch a Fly, did it without



Brown's Fly Coil

and the Fly got away. That's why we are bothered with millions of them to-day. BROWN'S FLY COIL is the thing to catch these millions with, because the Flies can't leave it alone and can't get away from it. Will catch more Flies to the square inch than any other Fly-catching device extant. It is neat, clean, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your Flies and your trade.

BUCKNAM & VANDERPOEL CO.
MANUFACTURERS' REPRESENTATIVES
198 West Broadway, NEW YORK

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

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Horseshoe, No. 1	1.50
White Bear, red, No. 1, tall	1.32½
White Raven, ½s	.95

SARDINES Imported.

Chancerelle, ½s, key	26.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ½s	9.00
La Champagne, ¼'s, key, boneless	
G rard, ½'s, key, boneless	34.00
French,	
¼s, Martels	10 80
½s, Martels	13.25
Morel, ½s, boneless	16.00
Mustard—	
¼s, Irma, 100 cans	3.60
¼s, Raven, key, 100 cans	3.27½
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.60
¼s, Harbor, 43 cans, wrapped	3.40
¼s, Blanchville, 50 cans	2.30
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Owl, key, 100 cans	3.52½
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.40
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.22½
" with key, No. 6, 1 doz	7.00
" with key, No. 14, ½ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.40
" with key, No. 2, 1 doz	2.30

Chipped Beef.

No. 1, 2 doz	2.15
No. ½, 2 doz	1.37½
Glass, No. ½, 2 doz	1.55
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.	
Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.42½
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.	
Fairbank's, No. 1, 2 doz	1.35
Fairbank's, No. 2, 1 doz	2.35
Armour's, No. 1, 2 doz	1.40
Armour's, No. 2, 1 doz	2.35
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.46
Kingan's, No. 2, 1 doz	2 42½

Lunch Tongue.	
Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.80
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.	
Fairbank's No. 2, 1 doz	7.00
Libby's, No. 2½, 1 doz	10.00

Potted Ham or Ox Tongue.	
Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.	
Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	.85
No. ½, 2 doz	1.50
R. & R., No. ¼, 4 doz	1.75

Boned Meats.	Per Doz.
Curtice Brothers, "Blue Label"—	
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	7.00
Whole Ham, No. 2½	10.00

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Devilled Meats.	No. 5 oz. Per Dos.	No. 10 oz. Per Dos.
Curtice Brothers, "Blue Label"—		
Ham	1.25	2.15
Tongue	1.25	2.15
Chicken	1.85	2.90
Turkey	1.85	2.90

Potted Meats.	No. ½ Tin. Per Dos.	No. ½ Tin. Per Dos.
Curtice Brothers, "Blue Label"—		
Ham	1.20	2.00
Tongue	1.20	2.00
Chicken	1.80	2.75
Turkey	1.80	2.75

Soups.	per doz.
Snider's Tomato Soup—	
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ½ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

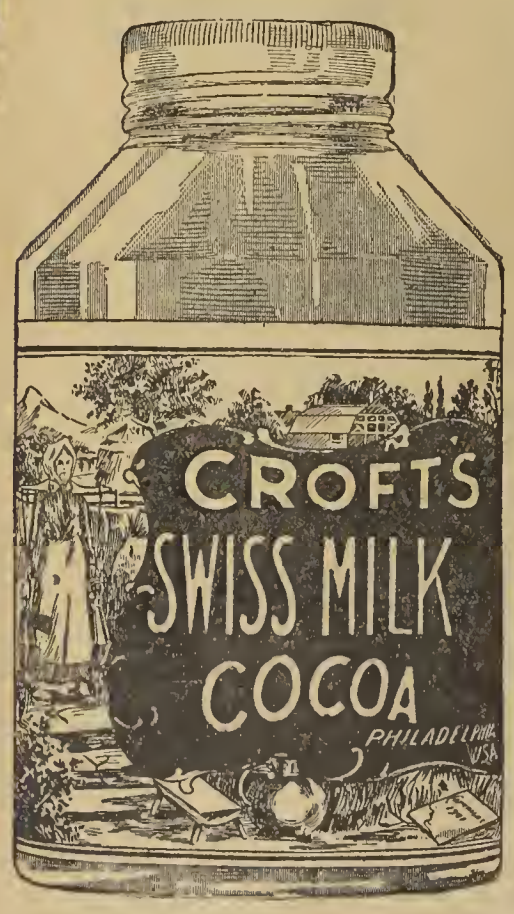
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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Microften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolate	"	.12
King B Assorted Chocolate	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.11½
Honey B Comb	21-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.12
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozenges	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	20-lb. boxes	.09½
Penny goods	12 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz	.92½
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85



WHERE the GLASS JAR COMES IN

The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.

Something New from An Old House



¶ Our **Café des Gourmets Coffee** is our latest effort to please our friends and to give them a highly perfected blend at the popular price of 25 cents a pound.

¶ It is packed in handsomely labeled, air-tight tins so as to protect its freshness and natural aroma.

¶ **Café des Gourmets** is a satisfying drink and will please your most exacting trade, conforming to the usual high standard set by *Wilde's*, and is backed up by their reputation gained through more than 90 years of fair business dealings. A trial will prove its worth.

SAMUEL WILDE'S SONS CO., Importers
Coffees Teas and Spices
11 DUTCH STREET - - - NEW YORK

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KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—	Per Case.
Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs	.35
Caracas, sweet, 6 lbs	.30
German, sweet, 12 lbs	.25
Auto, sweet, 6 lbs	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.34
" ¼-lb. " "	.35
Premium Chocolate, ½s, 12 lbs	.34
" ¼s, 12 lbs	.35
Best Sweet Chocolate, 1-5s, 6 lbs	.22
Best Sweet Chocolate, 1-5s, 12 lbs	.22
Hersbey's—	
Milk, 48 5 cent, per box	1.45
Cocoa, Epp's, ½-lb. tins, 7 lbs	.42
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb	.42
" " ¼s, 6 lb	.44

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per doz.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-oz. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—

Milk Chocolate, 6 to lb	.45
Queen, 4 to lb	.42
Sweet Vanilla, 4 to lb	.28
" 8 to lb	.28
Plain Cooking Chocolate, ½-lb. cakes	.36

Blooker's Cocoa Powder—	
¼-lb. tins, 2 doz. in box, per doz.	1.88
½-lb. tins, 2 doz. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 doz. in case, per lb.	.52
10-lb. bags, 1 doz. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35
" ½-lb. tins, 6-lb. boxes, per lb.	.34
Wilbur's Chocolate—	
Premium, ½s, 12-lb, per lb.	.33
Sweet Clover, ½s, 6-lb, per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s	.38
Cocoa, labeled, ¼s	.40
Premium Chocolate, ½s	.33
Premium Chocolate, ¼s	.35

Lowney's:—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

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Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	.34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75

Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 doz. in box	1.85
" " ¼s, 6 lb. "	.33
" " ½s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes	1.50
" Premium, ¼s, 12 lb. "	.31
" " ½s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
¼-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box,	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz	6.25
Eagle, 2 doz	3.15
Challenge, 4 doz	3.75
Defiance, 4 doz	3.75
Magnolia, 4 doz	4.15
Rose, 4 doz	4.20
Dime, 4 doz	3.50
Winner, 4 doz	4.00
Baby, 1 doz., glass	1.90
Red Cross	4.15
Peninsular	4.15
Leader	3.90
Banner, 4 doz	4.10
Star, 4 doz	4.15

EVAPORATED MILK.

Peerless, family size, 4 doz	3.15
Peerless, 5c. size, 4 doz	1 80
St. Charles, family size, 4 doz	3 75
St. Charles, hotel size, 2 doz	
Silver Cow, 5c. size, 6 doz.	2.67½
Pet, 10-c. size, 4 doz, per case	3.10
Pet, 5-c. size, 6 doz, per case	2 65
Van Camps, 6 doz., small	2.65
Van Camps, 4 doz., family	3.00
Van Camps, 4 doz., large	3 65

HIRES CONDENSED MILK

Per case.



Silver	4.25
Queen	4.00
Premium	3.85
Blue Ribbon	3.85
Gold, tall	3.75
Gold, family	3.15

DOLLARS IN RETAILERS' POCKETS

Hundreds of Manufacturers and Jobbers of High-grade Standard Selling Goods are offering

UNIVERSAL COUPON CERTIFICATES TO RETAIL DEALERS

as an inducement to push the sales of their goods to consumers. These certificates are given at no increase in the selling prices, or cheapening of quality in their products, but are intended solely as a compensation for your assistance, and are exchangeable through us for valuable and useful merchandise, of which the following list represents a few of the

1000 ARTICLES TO CHOOSE FROM

Pianos	Harness	Buggies	Silverware	Typewriters	Scales	Lamps
Coffee Mills	Safes	Leather Goods	Strong Boxes	Wagons	Trucks	
Desks	Tools	Chinaware	Jewelry	Furniture	Sporting Goods	
Rubber Goods	Watches	Cut Glass	Toilet Articles	Trunks	Rugs	Clocks

Any retailer taking advantage of this liberal offer is simply putting extra dollars into his pocket, as the cost to him is absolutely nothing but represents a saving of 15 to 60 per cent. over the cost if he were to buy them in the regular retail way.

Write To-day for List of Goods and Manufacturers

Manufacturers' Trade-Mark Association, Dept. W, 253 Broadway, New York

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅓s	.26
" ¼s	.28
" ⅓s and ¼s	.26½
Franklin Baker Co's—	
Brazil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 120 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		10
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Graham Wafer		.10
Grandma Cookies	.08½	.09
Honey Jumbles, XX	.09½	.10
Iced Charter Oak		.09

—22—

Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Penn Treaty	.07	.09½
Iced Vedette Water	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Saltines		.12
Soda Biscuit XX	.06	.06½
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Water Crackers Star	.06½	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		.50
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1.00

Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

—23—

Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars .....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.23
.....loaf,	.24
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.80
in tin.....per lb.	.26
" 1-lb. tins.....per case	3.75
Camembert, in wood boxes.....per doz. 2.75-	2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, 14; ½ box, 14; less	.16
Muenster Cheese.....per lb.	.17
Brick Cheese, No. 1..... "	.16
English Dairy Cheese..... "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box..... "	2.25
Royal Luncheon Cheese—	2.25
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 doz. in case..... "	2.40
Picnic size, 2 doz. in case..... "	1.35
Trial size..... "	1.00
MacLaren Imperial Cheese, Club size.per doz.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	2.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box..... "	1.40
Neufchatel (Cow brand), 25 in box.....per box	.95
Star Cream, or Phila., 12 " .... "	1.50
Miniature Cream, or Phila, 18 " .... "	.95
Hand Cheese, 8 doz..... "	1.35
" 4 " ..... "	.70
" 4 " Thuringer..... "	.85

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box ..... "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages .....per lb.	.18

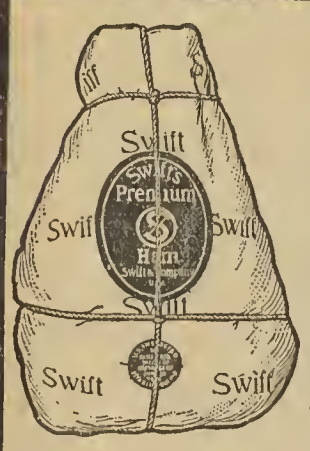
IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " ..... "	2.75
Carlsbad Speck (Imported Bacon)..... "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short .....per lb.	.24
" " long..... "	
" Mortadella, Dry .....per lb.	.25
" Knackwurst, 25 in box, per box, $4.75..... .....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes, .22; less.....	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .19; less.....	.21
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less.....	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less.....	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23; less.....	.24
" Salami (E), 50 and 100-lb. boxes, .20; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .18½; less.....	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .16½; less.....	.18
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham..... "	.28
" Petit Delicatess Frankfurters, plain, per doz.....	1.00
" Petit Delicatess Frankfurters, with Sauer Krant.....per doz.	1.00
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck..... "	.18
Mettwurst, half-round ..... "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Blutwurst..... "	.18
" Pfefferwurst..... "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz.....	4.75
" (Derby Brand), quart glass jars per doz.....	5.75
" (Derby Brand), 10-oz. jars, per doz.....	2 50
Calves' Head, in round tins .....per doz.	1.65
Pickled Meats, in glass..... "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)



Be an Expert on Hams

YOU will be surprised to see how many hams you can sell by being able to guarantee every one. Each and every one of **SWIFT'S PREMIUM HAMS** will back up the strongest guarantee you can give it.

Is there any sense in selling ham that nobody can guarantee?

You can satisfy your trade and increase it by selling **SWIFT'S PREMIUM HAMS** because their quality never fails.

We keep **PREMIUM HAMS** well advertised, and that makes them easy to sell.

Swift & Company, U.S.A.

Read the Two Letters

August 31, 1906.

MILLER & ENGLAND,
Philadelphia.

Gentlemen:—We wish to compliment you upon the eight Mahogany Show Cases which you have just installed in the Acker's Quality Shop. The workmanship, style and finish are equal to any we have ever seen, and they have excited universal admiration among the many other attractive features of this salesroom.

You are at liberty to exhibit them to anyone interested in show cases.

Yours, very truly,
FINLEY ACKER & CO.,
FINLEY ACKER, *Pres.*

November 9, 1903.

MILLER & ENGLAND.

Gentlemen:—It gives me much pleasure to commend you for the thoroughness of the work which you did for us in our Market Street Store, and which has excited unusually favorable comment.

Yours, very truly,
FINLEY ACKER & CO.,
By FINLEY ACKER, *Pres.*

Are you not safe in dealing with a firm which can show such letters as these.

MILLER & ENGLAND

No order too big, none too small, to be given our prompt and best attention.

7012-14-16-18 Woodland Ave.
PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.

What About Bad Years?

Bought all your canned goods yet? Will you get 100 per cent. delivery—all you bought? Maybe you will this year, because crops look good, but how would it have been if crops had been bad?

Isn't it fairer to buy of the concerns who deliver 100 per cent. in bad years as well as in good? **Blue Bell** and **Clover Farm** canned goods are delivered that way.

Good goods, too—none better packed in all Maryland.

Strasbaugh, Silver & Co.
ABERDEEN, MD.

—25—

eef Salad, In glass	per dos.	1.00
" " In pint jars, glass	"	
" " In quart jars, glass	"	
amb tongues, In glass	"	1.60

IOLLAND AND SCOTLAND HERRINGS.

	Kegs or Palls.
Iolland Herring, mixed, "Y. M." ⅛bbl.	5.50 60–75
" milkers, " ⅛ bbl.	6.50 75–85
" mixed, Standard, bbl.	
⅛ bbl.	5.50–6.50
Iolland Herring, milkers, Standard, bbl.	
⅛ bbl.	
cotland Herring, mixed, large fulls, bbl.	
⅛ bbl. 8.00	
" milkers, large fulls, bbl.	
⅛ bbl. 8.00	
Iarinirte Herring, Imported, abont 40 In pail.	1.25
Ioll Herring, Imported, about 25 In pail	1.00
piced Herring, Imported, about 40 In pail.	1.00
Iorway Stockfish, dry per lb.	15
Iatjes Herring per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
Qt. " " "	"	.55
Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. palls	per pail	.55
" 10-lb. palls	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, In glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ½ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" In 5-gal. kegs	per keg	2.75
" In ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" In 1-lb. tall tins	"	2.00
Fancy Kegs—1[1 keg, .80; ½ keg, .42; ¼ keg, .32; ⅛ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.	19.50		
½ " "	10.50	¼ " "	10.50		
¼ " "	5.50	⅛ " "	5.50		
⅛ " "	2.75	1/16 " "	2 75		

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—abont 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 9-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

—27—

COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.20
Western	.19

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.13
New York, Full Cream, new, 1st's, 40-lb. bxs.	.12–.12½
Picnic, Full Cream, new, fancy, 20-lb. bxs.	.13½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.		.28
Anchovies, In oil, ½ bottles		4.50
" " ½ "		3.25
Anchovy Paste, fancy, per doz.		4.75
" plain, per doz.		3.75
Boullion, Burnham, pints, 2 doz. In case		3.75
" " ½ pints, 2 doz. In case		2.00
Capers, Nonpariel, ⅛ gallon kegs		1.50
" " Quart, glass per doz.		7.00
" " bottled, ½ size per doz.		2.35
" " " ⅛ "		1.90
" " " ¼ "		1.15
Canton Ginger, large pots, cases 6 jars, per case		4.65
" med. " " 12 "		5.00
" small " " 24 "		4.75
Cherries In Maraschino, In glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse. p. dz.		.90
" " 3 lb., 2 dz. case		2.20
Currie Powder, pints, per doz.		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ⅛'s		2.65
" ¼'s		5.00
" ½'s		9.50
" 1's		18 00

—28—

French Peas, Extra Fins, per case	16.00
" Fins, per case	14.00
" Moyen's, per case	12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. In a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, In 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per dos.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50

Theodore Marquet Mushrooms:—

First Choice	25.00
Choice, 100 tins per case	23.00
Extra, " "	27.00
Hotel, " "	19.00
Truffles, ¼ per tin,	.30
" ½ "	.55
" ¼ "	1.15
" ½ "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs In Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallized Ginger, 1-lb. tins, per doz.	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	1.20

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become A STAPLE ARTICLE with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment, and PAYS A FAIR PROFIT.

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The Walter M. Lowney Company

447 Commercial Street, Boston, Mass.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

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FLOUR.

	Per Bbl
King Midas	6.40
Gold Medal	6.35
Millbourne	6.10
On Top	6.30
Ceresota	6.10
Pillsbury's Best	6.15
Taylor's Fancy	5.20
Semper Idem	4.70
Pride of the West	5.00
Sunbeam	4.80
Quaker City	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	

FARINACEOUS GOODS.

	Per Bag.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.20
" yellow, granulated, 100 lbs	2.20
" " table, 100 lbs	2.10
Western yellow, granulated, 100 lbs	2.00
Western white, granulated, 100 lbs	1.65
Quaker, 36 packages	23.5
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, per lb.	.05⅞
Marrows, Fancy N. Y. State, grain bags bush	2.60
Medium, Fancy, grain bags, bu.	2.57½
Pea, fancy, grain bags, bushel	2.60
Pea, fancy, Michigan, grain bags, bushel	2.55
Red Kidneys "	2.00
Peas—	
Green, per bushel	2.60
Scotch "	2.60
Split, yellow "	2.10
" green "	

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Lentils—		
000000, 110-lb. bags, per lb.		.05
Less quantity	"	.05½
Shaker Corn—		
Fancy, barrels, per lb.		.05½
Less quantity	"	.06
Hominy—		
Lea's Breakfast, 10 pkgs, case		1.50
Lea's Pearl, 100 lbs, per bag		2.25
Schumacher's Breakfast, 10 pkgs. to case		1.20
Western Pearl, 100 lb. bags		1.75
Western Grits, 100 lb. bags		1.75
Barley—		
OO		.05½
No. 3, 100-lb. bags		2.67½
Noodles, Climax, 24 10c. pkgs., asst., case		1.15
" " 48 5c. pkgs., case		1.25
" " asstd., 24 5c., 12 10c. case		1.20
" Smith's, 30 10 c. packages		1.90
" " assorted, 5 and 10 c		1.90
Golden Egg, 5 and 10 cent		1.55
Golden Egg, 5 cent		1.55
Golden Egg, 10 cent		1.55
Oatmeal, ⅝, per bbl		6.55
" " kegs 100 lbs., per keg		3.45
Oaten Goods, in cases—		Per case
Avena, 18 packages		1.42½
Banner Oats, 20 packages		4.35
H. O. Oats, 18 packages		2.30
Mother's, 18 packages		1.75
Quaker, 18 small size		1.50
Quaker, 20 large size		4.35
Rolled Oats—		
Avena, per bbl., 180 lbs		5.95
Avena, per keg, 90 lbs		3.12½
Standard, 180-lb. bbls		5.65
" 90-lb. bags		2 75
Sago—		
Fine, bags about 160 lbs		.03¾
50-lb. lots		.04⅛
Admiral, Pearl, 24's		.07¼
Tapioca, Instantaneous, 50 1's		.08½
" Colburn's Hasty, 36 pkgs		.07¼
" Minute, ¼-gross, per box		2.85
" Flake, about 125 lbs, per lb.		.04¾
" " less quantity	"	.04¾
" Pearl, 150 lbs	"	.04¼
" " less quantity	"	.05

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3 00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.70
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3 20
Mapl Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.35
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per doz		1.10
" Acidulated	"	1 10
Cox's, large	"	1.57⅙
" small	"	.95
Plymouth Rock, Pink or White	"	1.20
Nelson's, per doz.		1.35
" small	"	.95
Bromangelon, assorted 3 doz	"	.87½
Fruit Puddine, 2 doz., asst. flavors	"	.80
Jell-O, assorted flavors, 2 doz	"	.87½
Jell-O Ice Cream Powder, 2 doz	"	.97½
Jellycon, 1 doz. in case, per doz.		.87½
Jellycon, assorted flavors, 3½ doz, per doz.		.87½
Chalmer's, shredded		1.00
Chalmer's, granulated		1.00
Chalmer's, No. 1 packages		.45
Peter Cooper		.80
Tryphosa, per doz.		.95
Imperial Wine Jelly, per doz.		.95
" per gross		11.00
Gelatine, McKinley's, per doz.		.85
Wetmore's Double Refined, 36 10c. pkgs, per case		2.70
Puddine, assorted, 2 doz, per case		1.60
D-Zerta Jelly, assorted, 2 doz, per doz.		.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	.05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05¾
" Macaroni, bulk, "	.05¼
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Scales, No. 1, Tin Scoop, 10.00	Brass	14.00
Scales, No. 2, Tin Scoop, 7.00	Brass	9.00
Scales, No. 3, Tin Scoop, 6.00	Brass	7.00
Scales, No. 4, Tin Scoop, 5.00	Brass	6.00
Less 30 per cent. discount.		
600-lb. Platform Scale		12.00
Tea Caddies, Red, No. 52		14.00
Tea Caddies, Red, No. 53		10 00
Tea Caddies, Red, No. 54		8.00
Tea Caddies, Red, No. 55		5.00



"GET SOME"

Every good magazine in the country is sure to "get some" of our advertising.

Your customers are sure to "get some" of these magazines and read them, and sure to "get some" desire for

VAN CAMP'S PORK AND BEANS

They will come to your store to "get some."

That's your chance to "get some" profit.

Better "get some" from your jobber at once.

The Van Camp Packing Co.

Indianapolis, Indiana



The Man Behind the Tin

When you sell **Karo Corn Syrup** you entirely relieve yourself of responsibility as to the quality. *We* make **Karo**; *we* pack **Karo** in the sealed sterilized tins in which it reaches your customer. If there is anything wrong, it is our mistake and we'll make it good the minute we're told.

There will be nothing wrong, however, **Karo** Syrup is a rich, smooth delicious table syrup that never varies in quality a hair's breadth.

Three sizes—10, 25 and 50 cents, a good slice of which is yours. Any jobber.

Corn Products Manufacturing Co.

DAVENPORT, IOWA

—32—

Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bores, No. 2, 1½ to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00

Less 25 per cent. discount.

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" " 4	"	5.40
" " 5	"	7.20
X Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

Sherer's Eclipse Countors:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " ½
" " " 2
" " " 3
" " " 4
" **Grocers', without weights, Brass Scoop and Brass Plate, No. 1**
" " " " ½
" " " 2
" " " 3
" " " 4
" **Butchers', without weights, No. 0**
" " " 1
" " " 2
" " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case	"	.95
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.45

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater					
Ex. Norway, No. 1					
Ex. Norway, No. 2					
Ex. Norway, No. 3	24 00	12 60	6.50	1.21	
Ex. Norway, No. 4	21.00	11.00	5.65	1.30	1.09
Ex. Bloaters, xxx	35 00	18.10	9.25	2.10	1.65
Ex. Bloaters, xx	30 00	15.60	8.00	1.75	1.45
Ex. Shore, No 1	24 00	12 60	6.50	1.45	1.21
Large Shore, No. 1	20.00	10 60	5.50	1.25	1 05
Med. Shore, No. 1	22.00	11.60	6.00	1.35	1.13
Large Irish, No. 2					
Extra Irish, No. 2	19.00	10.10	5.15	1.20	1.01
Medium Irish, No. 2	18.00	9 60	5.00	1.15	.97
Small Irish, No. 2	18.00	9 60	5.00	1.15	97
Irish, No. 3					
Large, No. 3 Herring	16.00	8.60	4 50	1.05	.97
Lab. Split, Lg. No. 1	7 00	4.10			
Lab. Split, Lg. No. 2	6.00	3.60			
Shore, Round, Large	7.00	4.10			
Shore, Round, Med	6.00	3.60			
Ocean Whitefish	4.00	2.60	1.50	.43	
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.10	4.25	1.00	.85
Shad, No. 2, Mess		3.60			
Haddock, Pickled	6.00				

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.13

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	06½
Medium Bank	06¼
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ¼c. less

SMOKED FISH.

New Extra Scaled Herring	per box	.17
Small Extra Scaled Herring	per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.		.15
Smoked Salmon, whole fish	per lb.	.27
Cromarty Bloaters, 50s	per box	
" " 100s	"	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—

Fancy N. Y. State, 25 lbs	.09¼
Fancy N. Y. State, 48 1 lb	.09½
Choice N. Y. State, 50-lb. boxes	.08¾

Apricots—

Extra Choice Royals, 25 lbs	.15
Choice Royals, 25 lbs	.14
Standard Royals, 25 lbs	.13

Cherries—

California, unpitted, Black, 25 lbs	
California, pitted, Black, 25 lbs	

Currants—

Gold Medal, recleaned, 36 1s	.07¾
Gold Medal, loose, 25 lbs	.07⅝
Private Growth, extra, cleaned, 36 lbs	.07½
" cleaned, 30 lbs. bulk	.07¼

Peaches—

Extra Fancy Muirs, 50 lbs	.12
Extra Fancy Muirs, 25 lbs	
Extra Choice Muirs, 50 lbs	.11
Choice Muirs, 50 lbs	.09
Extra Choice, Yellow, 25 lbs	.09
Choice Yellow, 50 lbs	.08½

Pears—

Choice California, Bartlett, 25 lb	.09

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20- 30, 25 lbs				
30- 40, 25 "	.08½	.08	.07¾	
40- 50, 25 "	.07¾	.07½	.07¼	
40- 50, 50 "				
50- 60, 25 "	.07¼	.07	.06¾	
50- 60, 50 "	.07	.06¾	.06½	
60- 70, 25 "	.06¾	.06½	.06	
60- 70, 50 "				
70- 80, 25 "				
70- 80, 50 "				
80- 90, 50 "	.05½		.05¼	
90-100, 25 "				
90-100, 50 "		.04¼	.04	
100-120, 50 "				

Raisins—	
Muscatels, 4 crown, 50 lb	.05¼
" 3 " 50 lb	.04¾
" 2 " 50 lb	.04¼
Cal. Thompson Seedlezz, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Gilabert's, Layer, Valencias, 28 lbs	.05½
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07½
Butterfly, fancy, 36 1s	.07¾
Owl, fancy, 36 1s	.07¼
Harvest, choice, 36 1s	.07
Citron, fancy, boxes, 10 lbs	.16
" fancy, 25 lbs	
Lemon Peel, fancy, boxes, 10 lbs., net	.11½
Orange Peel, fancy, boxes, 10 lbs., net	.11½

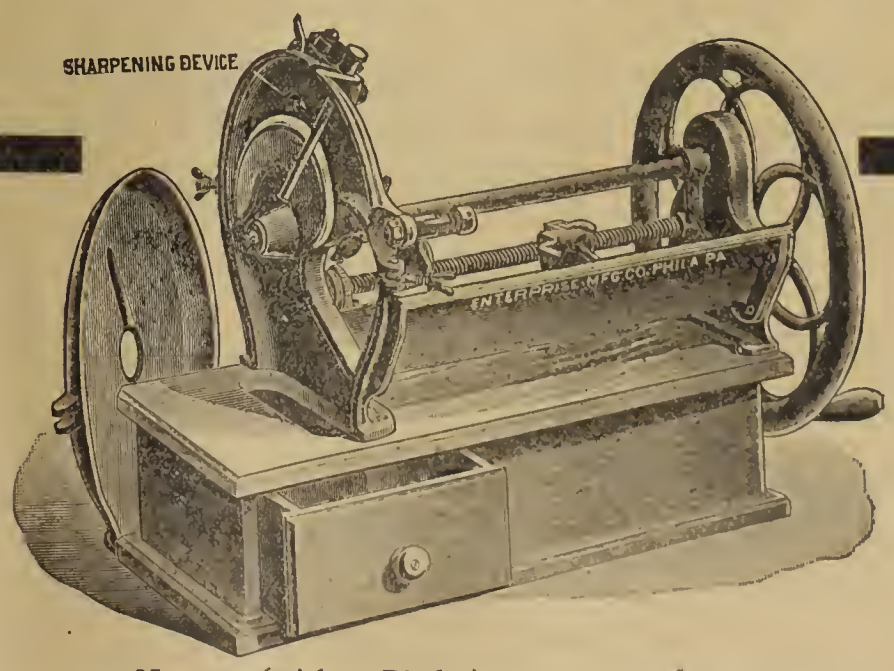
CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case, per case	2.30
Case No. 5, 1 doz. 25-cent size " "	2.05
Case No. 6, 2 doz. 15-cent size " "	2.47½
2 doz. 15-cent size, 1 lb. per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case, per doz.	2.15
24-12 oz. package, packed 2 oz. in case " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz., per doz.	.65
Tumblers, 5-c. size, 2 doz., "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

No. 125 (with 2 Blades) $22.50
No. 129 (with 1 Blade) 22.50

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INK.

Arnold's, black, 3032.....per bottle	.48
Continental, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes.....5 doz.			2.75
Cold Blast.....4½ doz.			3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain.....per doz.		.75	.85
" " doz., 107, "		.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners.....	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass.....per doz		2.25
1- " Galvanized.....	"	2.10
5- " Lenox, Spout.....	"	5.00
5- " " Spigot.....	"	5.50
5- " Columbia.....	"	7.00
5- " Banner.....	"	8.00
5- " Climax, Pump.....	"	10.00
5- " Home Rule, Pump.....	"	12.00
Lanterns—		
No. 0, Standard.....per doz.		4.75
No. 0. Dash.....	"	7.80
Cold Blast.....	"	8.00

LIME.

Prepared, 2 doz. in case.....per doz	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lb.	.05¼
" " 25 lb. boxes, ½ lb..... "	.06¼
Acme, 1 lb., sifting, 25-lb. boxes.....	.05½

LYE AND POTASH.

Banner, 4 doz.....per case		3.15
Babbitt's Potash, 4 doz.....	"	3.30
Lewis'.....	"	3.25
Red Seal, 2 doz.....	"	1.87½
" 4 doz.....	"	3.65
Popular, 4 doz.....	"	1.45

MATCHES.

	Per gro
Ohio Blue Tips—	
200's, 1 gross.....per case	1.70
500's, 100 packages..... "	3.25
500's, 1 gross..... "	4.50
Ohio Noiseless—	
500's, 1 gross.....per case	3.75
King Bird—	
100's, 3 gross.....per case	2.85
500's, 1 gross..... "	4.00

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Swift & Courtney's, 800's, 1-gross case.....		1.75-1.90
" 400's, 1 "		3.50-3.70
" 500's, 1 "		3.75-4.00
Blue Hen, 200's, 1 "		1.50-1.60
" 500's, 1 "		4.00-4.85
		Per Gross.
Vulcan Parlor, 65's.....		.41
" 100's, 5-gross in case.....		.90
" 500's.....		3.95
Vulcan Safety, 65s, No. 37.....		.55
" 65s, No. 2.....		.45
Columbia Safety, No. 2, 5-gross cases.....		.55
" No. 37, 5-gross cases.....		.50
" 100's, 5-gross cases.....		.90
" No. 15, gross cases.....		1.20
" No. 32, 5-gross cases.....		.55
Safety.....		.45
Mazeppa, Parlors, 500's.....		3.50-3.75
Searchlight, 500's.....		4.25-4.50
Press, 200's.....		1.80-1.90
" 500's.....		4.50-4.75
America, 800's.....		1.30-1.35
American Paraffine, 500's, ex. qual.....		4.15
Telegraph, blue head, 5-gross cases.....		.60
Our Darling, 1 gross, No. 3, 1,000.....		5.50
Our Darling, ½ gross, No. 4, 1,000.....		2.75

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior.....per lb.		.08¾
18, 37 and 68-lb. buckers, " ..... "		.09
10-lb. buckets, 6 in crate, " .....per crate		6.25
5-lb. " 6 " " ..... "		3.65
5-lb. glass jars, 6 in case, " .....per case		3.80
18, 37 and 68-lb. bcks., XXX, Superior..per lb.		.13
5-lb. gl. jars, 6 in case, XXX, " per case		4.40
Barrels and half barrels, Fairmount.....per lb.		.07¾
18, 37 and 68-lb. buckets, " ..... "		.08
Wm. J. Troth:—		
Barrels and half barrels, Famous.....per lb		.08¾
18, 37 and 60-lb. buckets, " ..... "		.09
10-lb. buckets, 6 in crate, " .....per crate		6.25
5-lb. " 6 " " ..... "		3.65
5-lb. glass jars, 6 in case, " .....per case		3.80
18, 37 and 60-lb. bcks., XXX, Famous..per lb.		.13
5-lb. glass jars, 6 in case, XXX, " per case		4.40
Barrels and half barrels, Golden.....per lb.		.07¾
18, 37 and 60-lb. buckets, " ..... "		.08
Campbell's Mince Meat, 30-lb. pails..... "		.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits, per lb.		.06
New Year, bbls and kegs and 30-lb. kits..per lb.		.05
Crescent, bbls., ½ bbls. and 30-lb. kits "		.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls...per lb.		.07½
" 18 and 37 lb. Kanakins..... "		.08
" 10-lb. Kkns, 6 to crate...per doz.		9.80
" 5-lb. " " "		5.30
" 5-lb. Glass Jars, 6 to case "		6.25
National, 30-lb. Kits, bbls., ½ bbls.....per lb.		.05¾
Southwark, 30-lb. pails, bbls., ½ bbls. "		.04¾

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Atmore & Son, Extra Family—Seedless:—	
No. 5, glass jars.....per case 6 jars	4.50
No. 3, glass jars..... per case 6 jars	3.15
Family—Seedless.	
No. 5, wooden pails.....per box 6 pails	3.75
No. 10, wooden pails.....per box 6 pails	6.40
No. 18, 37 and 68, wooden pails.....	.09¼
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs..... "	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.....	2.00
Cartons Condensed, (3 dozen in case,) per gross.....	11.00
Keystone—	
Barrels, Halves, Quarters.....per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs..... "	.08¼
Wooden Kits, No. 20 and 35.....	.08

OILS.

Stove Gasoline.....per gal.	.15½
Headlight, 150 test..... "	.12¼

OLIVES.

	Doz.
H. Kellogg & Sons, Agents:—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" Extra, quarts.....	5.40
" Extra, pints.....	4.00
" Mammoth, ½ pints.....	2.20
" Extra, ½ pints.....	2.15
Fourees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
California, quart tins.....	3.50
California, pint tins.....	2.15

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " pts., 2 doz.....	2.90
" " ½-pts., 2doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pts., 2 doz...	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz...	6.50
" " 12-oz. " 2½ doz...	8.00

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Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublime, 1-qt. tins, 40 to case.....	3.35
" " ½-gal. tins, 20 to case.....	2.20
" " 1-gal. tins, 10 to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 18 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ⅛ gal. cans, case.....	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8 50
5 gallon tins, 2 tins to case.....	26 50
1 gallon tin, 4 tins to case.....	11.00
½ gallon tin, 8 tins to case.....	12.00
32 oz. tin, 25 tins to case.....	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.

Quarts, Cal. style, 1 doz. in case....per cass,	8.50
Pints, " 2 " " ..... "	9.00
½ Pints, " 2 " " ..... "	4.75
Oliver's Olive Oil—	
1 dozen large.....	6.00
2 dozen medium.....	6.75
2 dozen small.....	4.25
6 1-gallon tins.....per gal.	2.10
10 ½-gallon tins.....per gal.	2.20
20 ¼-gallon tins.....per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz.....per doz.	.55
Stohrer's, No. 16, 2 doz.....per doz.	.90
Stohrer's, No. 32, 1 doz.....per doz.	1.80
Keystone, bottles, 2 doz.....per doz.	.90

PAPER.

WRAPPING.

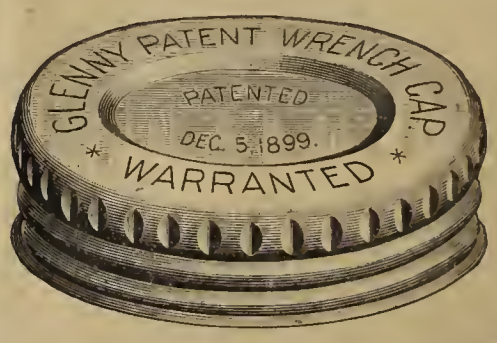
Manila, 15 x 20, full..... per ream	.36
" 24 x 36, full, 20 lbs..... "	.80
" 18 x 24, full, 10 lbs..... "	.37½
" Special, 15 x 20, 6 lbs..... "	21

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

The Glenny Wrench Jar Cap



A PURE FOOD, COMMON SENSE FRUIT JAR CAP, made from heavy TIN PLATE, especially treated for us.

It does not require a liner, therefore has none, for the dirt and MICROBES to hide behind.

Packed in cartons of one dozen and from 60 to 120 cartons in a case.

PRICE $1.00 per gross F. O. B. Cincinnati, rubbers not included.

SAMPLES FURNISHED

The Wm. Glenny Glass Co.
Cincinnati, Ohio

THE CORN WITHOUT HULLS



The Pressing & Orr Co.
NORWALK, OHIO

Like to Eat Husks?

A meal of corn hulls would be like a meal of husks, and yet every brand of corn but **Winorr** cans the hulls with the kernels. Naturally not as bad as the hulls alone, but it's common sense that it takes away some of the goodness.

A special process we have removes the hulls from the corn we afterward pack under the brand **Winorr.** The result is a brand of unequalled tenderness, succulence and deliciousness. Try this on your trade.

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

—41—

Manilla, Bakers', 15 x 20, 10 reams in bundle ..... per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide..... per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide..... "	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide..... "	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide..... "	.03⅝
White Tea Paper, 12 x 16, reg.....per package	.14
Wax Butter Paper.....per package	.11
Parchment Butter Paper 9 X 12... "	.40

TOILET PAPER.

	Per case
100 5-cent rolls	3.00
100 5-cent packs	3.00
100 10-cent rolls	6.50
100 10-cent packs	6.50

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks.....per M	4.00
25-lb. " " ..... "	5.75
50-lb. " " ..... "	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....per doz.	4.75
" " quarts .... "	5.75
" 10-oz. jars..... "	2.50
" 10-lb. pails.....per pail	2.50
Tripe, 10-lb. pails.....per pail	.90
" 5-gal. kegs.....per keg	2.00
Pig's Feet, 10-lb. pails.....per pail	1.00
" 5-gal. kegs .....per keg	2.25

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Pickled Beef Salad, in glass.....per doz.	1.10
" Tripe, " ..... "	1.10
" Ox Heart, " ..... "	1.10
" Pig's Feet, " ..... "	1.10
Russian Sardines.....per keg	.75
" 5-lb. pails .....per pail	.50
" 10-lb. " ..... "	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs.....	.18⅛
Loose, barrels, 30 lbs.....	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages.....	2.10
100 10 oz. packages.....	4.00
24 20 oz. packages.....	2.05
48 20 oz. packages.....	4.00
I-X-L, 40 1s, White Rice.....	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz.....	.92½
Medium, 2 doz.....	1.45
Large, 1 doz.....	2.75
Peanntene, No. 2 jars, 2 doz.....	1.85
Peanutene, No. 4 jars, 3 doz.....	.92½

PICKLES.

45 gal., 1200s.....per bbl.	9.35
45 gal., 1000s.....per bbl.	8.85
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal.....per keg,	3.30
Sweet Pickles, 700s, 5 gal..... "	3.60
Sweet Pickles, 1,000s, 5 gal..... "	4.15
Sweet Pickles, 2,000s, 5 gal..... "	5.00
Chow-Chow, No. 1, 5 gal. kegs.....	1.95
Chow Chow, No. 2, 5 gallons.....	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals	3.25
No. 8, Sour Gherkins, 2 doz.....	.87½
No. 8, Sweet Gherkins, 2 doz.....	.00
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90

Crosse & Blackwell's:—

Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	½ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.....	.16
" " " 40 grain, bbls.....	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees.....	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain.....	.08
" " 45 "	.09
" " Extra Strength.....	.15
Crosse & Blackwell's.....per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs.....	.12
" 14–16 lbs.....	.11¼
" 10–12 lbs.....	.11½
Picnics, 6–8 lbs.....	.08½
N. Y. Shoulders, 10–12 lbs.....	.10
Dried Beef, sets (city smoked).....	.17
" Tenders and Knucks.....	.19
" Flats.....	.15
" Air Dried, sets.....	.23
" " Tenders and Knucks...	.23
Jersey Pork, Butt.....per bbl.	17.00
" Family ..... "	19.00
Breakfast Bacon, rib in.....	.11½
" boneless	.13
S. P. Bellies, 14-15 lbs.....	.09½
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.20
Beef Tongues, smoked, 5-6 lbs.....per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes.....	.10½
Covered Hams, ¼-cent extra; Covered Shoniders, Picnics and Bacon, ½-cent extra	
John Bower & Co.—	
Honey-cure Brand Hams, skinback.....	.13½
" " large	.13½
" " medium	.13½
" " small	.13½
" Breakfast Bacon.....	.12
" " boneless	.14
Beef, air-dried, regular sets.....	.20
" " insides and knuckles.....	.22
Ham Bologna.....	.11
Beef "	.11
Boiled Hams.....	20
Beef Tongues ..... per doz.	8 00-10.00

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Swift & Co.—	
Premium brand Hams, 10 lb.....	.13½
Premium brand Hams, 12 lb.....	.13⅝
Premium brand Hams, 14 lb.....	.13¾
Premium brand Hams, 16 lb.....	.13½
Premium brand Hams, 18 lb.....	.13½
Premium brand skinned Hams, 18–20 lb.....	13¾
Premium brand boiled Hams, skinned, fatless	.23
Premium brand Bacon.....	.20
Premium brand Dried Beef, insides	.24
Premium brand Beef Tongues, short cut.....	.18
Winchester brand skinned Hams, all aver....	.12½
Winchester brand Picnics.....	.08½

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.....	09½	8¼
Plain Tubs, 50 and 60 lb. cans.....	09½	8¾
10-lb. Tin Pails, 60 lbs.....	10⅛	9
5 " "	10⅜	9⅛
3 " "	10¾	9¼

John Bower & Co.—	
Pure Kettle Rendered, tierces.....	.09¾
" " tubs	.10
" " 3, 5 and 10-lb. cans.	.11
Swift & Co.—	
Premium brand, tierces.....	.11⅛
Silver Leaf brand, tierces...	.10⅛
Jewel, compound, tierces	.08¼
Cotosnet tierces.....	.08½

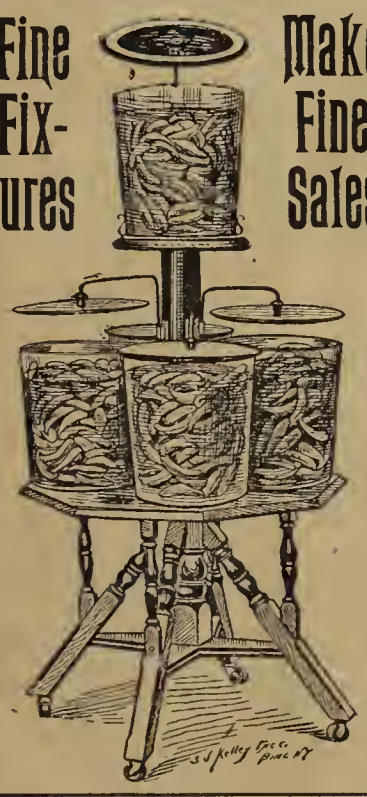
DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native.....	.11 -.12
Common.....	.09 -.10
Western Dressed Beef—	
Choice, native cattle.....	.11 - 12
Common to fair "	.09 -.10
City Dressed Veal—	
Prime	-.12
Good to choice.....	-.10
Dressed Hogs—	
Pigs.....	-.08
Hogs, heavy.....	-.08
" 180 lbs.....	-.08
" 160 lbs.....	-.08
" 140 lbs.....	-.08
Dressed Sheep and Lambs—	
Lamb, Western, good.....	.12½
Lamb, Western, culls.....	.10
Sheep, choice	.11
" medium.....	.10

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.90-1.00
Cow Tongues.....	.75-1.00

Fine Fix-tures Make Fine Sales



Almost every grocer sells loose pickles or loose olives. Usually they're kept in a keg somewhere.

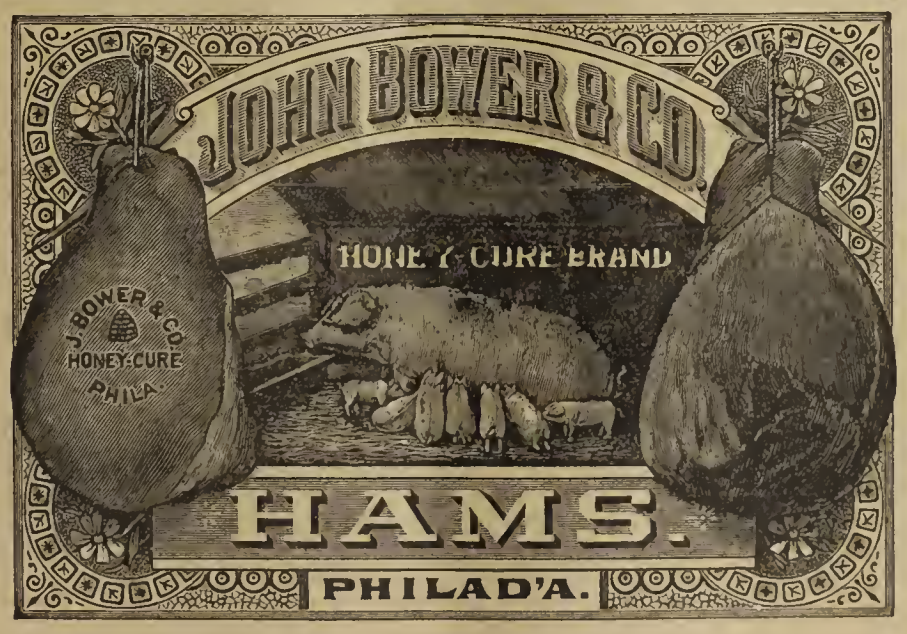
Doesn't it stand to reason that a fine fixture displaying such things where they could say a word for themselves would make sales better.

Take our inexpensive 5-jar fixture, oak or cherry, and with nickel trimmings. Very handsome, very ornamental, very capable in influencing the sale of goods.

Fine fixtures make fine sales.

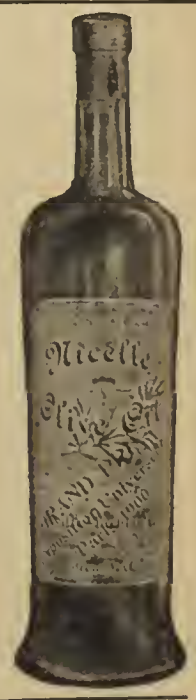
THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Look At It and Taste It



The minute you see **Nicelle Olive Oil** you feel sure it's a high-grade article. The package is unique and exclusive—you can't associate poor goods with it.

Taste **Nicelle Oil**, and you *know* it's high grade. Nowhere else have you met that rich smoothness, that delicate yet penetrating olive flavor.

Women have told us repeatedly that their salad dressing came quicker and better with **Nicelle Oil** than with any other brand they ever tried.

Give it a chance for your own good.

NICELLE OLIVE OIL CO.
105-109 Hudson Street, New York

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.14
Tenderloin, beef, western		.20
Fresh Pork, loins, city		.10
" " western		.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.	
Turkeys—		
Western, Y. H., 8 to 10 lbs	.20	–.22
" Y. T., 15 to 17 lbs	.20	–.22
Old hens and toms	.19	–.21
Common to Good	.15	–.16
Broilers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.38	–.45
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.38	–.45
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.38	–.49
Western, 4 to 4½ lbs. to pair, fancy	.26	–.28
" 3 to 3½ lbs. to pair, fancy	.26	–.28
" fair to good	.20	–.22
Fowls—		
Western, fancy	.13	–.14
Heavy Roasters, 4 to 5 lbs	.19	–.22
Fair to good	.17	–.18
Old cocks	.10	–.11
Western capons, fancy		
" " small		
Squabs—	Per doz.	
Prime, large, ancy	3.00–3.50	
Mixed	2.50–3.00	
Dark	1.25–1.75	

LIVE POULTRY.

	Per lb.	
Spring chickens, nearby, 1½ to 2 lbs	.22	–.24
Large Springers	.17	–.20
Fowls	.13	–.14
Roosters		–.10
Ducks	.10	–.12

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 " "	"	.85
Large or No. 2, 1 "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	4.50
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz. doz.	.75
Spring Garden, fancy, No. 3, 2 doz. doz	.70
Compass, No. 3, cans, 2 doz	.67½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding— Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

	Per doz
Jellies—	
No. 32, jars	.97½
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.88
Schimmel's, No. 10, tumblers	.82½
National, No. 10, tumblers	.72½
National, No. 6, tumblers	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ¼ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.98
Apple, Southwark, No. 3, tins	1.00
Apple, No. 5, toy pails	2.70
Apple, 30-lb. pails per pail	1.08
Apple, 20-lb. crocks per lb.	.07¾
Apple, Schimmel's, 30-lb. pails per lb.	.06
Prune, 30-lb. pails per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz	1.70
Southwark, assorted, jars, 2 doz	.98
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0.85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Campbor		.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	

Laudanum, 15c.-size per doz.,	1.20
Laudanum, 25c.-size per doz.,	1.90

5 per cent. discount in gross lots assorted.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.		2.40
" " " ½-lb., " "		2.60
" " " ¼-lb., " "		2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb	.08½
Copperas	per lb	.01¾

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Camphor, gum, 1-oz. blocks		.65
" Flakes, 250 bbls		.02¾
" " less quantity	"	.03¼
" Tar Balls, bbls., 250 lbs.		.02⅞
" " less quantity		.03
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.02
Glauber Salts	per lb.	.01½
Glue, ordinary		.09½
Glue, white		.20
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.50
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10-c. "	"	.75
Paris Green, 100–125-lb. kegs	per lb.	14¾
" ¼-lb. packages	"	.19
" ½-lb. "	"	.28
" 1-lb. "	"	.27
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.06¾
" granulated, kegs, 100	"	.06¼
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2.55
" 100-lb. bags		2.25
" less quantity		.03½
Venetian Red	per lb.	.01
Whiting	"	.02
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" "	per gross	9.00
Roachsault, 10c.-size, 1 doz	per doz.	.80

Iron Glue, McCormick & Co's:—	
No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	Per doz
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75



TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS

Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.

MORGAN & CORNELL - 211 DUANE ST. NEW YORK

—49—

W. F. Young's Veterinary Remedies, wholesale prices— Per doz.

Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Net 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's, per doz.	4.15
Bath Brick, box 25 bricks, per box	.60
Sealing Wax, "	.03
Silver Sand, per bbl.	1.25
Tar, pints, per doz.	.75
" quarts, "	1.00
" gallons, each	.30
" ⅛ barrels, "	3.50
" barrels, "	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums, per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

EXTRACTS AND ESSENCES

	Per doz.
McCormick & Co., Bee Brand—	
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00
Sauer's Flavoring Extracts:—	
No. 1, Lemon and Vanilla, per doz.	.45
No. 2, Vanilla and Rose, "	.90
No. 2, Lemon and assorted, "	.85
No. 4, " " "	2.00
No. 4, Vanilla, "	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen, No. 25, per doz.	2.00
" " " " No. 2X, "	.80
" " " " No. X, "	.45
" Lemon, " " No. 25, "	1.75
" " " " No. 2X, "	.80
" " " " No. X, "	.45
Ingersoll's Flavoring Extracts:—	
High Grade Vanilla, per doz.	1.75
" Lemon, "	1.75
Select Vanilla, "	.85
" Lemon, "	.85
" assorted, "	.85
" small size, "	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet, per doz.	1.10
Hansen's Junket Tablets, 8 doz., per doz.	.72
Blair's Rennet Tablets, 3 doz., per doz.	.75
Union Tablets, 8 doz., 5c	.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06⅞
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Imperial, fancy Japan, 1-lb. pockets	.06
" " 3-lb. "	.05⅞
Pearl Head, 5-lb. cotton sacks	05¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Prime, 100-lb. bags	.04½
Japan—	
Fancy, 100-lb. bags	.05½
Choice, 100-lb. bags	.25½

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs.	2.50
" " 60 bags, 5 lbs., lim.	4.00
" " 28 " 14 " "	3.75
" " 30 " 10 " "	3.75
" " 115 " 2½ " "	4.00
Worcester, Irish Linen, bags, 250 lbs.	2.50
" " " 56 "	.65
" " " 28 "	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl.	3.00
" Pretzel, bbls. contain 280 lbs.	2.40
" " sacks, 180 lbs.	1.55
" Cheese, bbls. contain 280 lbs.	2.40
Ivory Salt, dime size, 36 wooden boxes to case	2.20
New Ivory Salt, 24 large cartons to case	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl.	2.60

Less than 5 bbls, the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.42
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz., doz.	.87½
Durkee's, large, 1 doz., per doz.	4.00
" small, 2 doz., "	2.40
Schimmel's, small, 2 doz., per doz.	.87½
My Wife's, large, 1 doz.	2.30
My Wife's, small, 2 doz.	1.45
Snider's Salad Dressing:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Luncheon, 3 doz., "	.90
Gallons, 6 jugs in crate, per jug	1.25

SAL SODA.

Bbls., 375 lbs., per 100	.65
Kegs, 170 lbs., per 100	.82½
60-lb. boxes, bulk or granulated	.62

SAUCES.

Lea & Perrins' Worcestershire, large, "	7.50
" " middle "	4.50
" " small, "	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.	.77½
North of England Sauce, No. 8, doz.	.77½
Chef Sauce, 2 doz., doz.	.75
Snider's Chili Sauce:—	
Pints, 1 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz., per doz.	2.40
½ pints, 2 doz., "	1.40
Gallons, 6 jugs in crate, per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

BORDEN'S
Peerless Brand
Evaporated Milk



AN UNSWEETENED CONDENSED MILK

Made by the Originators of Condensed Milk, who for *50 Years* have devoted all their Energies to the Production of the *Highest Quality Sanitary Milk*, in which *Gail Borden* was *The Pioneer*.

A Point of Interest to Jobber, Retailer and Consumer

BORDEN'S CONDENSED MILK CO.

EST. 1857 "LEADERS OF QUALITY" NEW YORK

—53—

SEEDS.

Canary, bush. 60-lb	0.75	Mustard, Brown...	.07½
Caraway	.12	Mustard, Yellow..	.07
Celery	69	Rape, per lb.	.05½
Coriander, bleached	05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., 110 lbs., kegs, per lb.	.01⅞
Bi-Carb., bulk, 25-lb. boxes, "	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs. "	.05⅜
Arm & Hammer brd., ¼'s, 36 lbs., per lb.	.05½
" " " lbs., 36 " "	.04⅞
" " " ¼, ½, 36 lbs., "	.05¼
Saleratus, Babbitt's brd., ¼'s, 25-lb. bxs. "	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Cliequot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaperille, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatnb, ¼ gross	2.50
Bon Ami, 10-cent size, ¼ gross	2.50
Electro Silicon, 1 doz. per doz.	.72
Putz Liquid, large, 3 doz. per gross,	16.50
Putz Liquid, large, 3 doz. per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Paste, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans, per gross	9.00
No. 1, half-pint cans, "	18.00
No 2, pint cans, "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans, "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	1.80
Bee	100	3.90
Best, Babbitt	100	3.45
Bebbitt's New York City	60	2.95
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	1.60
" Pearl, Yonng & Co.	40	1.80
" Day & Frick, Novelty	40	1.80
" Handsome	69	3.10
" Kavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.80
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	3.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Grand Pe's	50	3.15
"	100	3.80
Ivory	200	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Meyer's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.45
" Golden	60	2.55
" Kavenson's	60	2.35
" Kirk's	60	2 07½
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	1.70
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
" tube	150	4.57½
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.75
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13¼
Castile, Conti, original boxes	lb.	.11¾
Cntaneous, Dr. Ranb's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Flour-de-lis	doz.	.45
Hearts and Flowers	gross	10.85
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 5c cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapollo, 36 bars	0.85
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Conpons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	3.37½
Soapine, No. 12, 100 packs	3.90
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	3.30
Fiasla, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nino O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	.43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.35
Pennywash, 1 gross and 144-1 cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	1.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade		.28	.30
White, Low Grade		.18	.20
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.21	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.21	.23	.25
Low Grade	.16	.17	.19
Allspice—			
High Grade	.11½	.12⅝	.14⅛
Ginger—			
High Grade	.25½	.26½	.28⅛
Low Grade	.10	.11	.13
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice, ⅛ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice, ⅛ lb.	.40
¼ lb.	.75

No Friends Among the Wheelwrights



Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

No Loss on Loose Goods



¶ Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.
18 to 24 S. Seventh Street, Philadelphia, Pa.

—57—

Colburn's Philadelphia Mustard, D. S. F. :—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
½ lb: net, tins, 2 and 4 doz.	"	1.00
⅛ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F. :—		
1-lb. tins	per dos.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per dos.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, No. 8, with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.08
Allspice	.07
Cloves	.12½
Mace	.48
Nutmegs, large	.17
" Medium	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Duryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's, 40-lb., 1-lb, "		.06⅝
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¼
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

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LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03⅝
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅝
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅞
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Superior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03⅜
" 1 lb. packages, 48 lbs.	.04⅜
" 3-lb. cartons, 48 lbs.	04⅜
" 6-lb. boxes	.05⅜
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish, 20 cakes, per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs.	.07¾
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs.	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per dos.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size "	4.50
" 10-cent size "	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ⅛ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ⅛ gross	4.50
Per gross	9.00

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F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04½
Excelsior, 24 packs	"	.05¼
McAllister, 36 packs	"	.05¾
Rosensteins, 2lb. pkgs., 2 doz.	per lb.	.05½
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per dos.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Tootbpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Parfeotion, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ¼ gross case, assorted, 6, 8, 10's	per case	.90
Carpet Tacks, Silver Steel, 4 oz.	per dos.	.06
6 oz.	"	.06½
8 oz.	"	.07¼
10 oz.	"	.08¼
12 oz.	"	.09¾
Matting Tacks—		
No. 10, steel	per dos.	.10
No. 11, steel	per dos.	.10½
No. 12, steel	per doz.	.13
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather, cut into taps, 6 inches high		1.50
5½ inches high		1.48
5 inches high		1.42
4½ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
3 inches high		.00
Fly Ribbon	per gross	4.80
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope, 20 yds to lb.	per lb.	.10⅝
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80

—60—

Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hamp Twine, 8 balls to lb., in 5-lb. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Jute Clotheslines, 90 ft. to hank	per doz.	1.60
Jute Clotheslines, 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No. 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Good, No. 670	.22
Cane Juice, No. 683	.40
Black Strap	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 124	.32
Fancy, No. 105	.28
Choice, No.	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 510, compound	.25
Porto Rico, No. 668	.25

GLUCOSE.

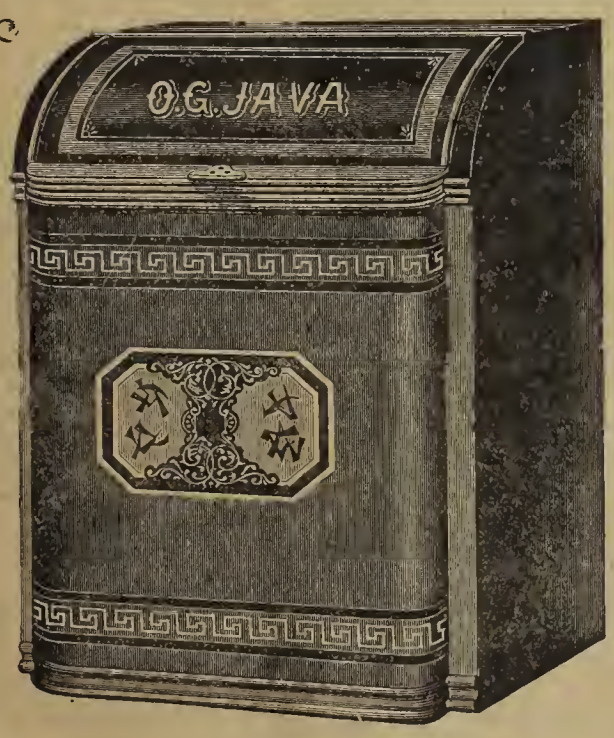
Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

Domestic, barrels	per gal.	.69
Selser's, lunch bottles, 2 doz.	per doz.	.95
Selser's, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 10 oz. bottles, 2 doz. in case		1.45
" 6 oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars :—		
4 doz. in barrel	per doz.	.87½
1 " case	"	.10
Karo, 10 cent size, 2 doz.	per case	1.90
Karo, 25 cent size, 1 doz.	per case	2.30
Karo, 50 cent size, ½ doz.	per case	2.30
Lyle's Imported, No. 2 cans, 2 doz.	per doz.	1.82½
Globe, No. 2½ tins, 2 doz	"	1.12½
Globe, No. 5 tins, 1 doz.	"	2.20



COFFEE AND TEA BINS
THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.



And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street

PHILADELPHIA, PA., U. S. A.

—61—

Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Golden Tree Maple Syrup, doz		2.25
" " medium, dez.		1.45
" " small, dez		.92½
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per dez.	7.75
Hasen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.

	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

—62—

No.	WASHBOARDS.	Per dez.
69,	Good Enough, double, spring protector	3.65
57,	Peerless, double	3.75
80,	Seal Globe, double, swing protector	3.30
61,	Peerless, double, spring protector	4.45
110,	Peerless, single, spring protector	3.55
100,	Northern Queen, single, protector	3.10
101,	Tidal Wave, single, protector	2.75
118,	Good Enough, single, protector	3.15
175,	Glass	3.50
	Murdock	2.75
	Celery City	3.00
126,	Single Ruby	2.60
128,	Anchor, single head	2.25
130,	Little Gem, pail board	1.35

	BUCKETS.	Per doz.
O. G., 2 electric hoops		1.75
O. G., 3 electric hoops		1.90
Clear, 2 hoop		1.65
Clear, 3 hoop		1.75
Electric Cedar, 2 hoop		2.40
Electric Cedar, 3 hoop		3.60
Pine, 3 galvanized hoops		2.20
Galvanized, 12 quart		2.02
Galvanized, 14 quart		2.25

No.	BUTTER DISHES.	Per M
1,	Solid oval	1.15
2,	Solid oval	1.35
3,	Solid oval	1.65
5,	Solid oval	2 25
1,	Wire ends	1.10
2,	Wire ends	1.30
3,	Wire ends	1.50
5,	Wire ends	1.90
	Picnic Plates, 8 inch	2.10
	Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.	Per box.
5 gross	.48

EGG CRATES.	
Perfection	1.00
Perfection, 10 sets fillers	2.35

—63—

BRUSHES.

No.	SCRUB BRUSHES.	Per doz.
22,	White corner	.70
23,	Medium size	.80
27,	Large	1.00
13,	Marble, medium size	.90
00,	White	.45
	Handy House	.42

No.	STOVE BRUSHES.	Per doz
20,	Black bristle, curved end, wood handle	.90
21,	X, crescent shape	1.75
1,	strap handle, grey fibre	1.20
2,	strap handle, grey fibre	1.65
6,	all hair, extra quality	2.75

No.	SHOE BRUSHES.	Per doz.
0,	Mexican fibre	.90
1,	Mexican fibre, large	1.30
4,	Bristle outside	1.65
5,	All bristle	1.75
16X,	All bristle, extra value	2.15
18,	All bristle, spotted white	2.80

No.	WHITEWASH BRUSHES.	Per doz.
6,	6 in., White tampico	.40
7,	7 in., White tampico	.48
8,	8 in., White tampico	.55
6,	5 in., Family, extra heavy	.80
8,	6 in., Family, extra heavy	.95
10,	7 in., Family, extra heavy	1.10
12,	8 in., Family, extra heavy	1.25
6,	5 in., A., hair bristle	1.40
8,	6 in., A., hair bristle	1.65
10,	7 in., A., hair bristle	2.00
12,	8 in., A., hair bristle	2.35
6,	5 in., Ideal, all bristle, 3 row	1.90
8,	6 in., Ideal, all bristle, 3 row	2.25

No.	DUST BRUSHES.	Per doz.
7X,	Fibre, wire drawn	.90
21,	All hair, wire drawn	2.25
28,	White, wire drawn	2.90
1,	7 in., All hair, flat end	2.05
22,	7 in., Mixed, round end	2.10
11X,	7 in., All hair, round end	2.25

—64—

TOBACCOS—PLUG.	Per lb.
Battle Ax	.37
Deer Skin	.37
Gold Rope	.56
Jolly Tar	.39
Newsboy	.39
Old Honesty	.43
Piper Heidsick	.64
Spear Head	.44
Standard Navy	.37
Toddy	.35
Vinco	.38
Town Talk	.28

SMOKING TOBACCO.	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed	per doz.	.18
Magic, 1½ dos. packages	per box,	.58
Yeast Foam, 1½ dos	per box	.58

A new product from an old house

DIXON'S

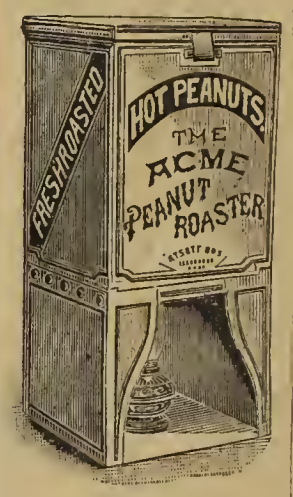
POWDERED

STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.



PEANUTS—FIVE A BAG

Everywhere you go you hear that cry. Don't you think you should have some of the trade that the peddler has? If you knew that with an

Acme Peanut Roaster

you could clear 300 per cent., would you not put one in when you learn that any boy can run it, and that there's nothing to get out of order, and that it will pay for itself in one month's time? We think you will, and we will be pleased to furnish further particulars and prices on request.

ATSATT BROS.
24 Pearl St., Mattapoisett, Mass

Want a $10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

"Ginger Up"

YOUR TRADE WITH



Clicquot Club Ginger Ale

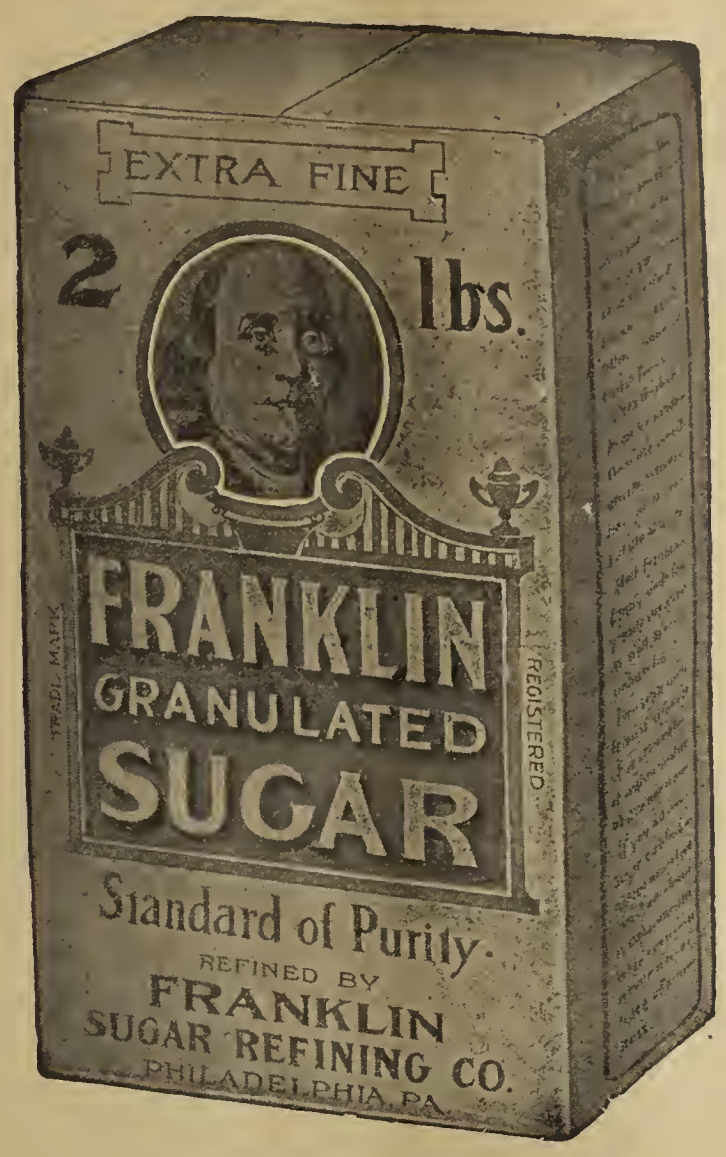
People who taste it once don't wait until the next summer to get thirsty again. They want *more right away;* they want some *all the time;* they keep *buying* and you keep *selling* it *all year.* We make it from sparkling sterilized water, under the most cleanly conditions, in our big sanitary factory at Millis, Mass.

It beats the best imported as a seller, and pays you better.

Don't *postpone good profit* until summer—stock up NOW.

Clicquot Club Co.
Millis, Mass.

Philadelphia Agent,
R. S. WILLIAMS,
123 S. Front Street.



Sugar's Share in the Big Fruit Crops

¶ Unless all signs fail we are going to have very large crops of all fruits this year.

¶ That means lots of preserving and a big demand for sugar.

¶ As a rule grocers don't look forward with much interest to a "big demand for sugar," because it means increased work at no profit.

¶ What shall it profit a man if he sells a hundred barrels of sugar and gets back only what he paid for it?

¶ Sell **Franklin Carton Sugar** instead of bulk sugar and your views will change, for there is no work required in selling **Franklin Carton Sugar.** You don't even need to wrap it. And there is a good profit, and what there is you can't waste through the overweight—"good measure"—that always goes with sugar in bulk.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

On the Streets at Night

You occasionally get on the street at night, and every now and again you stop before the brilliant windows of the department stores.

What makes them brilliant? The goods displayed? It is the abundant light, under which almost any goods would make a brilliant window. You wouldn't be half so well interested in the window if it wasn't so bright with light.

Apply this logic to your own store. Is it so bright with light that it interests people in the streets at night?

If it isn't we can make it so, very inexpensively.

***The* Philadelphia Electric Co.**

10th *and* Chestnut Sts.

Philadelphia, Pa.

The firms advertising on this page are all well known; their products are the best on the market and all bring you UNIVERSAL COUPONS



Nothing Like It Has Ever Been Made

This picture represents a floor wax which when properly applied makes wood like new. Grocers can build up a big trade on it because their customers need it—they are buying something of the kind now, and are going to paint stores to get it. If you will put a case of **MOORE'S WAX** where it can be seen and tell your trade what it will do you will get some money that is going somewhere else now. We are making it worth your while to do a little talking for this product by giving you a generous quantity of Universal Coupons with each case. You can buy anything you need with these coupons.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.

Make a Specialty of Private Estate Coffee



The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate.**

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills *33-34 Fulton Street, NEW YORK*

Philadelphia Branch, 139 S. Front Street

We Are Not Satisfied

with being able to make the best Macaroni, Spaghetti, Noodles and Pastels, but we go one better and make the best proposition to the grocer.

Besides giving you goods that you can confidently recommend—

Besides giving you a good profit on them—

Every case brings you Universal Coupons which you can exchange for almost anything you would otherwise spend cash for.

The *Freihofer* **Vienna Baking Company**

Philadelphia, Penna.



Food for Thought and Food for the Body

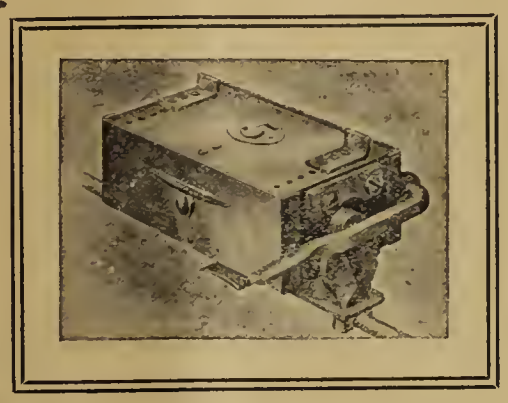
If you are the means of introducing something to your customers which proves to be better than anything of the kind they have ever had before, you not only get their gratitude, but their confidence. If you get these two things you are certain to hold their trade—that's food for thought.

If you recommend **Royal Peanut Butter** those who try it will find it better food for the body than almost any food product on the market.

The Universal Coupons which come to you with every case are food for the pocket book in the shape of an extra profit.

CLEVELAND HEALTH FOOD CO., Cleveland, Ohio

LAMSON ELECTRIC
CABLE CASH CARRIERS
GIVE PROTECTION, QUICK SERVICE AND ECONOMY



Write for Booklet E

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Bldg.

Boston Office
161 Devonshire Street

District Offices in all Principal Cities



FOOLISH!

¶ Foolish is the dealer who experiments with silver polishes he knows nothing about.

¶ Silver polishes can hurt silver or they can hurt the user's temper by not doing their work properly.

¶ If you sell either kind you hurt your own reputation.

¶ Why should you consider any polish but *Electro-Silicon?* You and your customers both know that it gives the very finest possible polish, and that it leaves the metal just as it found it.

¶ Furthermore, it gives you a good profit—why even consider any other but the polish in the yellow box with a lady in red on the cover.

ELECTRO-SILICON CO., Proprietors
NEW YORK, N. Y.

Our Silent Salesman Window Display

speaks loud in both attractiveness and effectiveness—it draws and holds the attention of the passerby, and is just the thing for your window. It's the cheapest way of introducing and selling your goods, as the only cost to you is the space it occupies for display.



"The Inquisitive Kids"

is a beautiful lithographed cutout in eight colors. A regular collapsible carton is attached to the illustration and has the appearance of actually being held by the boy. The size of the display is 2 feet x 3 feet—does not take up much space nor keep out the light. It's decidedly showy, and a fine eye catcher.

Order the Goods from Your Jobber
and instruct us to send display direct—we'll prepay charges

E. C. HARDING & CO.
205 River Front Stores
Phila. Representative

THE MALTA-VITA PURE FOOD COMPANY
BATTLE CREEK

J. H. IRWIN
74 Hudson Street
New York City

We Have Moved to Our New Eight-story Warehouse



Fourth Street, Willow Street, York Avenue and Noble Street

PHILADELPHIA, PA.

The largest building of its kind, given up exclusively to the grocery business, in this city, and said to be the largest in the world. An eight-story and basement building as near perfectly fire-proof as human ingenuity has conceived of.

While the building is of re-inforced concrete construction, an additional precaution has been taken against fire danger by the installation of a sprinkler system with a reservoir capacity of 140,000 gallons. The small rate of insurance charged, places the building in the no-fire-danger class.

When it comes to handling great quantities of goods economically there are none to compare. Storage capacity, 2000 car loads. Railroad siding along entire Willow Street front. Shipping and Receiving platform of 20,000 square feet, and 15 freight elevators. Passenger elevator at N. E. Cor. of building, entrance on Noble Street. Main Office Eighth Floor.

ACME TEA COMPANY

Published every Monday.

GROCERY WORLD AND FRUIT TRADE BULLETIN

Circulates in every State of the Union and Canada.

IN WHICH IS INCORPORATED THE

PHILADELPHIA CASH GROCER.

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLV. PHILADELPHIA AND NEW YORK, JUNE 29, 1908. No. 26.

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Must Retailers Give Customers Notice of Coated Rice?

Question Raised by Wholesale Grocer. All Rice is Coated with Glucose and Talc. Federal Ruling Requires it to be so Labelled. The Retailer's Liability Under this Ruling and Under the State Law.

The "Grocery World" has had an inquiry during the week from a large wholesale grocery house concerning the sale by retail grocers of rice which is coated with glucose and talc. The question was whether the retailer is obliged to notify his customer that the rice he sold from broken packages is coated.

Practically all rice now sold is treated to a coating of glucose and talc in order to improve its appearance. So general is the custom that the Federal Food and Drug Board took notice of it not long ago by issuing a ruling that all rice so coated must have the fact revealed on the label. Under such conditions it could legally be sold.

Accordingly all packers of rice who obey the law now place somewhere on their package variations of the following:—

Rice Coated with Glucose and Talc. Wash Before Using.

This label is usually affixed by the packer upon the rice in 100-pound bags, for instance, and left on it by the wholesale grocer, who sells it to the retailer in the original package. Thus the packer and the jobber have both complied with the ruling, because both have given notice to their respective purchasers that the rice is coated.

The retailer now breaks the original package and resells the coated rice in 1-pound lots, 2-pound lots, and so on, as the case may be. Is he obliged to carry the notice of coating on to *his* customer? is the query, and the "Grocery World" thinks that in most cases he unquestionably is. Naturally, the retail grocer, no matter where he may be, is not responsible to the Federal law if he sells from a broken package within his own State. The ruling regarding coated rice is Federal only, so that it has no force within the borders of a State. Unless the State Food Department has issued such a ruling, the retailer is liable only if the sale of coated rice, without notice, is a violation of the law itself. In Pennsylvania the "Grocery World" believes such a sale to be a probable violation of that part of the act which calls a product adulterated if it is colored, coated or polished so as to appear better than it is. As nearly all other State food laws contain this same clause, there is a large chance that the sale of coated rice without notice is in violation of law almost everywhere where food laws are in force.

Now, if it be established that the sale of coated rice without notice is in violation of law, it follows as an inevitable conclusion that such sale by a retailer is just as illegal as a sale by anybody else. In other words, whoever sells coated rice, whether he be packer, jobber or retailer must give notice in some way to his buyer that the goods are coated with glucose and talc. In the retailer's case this could easily be done by putting rice in paper bags on which had been stamped some such statement as appears above.

Brazil Coffee Corner in Critical Position.

Various Financial Authorities Predict Terrific Collapse and Decline in Coffee Values. Over 8,000,000 Bags of Rio and Santos Coffees Held Off the Market. London's View.

It cannot be questioned that if the Brazil valorization scheme goes to pieces, as many authorities seem to expect, the world will witness the greatest slump in the values of Rio and Santos coffee that has ever occurred in the history of the industry. At the same time other grades would probably decline in sympathy. At the present writing the Brazilian syndicate is holding out 8,000,000 bags of coffee, mostly Santos, in order to keep the market from collapsing. If for financial reasons this coffee had to be thrown on the market, a terrific slump would result.

Most financial authorities condemn the plan unhesitatingly as being simply a corner, no type of which has ever succeeded. A typical expression is from the "London Financial News," a part of which is as follows:—

> The Brazilian Government has for some time been engaged in an attempt to maintain the price of coffee, and thereby to protect a great and vital national industry, by means of what is known as the valorization scheme. The idea, briefly outlined, was to hold the vast existing stocks until there should be either a failure or, at least, a shortage of the Sao Paulo output. If that were to happen the accumulated stocks in the hands of the Government and its allies might be absorbed. Meanwhile the international coffee market might be "nursed," and by means of what was called the "propaganda" the consumption of Brazilian coffee, as well as the general interest in Brazilian affairs, might be stimulated. Such a scheme, of course, could not be realized without money, but it was believed and not believed in vain, that there were parties whose interests were sufficiently wrapped up with the prosperity of Brazil to induce them to assist either with their money or their influence, or, better still, with both.
>
> By whatever name this scheme may be called, it is, in fact, nothing but a gigantic corner; but it is a more perilous operation than a corner in wheat, copper, or any other of the commodities with which, from time to time, bold speculators have concerned themselves. The control of the available supply is sufficient for their purpose. They do not depend for their subsistence upon the continual increase of the stock; in fact, they desire to prevent it, as far as they can. But in the case of the Brazilian Government, a considerable section of the nation (including its wealthiest State) is dependent upon the produce and sale of the very commodity whose supply the Brazilian Government is anxious to control and check. It has embarked upon the perplexing task of reconciling the restrictive interests of a cornering syndicate with the expansive instincts of a powerful group of its members, who, however anxious they may be to further the schemes of the partnership as a whole, are, as producers of the commodity which is the subject to the corner, liable to the continuous and inexorable pressure of the status quo—the necessity of selling their product in order that they may subsist on the proceeds.
>
> The outstanding position at the moment seems to be that about £16,000,000 has been advanced by various persons on 8,000,000 bags of coffee. Great secrecy has been observed with reference to the identity of the lenders; but the general opinion is that the Arbuckles and the Sielcken and Crossman group, on the other side of the Atlantic, and certain French institutions on this side originally came in. The Netherlands Bank was asked to help, and refused. Messrs. Rothschild themselves at first took the view that the whole valorization programme was economically unsound, and for some time refused to countenance it. More recently they are understood to have modified their views, and the recent issue of £3,000,000 of Brazilian treasury bills, as well as the division between New Court and Paris of the custody of Brazilian financial resources on this side, are among late developments of the policy. It is at this critical moment that the Bank of France has announced its refusal to make advances on Brazilian coffee warrants at a higher price than 40 francs per 50 kilos. The decision is, no doubt, a consequence of recent reports that the Brazilian Government has been quietly getting rid of some of its huge stocks of coffee at points in the interior of Europe. At any rate, it has brought an immediate appeal to the Bank of France from Sao Paulo—the centre of the great coffee State—which shows only too plainly that the grave peril of the situation is realized. If the Brazilian Government is "getting out," if the Bank of France is "hedging," and if the current coffee crop, instead of being the failure that was hoped for, is of fair magnitude, we may well be on the verge of the crash. The lenders who have advanced money to assist this gigantic corner will not sit still while their margins disappear. They will dump their security on the tottering market, and Brazil will be face to face with a financial crisis of the first magnitude.

No More Freight to be Received Unless Consignee's County is Named.

Railroads have Lost Money by Shipping Goods to Wrong County, where there Were Two Towns of the Same Name, and to Protect Themselves the Receiver's County Must Always be Given After July 1.

The railroads have sent notice to all freight shippers that after July 1, 1908, the consignee's county must in every case be given in the shipping directions. No goods will be received for shipment where this is not done.

The reason for this innovation is supposed to be the large number of damage cases and claims which have been brought against the railroads on account of shipping goods to the wrong point, where there were two towns of the same name. In order to avoid these mistakes in the future each shipper of freight must, after July 1st, not only state the consignee's town, but his county as well. It will simplify the matter considerably if retailers in ordering goods of wholesalers or manufacturers will themselves specify the county.

A Novel Advertising Plan.

W. F. Main, of Iowa City, Iowa, proprietor of the Boston Piano and Music Co., makers of the Cote piano, with factory at Fall River, Mass., offers a most novel and interesting plan of advertising by giving away a piano. In another section of this paper he has an advertisement in which he tells you something of interest. It will pay you to read it and get in touch with him.

ELTON J. BUCKLEY
Editor "Grocery World"
Attorney and Counsellor at Law
730-731 Drexel Building, Philadelphia, Pa.
Telephones { Bell, Lombard 1727 / Keystone, Race 746
COLLECTIONS, CORPORATION PRACTICE, CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION

Organized Pittsburg (Pa.) Retailers Run Down Process Butter Frauds

Secretary Kane, of the Merchants' Protective Association, Finds Gross Violation of Law and Brings Action Himself. Campaign Will be General. Retail Grocers to be Protected Against Illicit Competition of Fake Butter Men.

Special correspondence of "Grocery World."

Pittsburg, Pa., June 25, 1908.

I have, as secretary of this association, received a large number of complaints from the retail grocers in Pittsburg, Allegheny and vicinity, complaining that the butter, egg and cheese dealers, who are known as the butter dealers, making a specialty of this line, have been greatly injuring their creamery butter business, as they are selling what is supposed to be pure creamery butter for less than the retail grocers could buy pure creamery butter at wholesale. After careful investigation I invited Dr. James F. Edwards, Superintendent of the Bureau of Health of this city, to make an inspection tour with me through the Northside Market to see what these butter dealers were selling for pure creamery butter. Out of ten stands in the market house we found eight offering for sale renovated or process butter as pure creamery butter at 28 cents a pound. These butter dealers have been in the habit of emptying 60-pound tubs on the lid of the tubs and displaying it on the counter in cold weather. Some had these pyramids of butter labeled "Special," "Extra Fine" and other placards, which we found out, after thorough investigation, that the butter so offered was adulterated or renovated butter. I also found that every one of these butter dealers were exposing for sale one, two and three-pound prints, as well as white tub oleo, without having the placard on each open tub, package or parcel, as required by the Act of 1901. In another section of the city, on one street, out of seven butter stores I found six selling tub colored oleo for creamery butter at 28 cents. After carefully submitting this matter to Mr. E. D. Miller, a Deputy Food Commissioner in this district, I decided to take up this line of prosecution myself, as it seems to me that it is impossible for fifteen men in the State Department of the Dairy and Food Division to protect the 60,000 retail grocers in Pennsylvania. We have in Pittsburg and Allegheny, which is now the North Side of Pittsburg, over 2,700 retail grocery stores, and I find it absolutely impossible for Mr. Miller to look after Allegheny County, as well as two or three other counties, and protect the retail grocers against these unscrupulous butter dealers.

I brought information against George R. Hanny, a retail butter dealer in the Allegheny Market, before Alderman George Cain, of the North Side, on the 21st day of May. At the hearing before the alderman Mr. Hanny was held for court under $500 bail. He was tried before the criminal court of this county before Judge John M. Kennedy, and the jury returned a verdict of guilty, as indicted. Under this Act of 1901 the minimum fine on the first offense is from $100 to $300. Judge Kennedy instructed Mr. Hanny to appear before him on July 1st for sentence. After my investigation of these butter violators I have decided to stand by and protect every retail grocer subscriber to your paper in Allegheny County and will prosecute every butter violator reported to me by any of the retail grocers in Allegheny County, whether they are members of this association or not.

I noticed in the last report that I sent you regarding these butter dealers that your paper published them as being retail grocers. These merchants are not retail grocers, but handle butter, eggs and cheese in competition to the retail grocers.

Joseph C. Kane,
Secretary Merchants' Protective Association.

Hardware.

Don't forget that when in need of hardware you can do better by buying from James M. Vance & Co., 211 Market street, than anywhere else.

Everything you need in this line can always be obtained at any time and at the lowest prices. Try them now.

Post (Formerly called Elijah's Manna)

Toasties

Are Made for Consumers ==

Not for Your Shelf!

And for that reason we guarantee the sale of Retailers' stock. We make customers for you by continuous, liberal advertising.

The Superior Quality—
Delightful Crispness, and Delicious, Toasty Flavour—hold Customers.

"THE TASTE LINGERS."

Made by Postum Cereal Company, Limited, Battle Creek, Mich.

The New York Letter

The Currant Protest. Brooklyn Dealers Postpone Minimum Price Issue Till Fall. New York Retailers Will Probably Espouse the Quantity Purchase Principle. Looking Up Fake Butter and Egg Concerns. Poor Buchan Soap Settlement. Small News of the Trade.

Special correspondence of "Grocery World."

New York, June 26, 1908.

That this country is the dumping ground of poor qualities of Greek currants is the claim made by a number of the principal importers who are trying to change this condition of affairs. Among those engaged in the movement to get better currants for this country are Austin, Nichols & Co., Francis H. Leggett & Co., Hills Bros. Co. and other importing and grocery firms

A petition was sent this week to the State Department at Washington asking that suitable representations be made to the Greek Government on the subject. It is assumed that the Government of Greece has power to give relief, since it chartered the Privileged Currant Co., and supervises its affairs, having a representative in the Board of Directors and sharing in the profits. The company is said to have been formed to absorb any surplus in the crop and to regulate conditions.

The importer is helpless in many cases, it is set forth in the petition, because sales are made before arrival against the shipments, and so he has to accept even most inferior grades. Besides reducing the average quality of the currants shipped here, it is claimed, the chartered company has brought about the doubling of the prices.

* * *

Definite action on the minimum price question is not to be taken by the United Retail Grocers' Association of Brooklyn until September. The subject came up for a brief discussion at the meeting this week and it was deemed the better course not to take any position at this time. Several influential members are quite actively trying to have this association line itself with the associations of Manhattan and the Bronx in opposition to anything like minimum or uniform prices.

It is also said that the associations in this city are likely to become more and more determined in standing by the quantity price plan in buying from manufacturers. The principle upon which many members are now agreed is that the manufacturer should look to the size of the order in making the price and should sell to all buyers who have the money to pay for the goods whether they are jobbers or retailers.

* * *

Another expansion in the business of L. J. Callanan, of Vesey street, will be made shortly. He leased last week the basement and sub-basement of 39 Vesey street, adjoining the building which he owns and occupies at Nos. 41-43. Workmen are now connecting the basements and the additional room below the surface will enable him to have his packing and shipping departments there. He will move the shipping office and freight elevator from the front of his store and thus will gain an additional window in front, giving three windows in all. Practically the entire front is of glass and the windows may be pushed up out of the way so that in summer the front may be made as open as is desired.

The liquor and cigar displays will be increased. The order department will be rearranged and an electric elevator will be installed for its convenience.

Mr. Callanan has also decided to build up some lines which he could not do before because of lack of room and to develop the department idea in the store, making sharp classifications in the various kinds of goods and placing a man in charge of each who will be held responsible for the condition of the stock.

* * *

In response to inquiries from York, Pa., the police have been looking into the affairs of the United Butter and Egg Co., which has headquarters at 337 East 67th street, in this city, and was moving several hundred crates of eggs to 108 East 119th street at the time that the officers sought information

B & P

BUY WHERE YOU CAN GET THE BEST GOODS FOR THE LEAST MONEY:

AND PAY CASH FOR WHAT YOU BUY AND MAKE THE MOST MONEY.

Wyoming Valley Brand Extra Fancy New York State Sugar Corn, 5 CASE LOTS OR OVER . . . . per doz., $ .70
This corn will be in and ready for shipment the latter part of this week or the forepart of next. It is as Fancy quality New York State Corn as we have ever offered, very attractive wrapper label, and one of the best corn bargains we have seen this season. It will pay you to buy all you can handle of it to carry into another season. Remember, not less than 5 case lots.

Toasted Cerealine Flakes, full size, regular 10c. package, 36 packs to the case, ... per case, 1.35
This is a good one and you can sell it for 5c. per package.

Olives, No. 20 Cylinder Bottle, Mammoth Queen Olives, elegant stock, single cases, 2 dozen . . per doz., 2.30
5 or 10-case lots . . . . . per doz., 2.25
These are a very large bottle of very large Olives that can be retailed at the very low price of 25c. per bottle. They are a bargain.

Hansen's Junket Tablets, ¼-gross containers . . . per gr., 8.00

Boyd's Best Quality Porcelain-lined Zinc Jar Tops, without rubbers, ½-gross in box . . . . . per gr., 2.60
5 or 10-gross lots . . . . . per gr., 2.57½
This is an opportunity for any of the trade who are in the market for jar tops to buy them at much under market prices.

Continental Sardines, ¼s in oil, new goods, pack of 1908, 100 cans in case, with key . . . . . per case, 3.62½

Merry Widow Brand Fancy Norwegian Smoked Sardines, ¼s in oil, fancy decorated rolling top key-opening cans, 100 cans in case, single cases, per case, 6.95
5 or 10-case lots . . . . . per case, 6.85

Fancy Cal. Lima Beans, bags about 80 lbs. . . . . per lb., .05⅞

Fancy Imported Marrow Beans, bags about 3½ bu per bu., 2.35

Fancy Imported Medium Beans, bags about 3½ bu. per bu., 2.30

Schumacher's Avena, barrels . . . . . per bbl., 5.80

Schumacher's Avena, bags (½ bbls.) . . . . . per bag, 2.80

Special Deal on Egg-O-See and E-C Corn Flakes, 5½ cases, half case free, freight prepaid to your station. 2¾ cases, quarter case free, freight paid to your station. Let us have your orders for these most popular cereals.

Fancy Java Rice, a beauty, clean, white and flinty, almost whole bean, 100 pound bags . . . . . per lb., .05½
5 or 10-bag lots . . . . . per lb., .05⅜
If this rice is not entirely satisfactory, upon receipt and examination of the same, it can be returned at our expense. It is one of the best rice bargains you have seen for a long time.

Julius Karl Brand Imported Extra Fins Peas, 100 cans in case . . . . . per case, 9.50
5 or 10-case lots . . . . . per case, 9.25
These are Genuine Extra Fins Imported Peas, in the regular size cans, and elegant quality, and the best trade we have seen in goods of this character for years.

Harlem Oil, gross lots . . . . . per gr., 2.30

These Prices for This Week Only—June 29th to July 4th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street 28 N. Delaware Avenue **Phila., Pa.**

as to its affairs. The police say that complaints have been made that the company obtained butter and eggs valued at many thousands of dollars from farmers in Pennsylvania and New Jersey without paying for the stock. Philip Cohen seemed to have something to do with the company and the officers took him to police headquarters in order to question him about the business.

* * *

The Thompson Carbolic Soap Co. is the name of a new corporation which figures in the proposed settlement of the affairs of the Buchans Soap Corporation, 225 Fifth avenue. Creditors of the Buchans corporation met Monday and all except one agreed to accept a compromise of 20 cents on the dollar, to be payable 5 cents in cash and 15 cents in notes of the new company, such notes to mature within two years. If the settlement is made effective the assets of the old company will be sold by the trustee in bankruptcy to the new corporation. The old company's liabilities amount to $118,651.

* * *

The United Grocers' Food Products Co., Long Branch, N. J., was incorporated this week under the New Jersey laws, the name being similar to that of the company recently incorporated in New York. The authorized capital stock is $125,000 and the incorporators are W. A. Upham, 72d street and Riverside Drive, New York; C. Q. Dean, 1628 Amsterdam avenue, New York; E. D. Cronin, 889 Union street, Brooklyn. The company is to deal in groceries and other food products.

* * *

Grocers will take notice of the incorporation this week of the Long Island Potato Exchange, the organization of farmers who expect to bring about better results for the members in the sales of their potatoes. The authorized capital is $20,000 and the corporation is to carry on its business on a commission basis. The incorporators include Samuel Dickerson, Southold; C. H. Aldrich, Mattibuck; George H. Wells, Peconic. Whether or not the organization will put up the prices of potatoes to the grocers is to be seen. It is claimed that in the past the Long Island farmers have often been obliged to sell below the real market prices because no system was observed in the shipments to New York and Brooklyn and no effort was made to seek markets outside of this district.

* * *

The Empire Bologna and Provision Co., West Hoboken, N. J., was incorporated several days ago to manufacture sausages and to pack chopped meats. Incorporators are Max Strohmeier, Philip Walter, Louis Mayers.

* * *

J. Fred. Crosby, the editor of "Tobacco," was arrested Sunday on the charge of criminal libel preferred by Martin J. Condon, the president of the American Snuff Co. It is claimed that Mr. Crosby gave an interview which was published in a daily paper in which he said that the tobacco trust mixes cocaine and other narcotics with snuff that is sold to the negroes in the South.

* * *

George B. Ackerson, a member of Nevers & Callaghan, 103 Wall street, who has been for many years identified with the raw sugar business, died Sunday at his home in Montclair, N. J.

* * *

The name of Sidenberg & Co., long known in the cigar trade, is to be revived by a new corporation organized by men identified with the American Cigar Co.

* * *

Five indictments were returned last Friday against the American Ice Co. The indictments charge that the company acted in restraint of trade in buying the output of other supposed independent companies and in making various agreements with such companies. The cases are not to be tried until fall. The charges are echoes of happenings in the year of the so-called ice famine when the grocers as well as other people paid unusually high prices. Since then quite a number of grocers have been active in starting and pushing along the business of new ice companies.

FRED. A. MCGILL.

Georgia peaches are coming forward in many carload lots, and the price is accordingly low. At the present writing it ranges from 90 cents to $1.50 per case. Sales are large on account of the low price. The quality of the current receipts is good.

Grocery Salesmen Wanted.

Grocery and specialty salesmen covering rural routes will hear something to their advantage by addressing "Grocery World," 927 Arch street, Philadelphia. State county and section covered.

To the Trade:

The Tea You Can
Sell Quickest Is

CEYLON TEA

BECAUSE IT

Pleases the Palate

BECAUSE IT

Answers the Needs

BECAUSE IT

Saves the Money

Of the Consumer

and all good Merchants
know that

The Turnover's the Thing

Grocery World

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Manager "Prices-Current."

Monday, June 29, 1908.

The attention of the country at large is just now being devoted to the serious increase in the prices of most cuts of fresh meat. It is true that meat continued to rise until it is now literally out of the reach of the poorer class of consumers. An advance of 5 cents per pound in the retail price of beefsteak is a typical instance.

The Fresh Meat Advance.

As usual, the retail meat dealer is bearing the brunt of the blame. Jobbers anxious to exculpate themselves blame the advance on the retailer and accuse him in the public press of extorting undue profits on a rising market. As a matter of fact, as every one in the trade knows, the retailer is not in the least to blame for the high prices of meat; in fact, it is not possible to fix the blame on any man or set of men. Sensational newspapers accuse a combination of the Western packers, but the packers are not fools. It seems quite obvious that they would not deliberately make a move—particularly at this time of little money and much fruit—which would inevitably reduce the consumption of their products and array the general public in a resentful horde against them. It is one of the very fundamentals of a large producing business that moderate prices within the reach of every one, and the large consumption which always results from that condition, constitute the ideal to be always striven for.

It is practically certain that the packers are no more responsible for the meat advance than the dealer. The cause seems unquestionably to be scarcity of good cattle at all shipping points.

The nomination of Congressman Sherman, of New York State, for Republican Vice-President recalls attention to his speech in the last Congress, purporting to give reasons why packers should not be compelled to stamp the weight of their goods on the packages. Mr. Sherman, incidentally, is a canned goods packer himself, and his views are therefore, in a sense, personal. Since the subject matter of his address is just as fresh to-day as when it was delivered, the weight question being still unsettled and mooted, a portion of it is reproduced:—

Sherman's Views on Short Weight.

> Now, the facts are that a very large majority of all the products of the canning companies of this country, whether they be inclosed in tin or in glass, are sold by the package and have been so sold for decades. The cans which have been presented by the distinguished gentleman from Illinois (Mr. Mann) do not bear upon their labels any statement as to their weight or quantity of the contents of the package, and it has not been the custom of the trade to so label packages, and if they have been sold by weight it has been by people, not those who manufacture the product, but by the retailer who perpetrated the fraud on the consumer.
>
> It is practicaly a ridiculous or impossible proposition to say that a man who puts up jelly by the jar shall label that jar, that glass, as to the amount, either in weight or quantity, that it contains. The buyer cares nothing about the weight; the housewife knows nothing about the weight; she has been accustomed to purchase jelly by the package, by the glass, and she never gives a thought to the question whether it weighs eight ounces, six ounces or twelve ounces.
>
> The package is before her and she sees what it is, and so purchases it for what it is. And the same is true of catsup; the same is true of corn, peas, beans and all such products. The fact is that the identical can filled with one commodity weighs from two or four ounces less or more than if filled with another commodity. The variation in weight is all the way from two to four ounces, depending upon the commodity inclosed in the can, when the cans are absolutely of the same size.
>
> It is also true that the commodity put up at one time in the year or in another, canned during an exceedingly dry or very wet season, will differ a trifle year by year. So that it is impossible in the conduct of the business to regulate the size of the can and use the same label in June or in August, or use the same label in 1904 and 1905 and have them in every case correctly state the quantity of the contents of the package.
>
> Neither the glass vessel nor the tin can is made with reference to containing a special amount in pounds or ounces. The sizes have become standardized in the trade without any reference to what they weigh, and they have been so dealt with in the trade for decades, and no purchasers from any canner ever suggests anything about the weight in the can. They are not known by weight and they never have been known by weight.
>
> The proposition in the amendment offered by the gentleman from Illinois and by the original provision of the bill is to compel the trade to do what it has never done—label the amount either in quarts or pints or pounds or ounces of the contents of the package. That would revolutionize trade conditions.

The "Grocery World," which favors the weight plan as a general proposition, is perfectly willing to admit that in some cases it would cause the manufacturer trouble, particularly as it would compel him to be much more careful than he is now to secure practical uniformity of weight throughout his packages. At present the weights of package goods vary very widely, one well-known brand of catsup, for instance, ranging from 13 to 15 ounces. But the inconvenience of the manufacturer is not a good argument against a general benefit.

The "Grocery World" also believes that Congressman Sherman makes a wholly groundless insinuation when he suggests that the short weight frauds of the past have been perpetrated by retailers and not by manufacturers; also that he goes much too far when he declares that consumers care nothing about the weight of the package goods they buy. As to this proposition he will probably not find a single retail grocer to agree with him.

The "Grocery World" has secured a copy of the circular issued by the Kellogg Toasted Corn Flake Co. explaining its position upon the selling of large retail buyers. From it the following extract is taken:—

More About the Kellogg Argument.

> Many large retail buyers are of the opinion that we should make quantity price and that quantity should govern in such matters. We have no doubt this is so on some commodities, but it would be ruinous to let quantity govern toasted corn flakes. Thousands of retail grocers would buy the quantity (in excess of their needs) to get the inside price, and when it got old we would be buying it back, not because we guarantee its sale, because we do not, but in self protection, for it would injure our trade to have stale goods go to the consumer.
>
> Therefore, quantity price being out of the question, we should in all fairness sell all retailers if we sell any. But that being equally out of the question, we have concluded that our own best interests and the best interests of the great army of retail distributers all over the country will be served by confining our sale to the wholesale grocer, thus putting every retailer on an equal footing.

This is an astoundingly weak confession of inability to run a business on a business-like basis. They cannot sell a buyer like the Philadelphia Retail Grocers' Association, they say, because if they based their decision as to who should buy direct on the quantity bought, some retailers, to get the quantity price, would buy more than they needed, and the Kellogg concern, to prevent spoiled goods from getting out, would have to buy some of it back.

What utter childishness! Suppose the Kellogg concern said to a large retail buyer: "If you will buy 50 cases we will sell you direct, because we believe that every 50-case buyer is entitled to buy direct. But we warn you now not to buy 50 cases unless you can use them, for under no circumstances will we take a single package off your hands." How many retailers would overstock after hearing that? The trouble with the Kellogg people is that they are too weak to say that and stand by it. So in order to save themselves from the effects of their own weakness they rob large buyers of an undoubted right.

Even if this was a real argument, wouldn't it apply just as well to a jobber? Isn't the quantity price an incentive to anybody to overstock so he can get it?

Cooperative Buying in Germany.

Consul-General Richard Guenther reports from Frankfort that the Wholesale Purchasing Company for German Co-operative Associations, Ltd., at Hamburg, Germany, has published its report on the company's business during 1907. The total sales amounted to $14,254,000, an increase of 28.7 per cent. over the business of 1906. The capital of the concern (which only supplies its affiliated co-operative retail stores) is $239,000. The net profits from last year's dealings amounted to $120,000. The report states that the prospects for 1908 are not auspicious, because the present economic crisis will cause lack of employment for factory operatives and other working classes.

A few watermelons are coming from Georgia, but the most are from Florida. The range is 15 to 30 cents. The demand is good.

Grocery Protests Against Freight Advance

Canning Company Shows Up Inconsistencies in Present Schedule. Practically Whole Country Under One Classification. Canning Concern Argues for Uniformity.

The grocery and allied trades of the country are waking to the fact that the 10 per cent. advance in freight rates will make a considerable difference throughout the whole list. Accordingly, protests are going to the Interstate Commerce Commission from various affected interests nearly every day.

One of the strongest emanates from the New Blue Grass Canning Co., of Owensboro, Ky. It not only protests against the advance, but it uncovers some of the inconsistencies in the present freight rates. Freight rates almost everywhere exhibit about the same lack of system. A part of the above protest is as follows:—

I believe there should be a universal classification used by all railroads, steamboats and other transportation companies, making the same classification apply, no matter from whence the shipment originates nor to what point its destination is to be in our country.

Take, for instance, catsup—one of the articles the writer manufactures:

To points north of the Ohio River and east of the Mississippi River we can ship catsup, canned vegetables and fruit at the same rate at the same classification. To points in the West we are not permitted to mix catsup and canned goods at all, except at an excessive rate to be paid on the canned goods if it goes with the catsup. To the South the same is true; the rules will not permit the mixing of catsup and canned goods, but will permit the mixing of catsup and condiments.

The ordinary catsup of commerce, such as is manufactured by all manufacturers, except those who manufacture very high-class goods, is less valuable per pound than the average value of canned fruits and vegetables. The catsup will weigh approximately the same number of pounds per cubic foot. While bottled catsup is shipped in glass packages, it is so securely packed that a claim for loss is the exception. As each grocer, both wholesale and retail, handles both the fruits and vegetables, as well as catsup, the rule should permit the shipping of these articles together.

Why ship mustard, pickles, chili sauce, pepper sauce and catsup, and not permit us to ship catsup, tomatoes and pumpkin.

You can see from all this that the rules governing these things are out of date; they are neither just nor fair to the consignee or the consignor. The rules are detrimental to the development of business, and actually reduce the amount of goods that could be transported by the railroad companies if they would permit the general mixing of goods of practically the same weight per cubic foot and practically the same value per 100 pounds, where the risk in transportation is not materially increased for the transportation company.

Something should be done, as stated in my former letter, to make a uniform classification and to permit as many goods of like kind and value to go under one classification as are ordinarily manufactured by one manufacturer, so as to facilitate the wide distribution and consequently the wide consumption of all commodities, more especially in the fruit and vegetable products.

For instance, rates from the Louisville and Nashville between Owensboro and Paducah, Ky., canned goods and vegetables, carload lots, 12 cents; less than carload lots, 25 cents.

Catsup in glass, carload lots, 13 cents; less than carload lots, 25 cents.

Catsup in wood, carload lots, 13 cents; less than carload lots, 19 cents.

A freight rate would be in carload lots either of the three items, 12 cents, and less than carload lots, either of the three items named, 18 cents. That would be a 50 per cent. raise for less than carload lots.

You will observe that catsup in wood is almost exactly 50 per cent. raise above the carload rate.

Next we will take the Louisville and Nashville to Humboldt, Tenn.:

Canned fruits and vegetables, carload lots, 31 cents; less than carload, 54 cents.

Catsup in glass, carload, 27 cents; less than carload, 64 cents.

Catsup in wood, carload, 27 cents; less than carload lots, 44 cents.

Can any railroad rate builder give a good and sufficient reason why the rates should be so varied passing over the same railroad lines, in the same direction?

Next, we come to a rate we had from the Illinois Central to Dyersburg, Tenn.:—

Canned fruits and vegetables, carload lots, 35 cents; less than carload lots, 66 cents.

Catsup in glass, carload, 31 cents; less than carload, 66 cents.

Catsup in wood, carload, 31 cents; cents; less than carload, 45 cents.

All these goods are manufactured from tomatoes, catsup being made from the offal of the canning house; at least 75 per cent. of it that goes to the South is made that way. The material is perfectly clean and wholesome, but would have to be thrown away unless made into catsup or tomato pulp. The rates should be as low on these articles as on canned goods. You will observe that in the instances cited above catsup in wood and in glass, carload lots, is less in two instances and more in one instance, while in less than carload lots the rate in wood is less in each instance. There is no objection to the rate in less than carload lots in wood.

However, the rate on less than carload lots in glass should be no higher than on canned goods, simply because the weight per cubic foot is about the same for catsup as canned goods, while the value is generally less per 100 pounds than canned goods.

The principal complaint is that the railroad company should permit an assortment of same character and class of goods as the above items to

Oakdale Steam Crisp Pretzels Salted

¶Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.

Oakdale Building, Philadelphia, Pa.

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

The Clumsy and Expensive Team



You'll be delighted with the **Lindsley Delivery Car**—everybody is. Delighted with the way it covers ground, with the tremendous loads it takes without a murmur, with the way it stays in order, with the extremely small expense of running it.

The average delivery team is a mighty clumsy, expensive thing compared with a **Lindsley Car.**

J. V. LINDSLEY & CO.
Suite 1112 Monadnock Building
CHICAGO

Can you afford to handle goods advertised to the consumer at profitless prices?



No Price Printed on the Package
No Price Advertised to the Consumer



is the Mother's Oats policy, and it means bigger profits to you.

This policy was endorsed by the National Conventions of Retail and Wholesale Grocers at Boston and Atlantic City.

Increasing your sales of Mother's Oats means increasing your earnings.

The Great Western Cereal Co.
CHICACO, ILLINOIS

be shipped in the same car without discrimination.

We can and do ship catsup in glass and in wood together with canned goods to all points in the line territory at the same rate.

The thing that is needed most is one classification that applies to all points in the United States, one that will permit of as many items as is consistent, of a like nature, generally manufactured in one neighborhood, or one factory and generally handled by one jobber, to be put in one and the same car at the same rate.

In other words, canned fruits and vegetables, catsup, mustard, pickles should be permitted to go at the same rate. So should lard, meat and sausage be permitted to go at the same rate.

Since, under a combination of the railroads, practically the whole country is under the above classification, the arguments made above apply everywhere.

Bad Eggs Coming Into Washington.

Receivers Say Virginia, Tennessee and North Carolina Shippers are Sending Bad Stock to National Capital.

Special correspondence of "Grocery World."

Washington, D. C.,
June 25, 1908.

Many commission merchants handling eggs here are up in arms against the shippers of Southwestern Virginia, portions of Tennessee and North Carolina, claiming that fully half of the shipments received in Washington from the sections mentioned are rotten and unfit for food.

According to reports it is often necessary for them to have their place deodorized after going through a shipment, and that frequently the bottom of the cases are filled with worms born in broken eggs.

S.

"The Inquisitive Kids."

A most novel and effective window and showcase display is now being sent out to grocers by the Malta-Vita Pure Food Co., of Battle Creek. It's decidedly showy and a fine eye catcher.

It is a beautifully lithographed cut-out, in eight colors, bearing the caption, "Let Me See If It's the Same," which is portrayed by an inquisitive boy holding a regular package of Malta-Vita Corn Flakes, alongside of whom is a little girl whose curiosity is also aroused, and who is standing on her toe tips in an attempt to see the contents of the box.

A unique feature of the display is the fact that the paekage is not a part of the printed design, but is a standard stoek eartон, collapsible, thereby giving the appearance of aetually being held by the boy.

The size of the eard is 3 x 2 feet, and is just the kind of advertising that attraets the attention of women and children—the groeer's everyday eustomers.

The Malta-Vita Pure Food Co. will be glad to hear from dealers desiring this partieularly unique display, as they are sending them to handlers of their produet, eharges prepaid.

Written for the "Grocery World."

Retailers Protest Against Biscuit Trust

Pennsylvania Grocer Accuses National Biscuit Company of Injustice in Selling Mail Order Concerns Like Sears, Roebuck & Co. "Furnishing Retailers' Enemies with Powder." An Extract from the Sears, Roebuck Catalogue.

I have been reading a lot about the fight between the home merchants and the catalogue houses, but have never yet read anything concerning the following, which can be verified by anybody taking the trouble to ask Sears, Roebuck & Co. for their current grocery list.

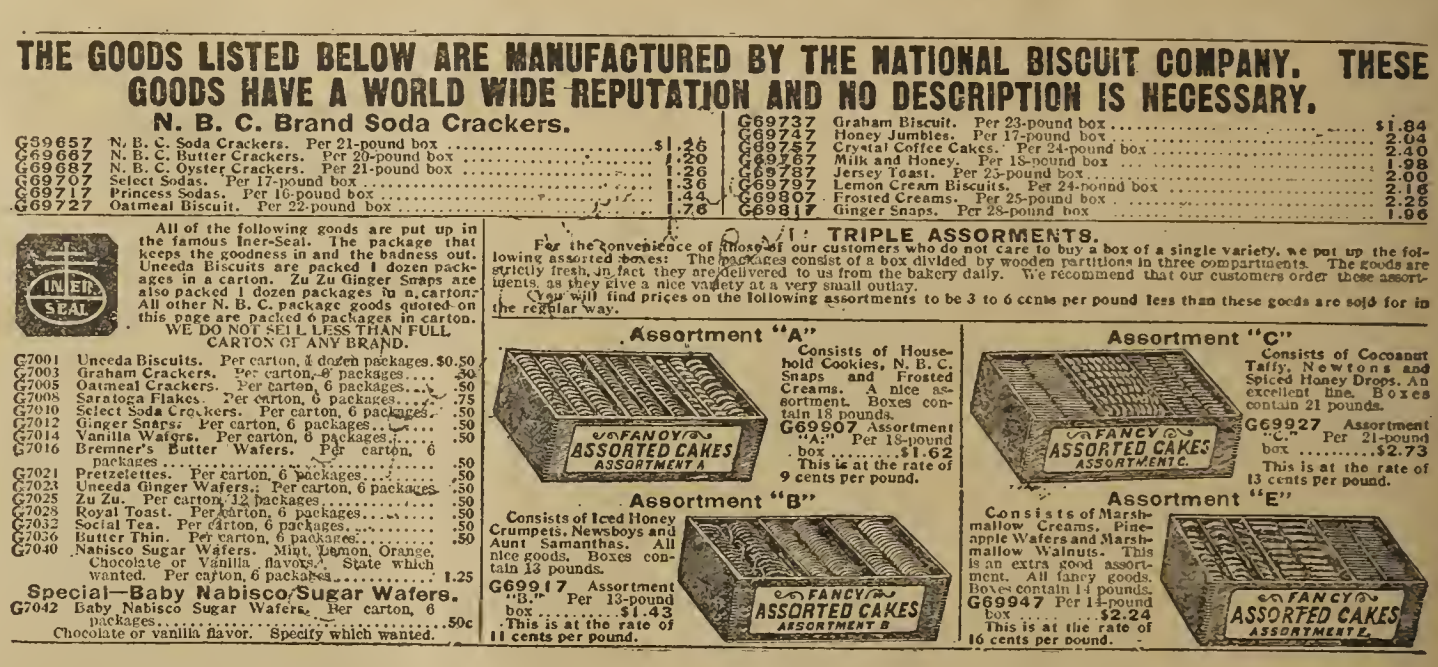
About 95 per cent. of their offerings are under their private labels, the other 5 per cent. are goods carefully selected from well advertised lines and quoted at wholesale prices. This puts a fine veneering on the whole list, while it has just the opposite effect on the home merchant's stock, as our customers naturally compare familiar brands first.

This matter should be taken up with the manufacturers, as there is very little use of our fighting as long as they continue to furnish our enemies with powder. It does not seem reasonable either from their standpoint. Sears, Roebuck & Co. do not handle their full lines, just a few well selected, much advertised articles like Gold Dust, Royal Baking Powder, etc., and they are not going to push the sale of these either. The manufacturer is damaging his own business by prejudicing the public againt his own customers.

For example, we handle the National Biscuit Co's goods almost entirely, and I must say it is not pleasant to have this list circulating among our customers. I am inclosing clipping (kindly reproduce) from their list showing the National Biscuit Co's goods. This was taken from the centre of the page. The balance of the page, which is 8½ x 10½ inches, is taken up entirely with telling how good their own private brand of cakes and crackers are.

S. V. Johnson,
Manager Hicks Run Store.
Hicks Run, Pa.

Note.—The National Biscuit Co. has always been a particularly grievous offender against the rights of retail grocers in this respect. It sells any department store which wants to buy its goods, and it cares nothing whatever how badly its prices are cut. The "Grocery World" has frequently pointed out the remedy; it still exists. The minute retailers as a body begin to enforce their resentment against a manufacturer by refusing to sell his products, that minute such manufacturer would begin to take notice of the retailers' desires and rights.—Ed.



CORRESPONDENCE.

To Get a Sign.

Milroy, Pa., June 18, 1908.
Editor "Grocery World."

Dear Sir:—From whom can I buy a sign with my name and business on for use outside my store?

Yours truly,
S. M. Zook.

The "Grocery World" knows no better or cheaper way to get such a sign than to let a local painter paint it. Some painter must do it, and the country man would probably charge less than anyone else.

* * *

Information on Fruit Preservation.

Shenandoah, Pa., June 17, 1908.
Editor "Grocery World."

Dear Sir:—Will you kindly favor me by giving me the name of a book or paper pertaining to the keeping and preserving of fruits, vegetables, etc., from decaying or becoming unsalable? Thanking you, I am,

Yours truly,
Geo. D. Young.

The "Grocery World" knows of no paper on the subject. For a list of books on the subject, write "The Canner and Dried Fruit Packer," Chicago, Ill.

* * *

To Buy Dried Beef.

Lancaster, Pa., June 22, 1908.
Editor "Grocery World."

Dear Sir:—Will you kindly inform me who sells the dried beef advertised in Column 43 of the "Grocery World."

Thanking you in advance, I remain,

Yours truly,
H. H. Mosemann.

Messrs. Barber & Perkins, 33 North Water street, Philadelphia, Pa.

A few blackberries are now coming from New Jersey and Delaware, the former ranging from 10 to 12 cents, and the latter from 5 to 8 cents. Jersey huckleberries range from 9 to 11 cents. Raspberries are all near-by and range from 4 to 5 cents per pint. The demand for berries is good.

Grocery Salesmen Wanted.

Groeery and specialty salesmen eovering rural routes will hear something to their advantage by addressing "Groeery World," 927 Arch street, Philadelphia. State county and seetion eovered.

THE GROCERY MARKETS

Tea.

The tea market shows no change whatever for the week. New Ping Sueys have opened on a basis below last year, but still from 1 to 1½ cents above spot old teas. There is no change anywhere in the list of old teas. The market is not especially strong, but no radical change is expected before the end of the season. The consumptive demand for tea is fair.

Coffee.

The market for Rio and Santos coffee is very stupid. The valorization scheme hangs over the market like a menace and absolutely prevents the roasting trade from doing more than pursuing a hand-to-mouth policy. There is no indication of any change in the attitude of the trade, it being even more conservative than six months ago. The quality of the valorization coffee released by the Brazilian syndicate was not up to the expectations of the trade, and did not meet with as ready a sale as was expected. This coffee now comes directly into competition with the coffee of the Brazilian growers, now unsold at primal points, and one of the Brazilian papers, in a recent issue, admits that this will probably be the main source of irritation and friction when the new crop begins to be offered freely. Mild coffees are firm and unchanged. Java and Mocha steady.

Sugar.

The raw sugar market is weaker, sales having been made during the week at 1-16 off. Refined sugar is unchanged and shows no prospect of any change in the near future. The demand for refined sugar is very heavy and promises to be so during the entire summer, as all fruits seem to be in good supply. The sugar market was so dull during the spring months that there is still considerable low-priced sugar about, and the demand will not do all it should until this is worked off.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is dull and in light demand; price unchanged. Sugar syrup is selling excellently well at prices that show no change whatever. Molasses is unchanged and in very light demand.

Fish.

A falling off in the receipts of new shore mackerel has caused an advance of about 50 cents per barrel during the week. The demand is fair. Norway and Irish mackerel are unchanged in price and in light demand. Cod, hake and haddock are unchanged in price and in extremely slow demand. Domestic sardines are unchanged and fairly active. French, Portuguese and Norwegian sardines are unchanged and in moderate demand only. Salmon is unchanged, no other grade having named future prices except Columbia River. The sales of the latter have been fair. Spot salmon is in fair request at unchanged prices.

Canned Goods.

Tomatoes are unchanged, both spot and futures, prices throughout being unchanged. The market is no more than steady, and even at full prices the packer is just about coming out whole. Corn is in fair request at unchanged prices. Peas are selling well at low prices. Peaches are unchanged and in slow demand. There will likely be a good pack. Apples are steady and in fair request. The dry weather in Maryland has interfered to some extent with the berry crop, and in some lines has made the pack shorter than it would have been. California canned goods are unchanged, sales of futures at the recently published prices having been fair.

Dried Fruits.

Owing to the great abundance of fresh fruit, the demand for prunes, unlike that of last June, is very dull. Prices are unchanged. Peaches are weak and in light demand, especially for futures. Apricots are inclined to be weak and the demand is moderate. Currants are selling in a small way. Prices on new currants have been made on a basis about ½ cent above spot goods. Prices on loose raisins have been named on a basis of 4, 4½ and 5 cents for 2, 3 and 4-crown respectively. This can hardly be compared with the price of spot raisins, because the market is so weak that there is no fixed price for them now. It can be said, however, to be a fair average price. The trade are not taking many future fancy seeded raisins at the recently named price of 6½ cents coast.

Beans and Peas.

The receipts of imported pea beans have been so heavy that the market has declined during the week. Domestic pea beans can now be bought in a large way at $2.60, which is a drop of 10 to 20, and the

The American Sanitary Jar Cap

FOR MASON FRUIT JARS

Attractive :: Inexpensive



¶ This cap is treated with a Sanitary Enamel which perfectly resists the action of fruit acids. Less than half the price of zinc and glass caps and no danger from poisonous oxides.

¶ Write for samples and prices.

AMERICAN CAN COMPANY

NEW YORK CHICAGO
SAN FRANCISCO

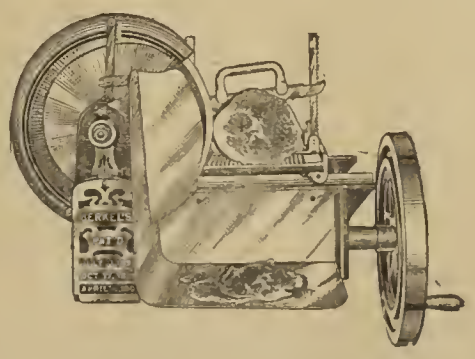
Offices in All Large Cities

Your Opportunity

The prices of fresh meats keep getting higher and higher.

More and more people, either unable or unwilling to pay so much for a single article of food, are looking for something to take their place.

Now is the time for the wise merchant to push dried and boiled meats, in the price of which there has been comparatively little change.



An AMERICAN Slicing Machine

in your store will enable you to offer your trade appetizing, just-right ham and bacon and dried beef, and more slices for the money than they can get anywhere else.

Naturally, it will bring you all of the trade of your neighborhood in this line.

Besides, it will cut out for you not only the regular profit on these items—a good one—but an additional profit by reason of the saving of waste.

Send for our catalogue—*now*, while you think of it.

American Slicing Machine Co.

54 Fifth Avenue, Chicago

BUY YOUR
Hardware of US
And you will always get what you order
at Lowest Prices
Everything in Hardware in season and out of season

JAMES M. VANCE & CO.
Hardware Jobbers
211 and 213 Market St., Philadelphia

They Are Worth Having
and nearly every merchant knows it. Simplest way of keeping accounts. FORBES
INDEXED COUPON BOOKS



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased **100,000** books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCTON, OHIO

FOR CODFISH LOVERS

In these glass jars is packed the same fine Georges Cod as in the 3-lb. boxes, but medium sized, younger, smaller fish are used.

Simply perfect, pure, genuine codfish, packed with no preservative except natural sea salt, as clean as wax and tightly sealed so as to keep moist and full-flavored until served.

You can offer this to your trade not as imitation codfish, but as codfish guaranteed to be genuine, and with every satisfaction that it will bring repeat orders.

DON'T FORGET THE BRAND—TALISMAN
SWIFT & COMPANY



Don't Judge a Good Match by a Bad One

You may have seen some double-tip match that flew all to pieces, or smelt abominably, or softened up, or flamed up suddenly by spontaneous combustion.

The **Ohio Blue Tip Safety Match** has none of these troubles. If you strike it on the tip, and only on the tip, it will go off—always. But it will never soften, or go off at the wrong time, or do the wrong thing under any circumstances.

An independent, perfect match.

OHIO MATCH SALES COMPANY
PHILADELPHIA OFFICE AND WAREHOUSE
411 MARSHALL STREET
NEW YORK, N. Y.

foreign are quoted at $2.12½. Marrows are down to $2.40. The demand for beans is good. California limas are quoted at 5⅝ to 5¾, which is about unchanged. Split and dried peas are unchanged and in fair demand.

Butter.

Solid packed butter has declined ½ cent during the week and prints 1 cent. The cause is excessive supply. The make is about normal and the quality is running fine, but the storehouses are full and the receipts must be marketed fresh. At the decline the market is firm and no change is looked for either in tub or print butter for the next few days. Under grades are selling well at 1 to 2 cents below the best.

Eggs.

The egg market is very firm at an advance of 1 cent per dozen. The percentage of fancy eggs is growing less, owing to the hot weather and the fact that much of the receipts show the effects thereof. All eggs sell on arrival and the market is healthy. There is not likely to be any radical change in the next few days.

Cheese.

The cheese market is ¼ cent higher. The make is about normal and for the season the quality is fine. Under grades are very scarce and meet with ready sale at proportionate prices.

Provisions.

Everything in provisions is very firm. There has been a general advance in skinback hams of ¾ cent and regular and picnic hams of ½ cent. The consumptive demand is active for everything in the line of provisions, due partly to the high price of fresh meats, and at the advanced prices the market is firm. Bellies are also firm at ½ cent over a week ago. Pure lard has advanced ½ cent; compound unchanged. Dried beef and barrel pork are both firm and unchanged. Canned meats are fairly active at ruling prices.

Produce.

Eastern Shore onions, $1.15 to $1.25 per hamper; Bermudas, $1.25 per crate; Texas, $1.25 per crate; Egyptian, $2 to $2.25 per 2-bushel bag, demand fair to good; red radishes, $2 per 100; white, $1 to $1.25 per 100, demand fair; scullions, 75 cents to $1 per 100, demand fair; carrots, $2.25 to $2.50 per barrel, 2½ cents per bunch, demand fair; beets, $1 to $1.25 per 100 bunches, demand fair; spinach, $1 to $1.25 per barrel, demand good; rhubarb, $1.50 to $2 per 100, demand fair; peas, 50 to 80 cents per basket, demand good; salad, 50 to 75 cents per barrel, demand fair; cabbage, 60 to 75 cents per barrel, demand fair; cauliflower, No. 1, 10 to 12 cents per head; No. 2, 2 to 3 cents per head, demand good; squash, 40 to 50 cents per basket, demand fair; turnips, 40 to 50 cents per basket, demand fair; string beans, green, 50 cents per basket; wax, 35 to 40 cents per basket, demand fair.

Green Fruit.

Bananas, firsts, $1.50 to $2 per bunch; 8-hands, $1.15 to $1.40 per bunch; 7-hands, 75 cents to $1 per bunch; 6-hands, 50 to 65 cents per bunch; red, $1.50 to $3 per head, demand poor; grapefruit, $4 to $6 per box, demand poor; limes, 80 cents to $1 per 100, demand good; California oranges, $2.75 to $4.25 per box, demand fair to good; lemons, $2.50 to $3.25 per box, demand fair to good; pineapples, $2 to $3.25 per box, demand good.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7½ cents per pound; roasted, choice, $1.15 per bushel; fancy, $1.50 per bushel; jumbo, $1.65 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 10 cents per pound; filberts, 10¼ cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12½ cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

With the opening of the tomato canning season for 1908 only six weeks off, the market prices of the 1907 pack are stiffening up all along the line, which fact suggests a number of questions of interest to canners and jobbers, and to the compilers of the statistics concerning that article as well, such as, for instance, what has become of the record-breaking output of last year, and if that great pack has been nearly consumed, or has gone into the usual channels for consumption, along with the carry-over from the year previous, what will happen as to prices should the output in the coming season fall back to normal for an average season? The total output in 1907 was around 13,000,000 cases, while the average pack during the previous five years was between 8,000,000 and 9,000,000 cases. These figures are impressive. During this week the market con-

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of $5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

tinued active, and the outlook is for further activity in the coming week for both spot and future deliveries.

The pea packing season is over, as far as this section is concerned, and the output is around 50 per cent. of an ordinary pack. The demand has been chiefly for the second and standard grades, though a fair proportion of the higher grades has been sold. Unless the other canning sections will have a large surplus above their present contracts when their season is over, the pea market will be in good shape for the fall and winter trade. The spring crop and the pack of string beans is up to the average, both in size and quality, and the demand for them is satisfactory. Spot corn is firmer, because of the unfavorable reports concerning the coming crop, and there is also a stronger market for future corn. In the other lines of vegetables the demand has been small comparatively.

The pack of strawberries and gooseberries is smaller than was expected, and there is talk of a disappointment in the crop of raspberries, which is now coming in. Blackberries and blueberries come next, but no reliable information about them is at hand as yet. Pineapples are fine quality this season and the demand is fair. This is a cherry year in this section, and the quality is above the average. The outlook for the peach crop is excellent, and the demand for them for future delivery is increasing, especially for pie peaches and for seconds in water and syrup.

THOS. J. MEEHAN & CO.
Baltimore, Md.

—

No. 2.

Spot stocks of tomatoes and corn are exceedingly light, orders aggregating quite a volume have depleted packers' warehouse stocks; as a result, lots on hand above a carload or two are exceptional and carload and less than carload lots are being absorbed and cleaned up as rapidly as these offerings come to the surface. During the setting out season some packers were busy and could not give their attention to shipping goods. This gave an opportunity to those whose time was not so occupied to dispose of their holdings. Now that the "Setting Out" season is about over, the other class of packers are coming to the front and cleaning up the last car or two in order to have clean decks by packing season. The fact that goods still hold their own and the market is firm is evidence that there will be a general cleaning up.

Seconds standard tomatoes are difficult to locate; the majority of lots still unsold have suffered from exposure in the winter months and run irregular on account of freezing. It is also difficult to locate lots that show good color, as it will be remembered during the last packing season a number of tomatoes showed yellow around the core, and as packers strenuously avoided coloring, the rich, red, natural color is conspicuous by its absence. Fifty-two and a half to 55 cents can be nominally quoted as the market for full standard 2s tomatoes, with off standards at 47½ to 50 cents, depending upon quality and condition. Threes full standards are still obtainable in a small way on the basis of 75 to 77½ cents, depending upon brand and quality, but it would be difficult to locate a round lot, except at the latter figure, and, as before stated, very few round lots are obtainable at any price. A few sanitary tins and Jersey size, old style tins, are still being offered at prices exceptionally low, considering the figure demanded for futures of the same variety and size. Gallons continue dull on the basis of $2, sometimes f. o. b. and other times delivered, depending upon brand, quality and condition.

Beneficial rains, with temperature about normal, places futures in a somewhat easier position. The recent rain has been a source of satisfaction to growers and packers and has had the effect of alleviating serious doubts and fears of a drought at least so early in the game. While buyers' ideas seem to be on the basis of 75 cents, f. o. b. factory, from the volume of inquiries on this basis, it is easy to conclude that offerings under 77½ cents are not sufficient to satisfy the demand. Most conservative packers continue to hold to 77½ cents and manifest a willingness to await further conditions before accepting contracts which show a loss. Just what developments may follow between now and the first of September it is of course impossible for any one to forecast. At the same time it is natural on the part of the seller to refrain from taking on much business at least until the goods are in the can. Some packers have advanced their price on 2s new packed tomatoes to 60 cents, f. o. b. factory, while others are willing to take business on the basis of 57½ cents.

Early June peas do not seem to strengthen, even in the face of facts and conditions assuring a short pack; just why the buyers have not absorbed what looks to be an attractive proposition is a question. At the same time this attitude is liable to change at any moment, and as prices are now extremely low, there is a possibility of another story at almost any moment.

Improved demand of spot corn at advanced prices is notable. The uncertain outlook, as far as new packed corn is concerned, continues to boost the packer in his opinion and suggest to him care and conservatism. During the past week bids declined have been promptly repeated, at 5 cents per dozen advance in order to secure, which would indicate that buyers are beginning to realize the packers' true position.

Future corn is a little firmer than a week ago, with little inclination among packers to take business of any volume and improved inquiry with prospective sales likely which, when finally consummated, will cause a still firmer attitude, at least for the shoepeg varieties. There has also been a fair volume of business for Southern packed Maine style at full prices, with possibility of continued buying.

STRASBAUGH, SILVER & CO.
Aberdeen, Md.

—

Rice.

The poor assortment of select grades of rice now in the hands of jobbers and wholesalers throughout the country is due to the poor yield of the past two years. Last season the farmers were greatly hampered by incessant rains just at the harvest time, which caused the rice that had been cut, preparatory to threshing, to become stack-burned and otherwise damaged in color and style. The small crop, however, enabled the farmers to sell what they had saved at high enough prices to make up for the poor yield.

This spring weather conditions were ideal for early planting, and we learn from reliable sources that the acreage planted is about 25 per cent. in excess of last year, and with continued good weather from now until the growing crop is cut and stored the 1908 yield should be a good one.

This will not mean lower prices immediately, because the entire country is practically bare of supplies, and the enormous demand which will meet the crop when harvested will surely keep prices steady for a few months. Therefore any dealer is safe in carrying a liberal stock of choice goods, if he can secure same, until at least November. After that the more desirable new fancy heads will be more plentiful and selections far superior to spot stocks.

In the meantime the consumption of rice must surely go on, and it is really a question whether the remaining supplies will be sufficient to supply the demand. This naturally means higher prices, particularly for domestic Japans, which have been neglected this season until now, when the medium grades of Honduras are about cleaned out.

Java, Bassein, Patna and other imported grades can only fill this gap with certain trade, as the majority of grocers seem prejudiced against foreign rice in general. Domestic Japans produced throughout Louisiana and Texas give far better results, and when properly cooked show up nearly as good as fancy Carolina grades.

B. FISCHER & CO.
New York, N. Y.

—

Spices.

Prices for general spice line are unquestionably firmer. The supplies in the hands of the dealers of all classes are low on account of the general curtailment of purchases, and they must soon be buyers.

Pepper.—Singapore pepper is slightly easier for import, though the spot market is lower than import on account of the large amounts on the way.

It is probable that prices for pepper will not advance greater. Imports for the first five months of 1908 are 50 per cent. over imports of the same period of 1906. The inference is plain that crops are larger and prices cannot react against this flood. However, we believe that pepper is likely to show firmer figures probably all of this year to the extent of 1 cent per pound.

Cayennes are very firm and have advanced for Zanzibar and prime Mombassas. The output is going to be very small on account of drought and the curtailment of acreage cultivated by the German colonists, and also in Zanzibar.

Cloves.—As usual, no one under the sun can predict as a certainty anything about cloves.

Prime Zanzibar.—Spot will be a little cheaper a month or two hence than now.

Pimento is low and all information points to an advance.

Nutmegs are still low, but the buyer who does not stock now will pay for his waiting, we believe.

Gingers are at least ¼ cent firmer and will show an advance of ½ cent to 1 cent within a month.

Seeds.—Poppy seed is slightly easier for import, though Caraway does not show any decline; indeed is firmer.

McCormick & Co., Inc.
Baltimore, Md.

—

Sugar.

There has been a fair business in raw sugar this week. Prices are lower.

The market isn't ready yet to go ahead. The underlying conditions are all right, there has been a good basis for the level that has been built, but to make the top hard and capable of resisting the little waves of pessimism that come along good business is needed. Prices are waiting for the demand to catch up. After a period of over-supply it is always a hard task to get things back into a settled state, and in this instance it is taking quite some time. There is no doubt that the improvement is progressing and that the old stocks are going into consumption at a more rapid pace each week. The demand at the refinery ports has been better, but we need a bigger demand to support the market. A big demand at this time of the year is expected. The summer season is counted upon to bring up the consumption. Prices are not depending now upon the fact that production this year has been curtailed. The governing influence at present is the adjustment of consumption to the production and what is to be the extent of the reduction in the supply. A consumption equal to that of last year will bring supplies down and higher prices would be warranted. But we must wait and see. The market needs assurance, through an increase in the present demand, that the consumption is to equal that of last year; that the big fruit crops will counterbalance the general business depression; it needs assurance that the European markets won't give way under the influence of favorable beet growing weather or the fear of the 300,000 tons of Russian exports after September 1st to the United Kingdom. It is a two-sided market. What has happened so far has raised the price level. The quotation got up to 4.50 cents. It is down to 4.31 cents today, having been see-sawing in the interval, waiting to see how conditions were to develop, waiting for an increased demand to provide new confidence. The higher prices go the more confidence is needed. The decline in our quotation did not come because of a lack of faith in the situation here. We were getting along all right, had buyers for the raws coming in, and made an advance of four points last week. Europe cabled lower prices, her traders were showing themselves unable to maintain values, and the effect here was immediate. We followed her in the decline. Sugars unsold destined to this port couldn't find buyers at the previous price and concessions were necessary.

Refined Sugar.—All refiners hold prices firm, f. o. b. respective shipping points, net basis of granulated 5.30 cents, less 1 per cent. cash. The Federal and Warner alone will sell to jobbers and manufacturers privilege of four weeks' delayed shipment; the American Sugar Refining Co., Howell, and Arbuckle, to only manufacturers 30 days' delay, to jobbers shipment to be made within 7 days from date of purchase, requiring that "assortment and shipping instructions must be mailed on day order is placed and confirmed."

M. G. Wanzor & Co.
New York, N. Y.

MARKET NOTES.

The first New Jersey tomatoes are in, ranging from $1.50 to $2 per basket. The quality was fair for early fruit. Mississippi tomatoes still average 60 cents, and plenty are coming. Floridas are about done.

—

Strawberries are nearly done. New York is now shipping some very fine fruit, ranging in price from 15 to 20 cents. The demand is good.

—

Cantaloupes have slumped. Californias, which averaged $4 per crate, have dropped to $2, on account of the low price of peaches. Southern cantaloupes range from $1 per basket up.

—

New crop white potatoes are in from New Jersey and average 80 cents per basket. Last year the range was from 45 to 50 cents, because Southern potatoes, with which they must compete, was $1 lower than it is this year. The present price of Southern white potatoes is $3.50 to $4, and the New Jersey shippers are taking advantage of that fact.

—

Lima beans are still practically out of the market.

—

New Jersey is beginning to ship corn, the first few baskets bringing $2 per basket. Southern corn ranges from $1 to $1.50 for about 100 ears, and is in slow demand.

—

Pie cherries are winding up. The supply has been very heavy. Present prices 4 to 6 cents per pound; demand good.

—

Gooseberries average 6 cents per quart and are in slow demand.

—

Currants are coming from New Jersey and New York and range from 8 to 11 cents per quart. The demand is good.

Useful Facts About Groceries

The department which will henceforth be conducted under the above head is best explained by the letter which appears below, and which was recently sent to the "Grocery World." In the hope that a little such matter may be of interest and value to "Grocery World" readers, a short educational article along the lines indicated will appear under this head from time to time.

Vermontville, N. Y.

Editor "Grocery World."

Dear Sir:—I have long wanted a book which would be a sort of encyclopædia, one that would take a certain article, describe it, tell where it grew, how it was prepared for market, what season of the year it was marketed, how it should be stored, whether in a cold or warm place.

Such a book was published once, but as near as I can find out it is out of print now.

I was thinking if the "Grocery World" could devote, say, half a column a week to a work of this kind we would have, in a little while, the long-looked-for work.

But I won't ask for too much, for we are getting good things all the time.

Very truly yours, N. H. Breckenridge.

Washing Powders.

These comprise cleansing crystals, dry soaps, extracts of soap, and soap powders. They are generally made up of 90 parts of soda crystals ground to powder, and then mixed with a small percentage of soap, and about two parts of either starch powder or borax.

The best of them have soda ash as their chief basis. Sometimes it is reduced to a coarse powder and stirred up with liquid size or a decoction of linseed, Irish moss or British Gum, after which the compound is dried and finally recrushed and powdered.

—

Washing Soda or Soda Crystals.

This is a combination of sodium, oxygen and carbon, made by dissolving soda ash in water, and afterwards evaporating and crystallizing it in large iron pans.

Zante Currants.

The dried fruit, sometimes called Corinthian raisins, produced from small grapes of the variety Corinthiaca, about the size of peas, and which grow in clusters about three inches long.

Large quantities of this description are cultivated in Morea, Corfu, and other islands of Greece, as well as in Zante.

In the latter the fruit is grown on an immense plain, under the shelter of the mountains on the shore side of the island, where the sun has great power and quickly brings them to maturity.

When gathered and dried by the sun and air, on mats, the currants are conveyed to magazines, heaped together, and left to cake until ready for shipment. They are then dug out with iron crowbars, trodden into casks, and exported.

[The End.]

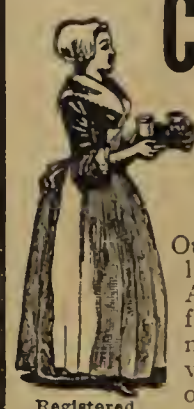
Grocery Salesmen Wanted.

Grocery and specialty salesmen covering rural routes will hear something to their advantage by addressing "Grocery World," 927 Arch street, Philadelphia. State county and section covered.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s

Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are Absolutely Pure—free from coloring matter, chemical solvents, or adulterant of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Lancaster, Pa., June 3, 1908.
Editor "Science of Advertising."

Dear Sir:—Inclosed find two copies of circulars for your criticism in your valuable paper.

I am only an amateur at writing ads., as I have only had experience in writing my own ads. for about five months.

Please accept my thanks for any criticism you may make.

Yours truly,
A. H. MOSEMANN.

Two circulars were inclosed herewith, both measuring 12 x 8½ inches, and being printed the long way. The paper used is rather poor, although the printing is clearer and better than is usually done on paper of this grade. I should pay a few cents more a thousand and get better paper. It seems to me as if these circulars were rather awkward in shape. There may have been some reason why they were printed the long way instead of the short way, but unless it was a good reason I shouldn't do it. The sheet is plenty wide enough to divide into good columns.

* * *

I reproduce both the circulars sent, in reduced photographic form:

* * *

Here is another good brother who persists in putting his name at the top. I wouldn't do it. The proper place is at the bottom, and that's where it should go.



MOSEMANN'S GROCERY
507 WEST LEMON STREET

FRESH BUTTER 22 CENTS PER POUND

We have a lot of fresh Country Butter that we just received that we will run out at the low price of **22c.** We get butter fresh every week. Every pound guaranteed to give satisfaction

Moxie—The new invigorating summer drink and Tonic always on ice. **25c** a bottle or **5c** a glass Nothing better to quench thirst

Bloaters—We have a few of these Fat Bloaters that we will sell at 2 fish for **5c** as long as they last.

POTATOES POTATOES

We still have a few of those Fancy, Solid, Lancaster County Potatoes that we will let you have at **35c** a bushel. We guarantee these potatoes to give perfect satisfaction and also guarantee the price for this week only.

Ginger Snaps 3c per Pound

If you want some of these 5c Ginger Snaps for **3c** come and get them quick as we only have one barrel at this special price.

Soft Drink.—We always have soft drinks on ice at two bottles for **5c.** Plain Soda, Sarsaparilla, Cream Soda, Ginger, etc.

Brooms—We have a lot of extra good Brooms that we can sell at only **25c.** They are three-tie and are made of fine broom corn well bound and smooth handle. You will surely want one if you see them

Boiled Ham—Our boiled ham is the best obtainable. Very lean, tender and sweet We have it the year 'round Only **10c** ½ pound

Prunes—We have a lot of fresh fleshy California Prunes at **7, 10** and **12c** per pound. These are extra large and fleshy.

Ketchup—We have an extra large bottle of Tomato Ketchup almost like home-made for only **10c** a bottle. If you want good ketchup get a bottle of this.

Salmon—We have a fancy Pink Salmon that we sell at **12c** a can. Horseshoe Red Salmon are the best on the market only **15c** a can.

Don't be afraid to send the little folks if you cannot come yourself as we give them special attention.

Tarlo Soap—The best tar soap on the market. Removes dirt and grease with less rubbing than most tar soaps. A large 5c piece only **2c** a cake.

Root Beer Hire's Root Beer **15c** a bottle, Duffy **5c** a bottle, Edwards Root Beer **10c.** Now that the hot weather is here most people like to make root beer. To get best results get your root beer, yeast, etc, at Mosemann's.

Salt—Worcester Table Salt **5** and **10c** a bag. Fine Susquehanna Table Salt **3c** a bag

Table Peaches—We have a very fine Table Peach that is of extra good quality only **18c** a can. Buy a can you'll like 'em.

Layer Figs—We have a very fancy layer fig only **12c** a lb.

Lima Beans in Cans—We have some of Van Camp's fresh canned Lima Beans at only **12c** a can. You know the quality and reputation of Van Camp's goods

Apricots—A good apricot only **15c** a pound. Very fancy, bright red, fleshy apricots only **20c** per pound

Take up the circular headed "Specials for This Week." I consider it pretty good advertising. Evidently carefully prepared by some one who takes an interest and knows what he is doing. The only criticism I would make of this circular is that the acrostic in the middle column is a little crude and far-fetched. A few strong, terse sentences in larger type than the rest of the circular would have produced a much better result.

* * *

The other circular, headed "Fresh Butter, etc.," is not materially different from the other except that boldface type is used for the subheadings instead of plain capitals. I think some boldface might be an improvement, though not this boldface. I imagine the cut in this circular represents a ham cutter, but I don't consider it any advantage to the circular, since it requires an effort of the imagination to give it a point. If something had been said like "This is a picture of the machine that shaves the cleanest, thinnest slices of ham you ever saw," then the cut would have had a point.

MOSEMANN'S GROCERY
507 WEST LEMON STREET

SPECIALS FOR THIS WEEK

NEW FRESH SMALL ICE CREAM CRACKERS, only 6c a pound. They are a regular 8c cracker worth 10c, only 8c a pound. LEMON OAKES, fancy, only 6c a pound. NEW FRESH SODA CRACKERS. We have just received them fresh direct from the factory.

JELLY DROPS are one of the finest confections made at 15c a lb. They are a lot better than ordinary gum drops and are made in the following flavors: Peach, Raspberry, Lemon, Orange and Apricot

COFFEE Our "Rivenne Blend" Coffee is certainly one of the best coffees for the money that we have had for a long time. Perhaps you are tired of our coffee talk, but we are positive that if you once use "Rivenne Blend," you will not get tired using it The reason we talk so much about our "Rivenne Blend" is because we know it is good and many of our customers prefer it to coffee they have paid 25 and 30c for. "Rivenne Blend" is only 20c a pound.

DEALINO AT MOSEMANN'S is not an experiment It is an established fact that Mosemann's is the place for prompt service, quick delivery and the BEST Groceries at most reasonable prices Give us a trial

BAKING POWDER. The surest way to have success with your baking is to use "White Lily" Baking Powder. The best cooks pronounce it one of the best baking powders on the market This powder is guaranteed under the Pure Food and Drugs Act of 1906. We guarantee every can of "White Lily" Baking Powder to give perfect satisfaction or money refunded The price is only 5c for a large quarter-lb can or 15c a pound can—as good as other baking powder sold for 30 and 40c.

OUR OWN MAKE PEANUT BUTTER is made by the best machinery, united with our past experience in roasting peanuts and making peanut butter, we are enabled to make better peanut butter than any other Remember we use the best Spanish Peanuts in making our Peanut Butter

OWN MAKE yes, give me some of your own make Peanut Butter, we hear more than once a day, because We make a specialty of "Our Own Make" Peanut Butter There is no other peanut butter as good as "OUR OWN MAKE."

MOSEMANN'S own make Peanut Butter takes the cake and great many people have become wise to this fact and will have no other.

Keeps an indefinite length of time, because it is made pure and fresh

Every week, being made with the latest improved machinery. The price is only 20c a lb. or 5c a quarter-lb. Don't fail to get some of "our own make" Peanut Butter, as it fairly melts in your mouth, is easily digested and very nourishing Recommended by physicians

PEANUTS—On Saturday we will have a special sale of fresh Roasted Peanuts. We will have them fresh from the roaster and hot in our warming machine. Only 4c a quart Saturday

MACARONI—Our loose elbow Macaroni is having a big sale, not only because it is cheaper than package macaroni, but because it stays whole and does not get musby. Only 10c a pound.

RICE—We have just received our first shipment of fancy Queen Quality Head Rice, which is grown in the best-producing section of Louisiana and Texas and is selected expressly for us, and great care is exercised to secure only the best cooking quality at all times. This rice is carefully packed in muslin sacks which keeps it whole and absolutely clean. The price of this fancy head rice is only 10c a pound.

SWISS CHEESE—We have a very fine Domestic Swiss Cheese which sells at the low price of 20c a lb. This cheese is as good and could be sold for Imported

MOXIE is having a large sale with us. We always have it on ice, at 5c a glass or 25c a bottle

RED BEETS—A few cans of fancy bright red Red Beets, only 10c a can They're worth 15c

Another good reason why I reproduce these circulars is that they are printed in two colors, which is unusual in circulars of this kind. The use of the second color is not very effective, however, as it is not used to emphasize the important parts of the circular, but is used indiscriminately. The second color is a dull red, which is not very pleasing.

* * *

Here is another circular which I have had for some time, but which I have not had room to reproduce before. It is a good example of the use of a cut to illustrate a point. The cut is from a photograph of a meat market, and shows a number of sides of beef hanging in the window. The text is as follows:

Meat Clubs the Result of High Meat Prices.

As a result of the extremely high meat prices in the West, throughout Missouri meat clubs are being formed in various localities for furnishing of farmers with fresh meat. In some sections they are having a notable effect in competition with the ordinary meat markets. On Friday morning shareholder A, for instance, takes a choice heifer weighing 700 to 800 pounds to the slaughter house. Without feed or water she stays in the inclosure provided for the purpose until night, at which time the butcher kills her, quarters the carcass and hangs it in the shed to cool. Early Saturday morning he returns and cuts each quarter into six as near equal parts as possible, hanging them on twelve numbered hooks, always hanging the same cut on the same hook. This makes on the first six hooks, for example, six equal cuts from the right hind quarter. On hooks 7 to 12 there are hung similar cuts from the left fore and hind quarters. Thus on hooks 1 to 7 there are similar cuts, also on 2 to 8, 3 to 9, and so on. Saturday forenoon the shareholders go to the slaughter house and get their meat. If one share is held by one or more persons, the one who arrived first cuts the share hanging on his hook into the right dimensions, leaving all save his portion for those with whom he divides. In order that each shareholder may have a turn at all the different cuts, a table is prepared which shows each member the hook from which he is to take meat each week. The shareholders take turns in furnishing the animals, which are weighed before being killed, and each member is credited with the proper number of pounds of live weight. At the end of the season the accounts are balanced and those furnishing the heaviest animals receive the money that the ones who furnished the light weights had to pay. At the beginning of each season the shareholders agree upon a certain price per pound as a basis of settlement at the end of the season. From these figures we see that during the season, covering about four months, there will have been furnished eight heifers and twenty-four lambs. At average prices the heifers would be worth from $24 to $28 each, and the lambs $3.50 to $4.25. A $24 heifer will furnish marketable meat that would cost about $40 at retail prices, and a $3.50 lamb on foot would sell for about $5 from the block.

More Butter But Higher Prices.

In Spite of Very Large Production, Heavy Demand for Storage Holds Prices Up. Storehouses Now Full and Decline is Expected.

The butter market at the present time presents the unusual condition that while this year's make has been much larger than last year, prices are not lower but higher. Unusually favorable weather is responsible for the heavy production.

The reason for the stiffness in prices is the large speculative demand for butter to store. Last year at this time the market for storage averaged 25 cents per pound; this year it ranges from 25½ to 26. As a result of the heavy storage demand the warehouses are full and practically no more can be stored.

This probably means a decline in price within the next few weeks. For one thing, the hot weather is interfering with the quality, and that of itself would naturally reduce the price. Then the fact that no more butter can go into storehouses, but all must be thrown on the market, means a decline on that ground also. A drop of 2 cents would not be unjustified.

Grocery Salesmen Wanted.

Grocery and specialty salesmen covering rural routes will hear something to their advantage by addressing "Grocery World," 927 Arch street, Philadelphia. State county and section covered.



Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: * * *, Milroy, Pa.—What are the State laws in regard to the retailing of firecrackers and fireworks? Our town is not a borough and we have nothing to go by but the State laws, of which we are totally ignorant.

Answer.—The act of June 10, 1881, P. L. 111, provides that any person who shall knowingly or wilfully sell or cause to be sold to any person under 16 any cannon, revolver, pistol or such other deadly weapon, or any imitation or toy cannon, revolver or pistol which can be loaded with gunpowder or other explosive substance, cartridges, shot, slugs or balls, or who shall sell any such minor cartridges, gunpowder or other dangerous or explosive substances, shall be guilty of a misdemeanor and be fined not exceeding $300.

The latest act on the subject is the act of March 24, 1905, P. L. 49, which forbids the sale or use of any fireworks or firecrackers containing picric acid or picrates, all explosive canes using chlorate of potash, or other high explosive ammunition, all explosive canes using blank cartridges, all blank cartridge pistols, all pellets or tablets composed of chlorate of potash or other high explosive compounds. The penalty is fine from $50 to $500 and imprisonment of 30 days to 6 months.

There is hardly a statute on the books more completely ignored than the laws governing the sale of fireworks and firecrackers. Only when some accident happens is the matter looked up and the dealer held liable. Nevertheless, all these laws are live and can be enforced the very minute the authorities wish to do it.

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Question: * * *, Philadelphia, Pa.—Will you kindly give your opinion and advice in the "Grocery World" on the following: About a year ago I had a leaky roof. I called in a man, showed him the leak and asked him if he could fix it and what it would cost. He said to repair it would cost as much as a new roof and a new roof would cost $22.50, with a 10-year guarantee. I told him to go ahead and do it. It is a small gravel and pitch roof about 14 x 15 feet. After the first light rain he presented his bill. I protested that the rain was not enough to show that the roof was satisfactory. However, I paid him $20 on account, and when we had a heavy rain the roof leaked again. I sent for him and he came, patched up a little and suggested lining the window sills with tin at an additional cost of $3.50. I told him to do it, and after he was done he asked for the balance of his money. which I paid after he wrote his guarantee under the bill, which was this: "Above slag roof warranted for ten years." The roof is now leaking as before and no coaxing or threatening will bring him to even look at it, he claiming his work was all right and the leak was caused by the water coming in somewhere else. What can I do? Have no redress without legal proceedings against him, which would be too expensive. Can I not get a warrant for his arrest on the charge of misrepresentation, and if so, how shall I go about it and what will such proceedings cost and how will it end?

Answer.—I should get after this fellow, for he is a type of the tradesman who cares nothing about his warranties after he has the customer's money. You cannot arrest him, for he has committed no criminal wrong. The proper course to pursue is to give him written notice that the roof is defective, that you expect him to repair it under his guarantee by a certain time, and that if he fails to do it by that time you will have it done by somebody else and sue him for the cost. This you have a legal right to do and you can recover, if the facts are as you state.

Such an action would not be expensive. It would be brought before a magistrate, or justice of the peace, and if the defendant is near at hand the initial costs would not exceed $2.50. Furthermore, if the sum you sued for was less than $5.33, he could not appeal, and you could issue execution against him at once. The costs you would of course get back if the defendant has assets.

How to Sell Rice.

Grocers generally are beginning to realize that the proper way to handle rice is in the convenient little cotton pocket, weighing from one to ten pounds each. B. Fischer & Co., of New York, have taken the lead with this style package, and are now the largest distributers of rice packed this way in the United States. Their packing plant has been gradually increased in their new quarters, so that now their output aggregates about 40,000 bags daily. This does not

clude the private brands which they ack for dealers and jobbers all over he East. Orders for car lots are not nusual, and with their facilities are andled very rapidly.

Their success with the bag rice propotion is undoubtedly due to the general atisfaction their four standard brands ive. The cost of packing has been reuced to a minimum, making it possible o offer the trade their package goods t but a slight advance above the same rades in bulk.

The loss of time, weight, inconvenience nd assured accuracy always are a few f the points which have won the groer. Then, too, a good many dealers ke the idea of having rice packed this ay under their own brand, thus reeiving the benefit of good advertising.

Fischer's have direct connection with everal of the largest mills throughout he best producing sections of the South, nd also control several well-known rands of the famous Georgetown geine South Carolina rice, and expect luring the coming season to sell more ancy head rice than in any previous year, claiming that new connections with actual producers will enable them to sell the trade as cheap as the wholesale grocers can purchase themselves.

This firm deals only in coffee, tea, spices and rice, and each article is handled by different departments, who devote their entire time to the proper purchasing and marketing of each individual line. In this way far better results are obtained, and by devoting their entire energy to these four lines, they reduce the cost of importing, manufacturing and handling such goods to a minimum.

Their new plant at Franklin and Greenwich streets is now entirely completed, and they wish to extend a cordial welcome through the "Grocery World" to any one visiting New York.

Grocery Salesmen Wanted.

Grocery and specialty salesmen covering rural routes will hear something to their advantage by addressing "Grocery World," 927 Arch street, Philadelphia. State county and section covered.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

MEAT UNDER GLASS.

We don't make enough of our refrigerator plant. Here our entire line of fresh meats is under glass in a thoroughly cold air show case. Compare this with the ordinary butcher's stand. Exposed to flies by the thousands. Exposed to dirty fingers and dust.

Talk about the hygienically equipped department and put emphasis upon the elimination of the fly nuisance. It's a great card.

HANDLING FRUIT ORDERS.

We had a few complaints last week about the poor condition in which some of the fruit orders were delivered. This must be stopped. We have purchased special boxes that hold, one, two, three and four boxes of berries, currants, apricots, peaches, etc. These must be used in every case where fruit is to be delivered or even taken by the customer on the train. It is, of course, an increased expense, but will prove an advertisement in the end.

WAGON REFRIGERATOR.

Every wagon now carries a small ice box for the purpose of carrying all loose lard orders, also butter. These goods are passed from our cooler to these boxes, and no matter how long the trip may be the goods are delivered in perfect order. Make a strong point of this also. It will bring you many a butter order on hot days that particular people would send to the corner grocery for.

PICNIC TIMES

are here. We have figured out a box containing ten different things—enough for two people. Price, 85 cents. It's called "Picnic Box for Two." The articles you will find all typewritten. Half a dozen will be packed ready every morning and placed in the cooler. As soon as a party mentions "Picnic," or as soon as you discover that your customer is bound for an outing or is going on the train produce this box. It will be advertised all next week.

DON'T REBEL

inwardly when given orders to carry out. Simply carry them out or give up the job. If you are out of sympathy with our methods or our daily instructions, you are an obstruction to the firm and particularly to yourself. Give us your entire support and we'll give you ours. That's the way for both of us to succeed.

PICNIC NECESSITIES FOR JULY 4TH

Here are some **"Picnic Necessities"** without which your stock for this National Holiday will not be Complete.

Meat Loaf

Composed entirely of fine selected meats—contains no flour or cereals. Baked in loaves of about eight pounds. Delicious, sliced thin.

Lunch Roll (Copyrighted.)

Choice, tender pieces of pork, very mildly cured; stuffed in linen sack or container. Boiled and ready to use in place of boiled ham.

Cervelat (also known as Summer Sausage or Winter Bologna.)

Not to be confounded with Lebanon Bologna or similar cheap products. Very choice and different from the numerous brands on the market from the fact that it contains no cereals. In beef casings—also a limited supply in hog casings. Indispensable for lunches.

Boiled Hams

For family picnics we recommend "Our Own." Eight to twelve pounds average, boiled without removing the bone. Guaranteed mild, sweet, tender and juicy.
Also have the boneless variety, for storekeepers obliged to slice boiled ham.

Boiled Tongues

Fine, large steer tongues, but more expensive than formerly, because of the extreme scarcity and prevailing high price of cattle.

Bologna Sausage

Burk's—"The Best Known and Known as the Best."

Louis Burk

GIRARD AVE. AND THIRD ST., PHILADELPHIA



Salesmen as Backbiters.

I've made up my mind that salesmen are the biggest backbiters in the world.

Oh, I know—I'm one of 'em, and I don't claim to be any better than the rest.

We do it unconsciously a good deal of the time. We do it to hold trade and we feel as if it was fair to do anything to keep a competitor from getting what we believe belongs to us.

So to do that we unconsciously accuse our competitors of about everything except murder and adultery.

I was sitting the other day—last Tuesday, I think—in the store of a grocer up the State. He had asked me to wait until he got rid of his wholesale grocery salesman, whose regular day was Tuesday.

So I waited, and while I sat there I couldn't help hearing the conversation.

The grocer wanted a few prunes.

"Want large prunes?" asked the salesman.

"Yes," was the reply, "I want 40s. What's your price?"

"Seven and a half cents," said the salesman.

"Oh, come," said the grocer, "I'm offered 40s for seven cents."

"Want to tell me who by?" asked the salesman.

"No," said the grocer, "I don't, but it's an all right house."

"Well, I can't do it," was the answer, "and I'll bet a dollar they ain't 40s. I can sell you 50s for seven cents, too."

"No," said the grocer, "they're 40s. That's what I said I wanted, and what they quoted me."

"I'll bet they ain't," persisted the salesman. "They couldn't sell 40s at that price."

In the end he got the order, but d'ye see what he had to do to do it? He deliberately accused some competitor whose name he didn't even know of attempting to work a plain fake. I should call that a charge of obtaining money on false statements. As a matter of fact, I don't see why such a thing wouldn't be plain stealing.

All those things that salesman accused his competitor of. And the funny part is that he probably didn't have the slightest idea he was doing it.

I think it was on the same day—not later than the next, anyway—that I heard a salesman for a spice house make a crack about the goods of a competitor not being pure.

"Your prices are pretty high," said the grocer he was trying to sell, "So and so are way under you."

"Our goods are pure," said the salesman, with a wink that he intended to make significant.

"Well, ain't theirs?" asked the grocer.

"I ain't saying anything," answered the salesman, "but our goods are guaranteed under the food law. We can sell you compound goods cheaper, too, but we don't sell 'em as pure."

That was about as straight a charge as he could make, that the other house was selling adulterated goods as pure.

Of course he had a right to say so if it was true. He'd have been a lunkhead if he hadn't said so.

But in this case it wasn't true. I know the house he accused and it's all right. It's not a bit more likely to give the trade a crooked deal than this salesman's house.

This salesman may have understood the real meaning of what he said, but I doubt it. He was simply up against a condition and he had to meet it. The purity bluff was the quickest way out.

Occasionally you'll run across a salesman who has the nerve to say when something like this it put up to him by a fellow he's trying to sell:—

"I don't know anything about that, and I don't intend to say anything about my competitors. I want to sell my own goods."

Still less often will you get a salesman who will own up that his competitor's goods are as good as his. I don't know as I'd expect him to go quite that far—that's a little too much.

I've known a whole lot of salesmen, though, that would do the worst of all.

They'd say, "Of course I'm not going to say anything against my competitors, but——"

And then they'd hand out the hottest roast they could cook up.

That seems to me like a little worse than a rotten deal.

But as I say, we do it unconsciously. We really don't mean it. I'm not excusing it, mind. It's not the right thing. I suppose it's a kind of left-handed self-preservation. We're after an order. We see it slipping away on account of the buyer's idea that he can do better somewhere else. We go after it hard and our competitor's reputation gets stepped on.

Of course we oughn't to have stepped on it, but it oughn't to have been in the way. Nobody ought to have the nerve to compete with us.

THE STROLLER.

Grocery Salesmen Wanted.

Grocery and specialty salesmen covering rural routes will hear something to their advantage by addressing "Grocery World," 927 Arch street, Philadelphia. State county and section covered.

DANDELION
VEGETABLE BUTTER COLOR
A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.
MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.



ABSORBINE
Removes the inflammation and Bunch. Restores the Circulation in any Bruise or Thickened Tissue, without blistering, removing the hair or laying horse up. Pleasant to use, clean and odorless. $2.00 per bottle delivered. Book No. 1 free.
Absorbine, Jr., for mankind, $1.00 bottle. Cures Bunions, Corns, Chilblains, Sprains, etc., quickly. Genuine manufactured only by
W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

TO SEE YOUR TRADE GROW
and Prestige and Profit Come Easy and Quick Just Order a
Johnson "Eversharp" Slicing Machine
on trial and approval for one month.

We guarantee it to be the best slicing machine in the whole wide world. If it don't make good, send it back by express.

Our machines sell for $40 and are their own best advertisement.

A. W. JOHNSON, Manufacturer
New Brunswick, N. J.

AFTER TWO YEARS' USE JOHNSON'S "EVERSHARP" KEEPS SHARP AND SLICES VERY THIN AND SMOOTH. The best machine he ever used, advertises the store and brings in new trade.

KEYPORT, N. J., May 25, 1908.

MR. A. W. JOHNSON,
New Brunswick, N. J.:

DEAR SIR:

I have been using your "Eversharp" Dried Beef Slicing Machine for nearly two years, and I would not know what to do without it. It is the best slicing machine I have ever used.

My sale on sliced beef has increased very much since I began using the slicer.

I believe the machine is an advertisement for the store, as the beef sliced is very thin and smooth and cannot help but bring in new trade.

Yours respectfully,
PHELPS CHERRY,

An "EVERSHARP" Slicer costs $40. Order one. It will come right along; use it a month; if it don't make good send it back to the manfacturer, A. W. JOHNSON, NEW BRUNSWICK, N. J.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Fourth of July Windows.

No. 1.

This is a centre piece for a Fourth of July window.

Make a large hoop out of a bendable strip. The laurel leaves are cut out of stiff paper and tinted with water color. The leaves point upward and overlap so that the fastenings are concealed. At the top place a large bow of red, white and blue ribbon.

In the centre of the wreath suspend the "Liberty Bell" by the ribbon. Bells made of wire and cov-



ered with tissue paper can be bought or you can make one out of different size hoops and cover, or it can be made flat out of boards and then covered.

—

No. 2.

For this window you will need a small figure of a boy or brownie or a large doll. In my own window I used a paper mache brownie.

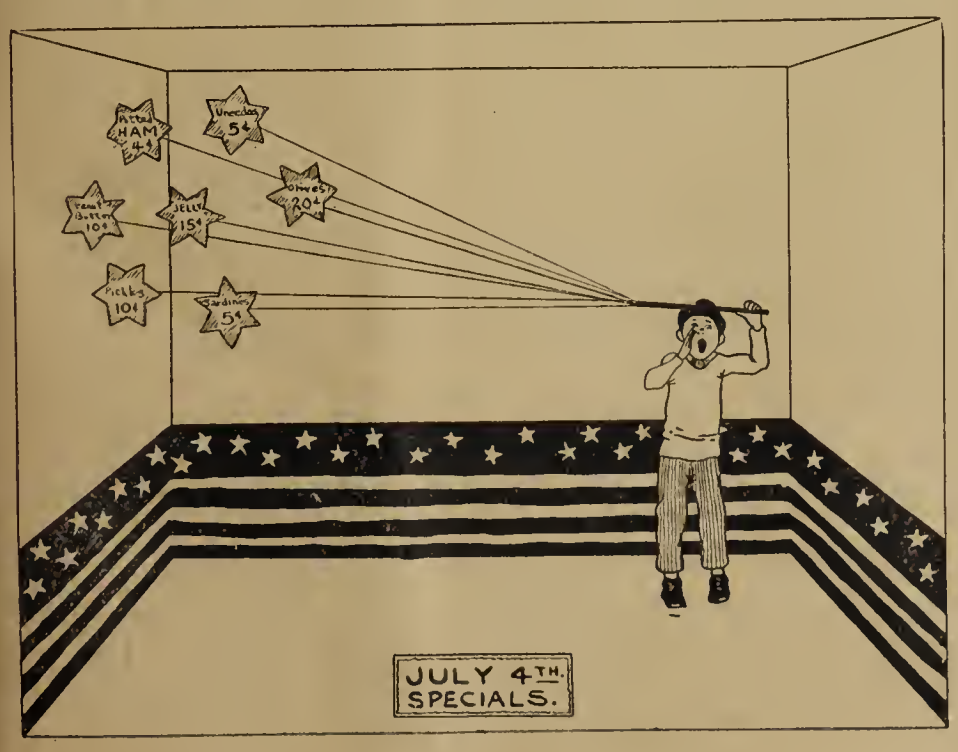
The figure is placed back in a corner of the window. The stars are cut out of different colors of paper and pasted on the window glass. Colored twine or baby ribbon is glued to the backs of the stars and run to the "roman candle" in the boy's hand.

For the sides and back of the window use a roll of Dennison's crepe tissue paper. Display your goods in small bunches on the floor. Use price cards with a small firecracker glued to one corner.

Open a couple of packs of firecrackers and place at the boy's feet, also scatter a few over the floor.

E. W. ALEXANDER.

Oxford, Pa.



Wrapping Paper Trust Smashed.

Sentence of a fine of $1,000 each was imposed by the United States Circuit Court in New York last Monday upon 23 companies manufacturing wrapping paper for violation of the Sherman Anti-Trust Act by forming an illegal combination in restraint of trade. The companies composed almost the entire membership of the Fibre and Manila Association, which was organized in 1906 by John H. Parks, who was secretary of it. The Federal Grand Jury began an investigation of the combine two months ago. To-day the jury returned indictments against 25 of the companies composing the association and against Parks, who is now in Europe. Solomon N. Stroock, counsel for the association, appeared in Court and pleaded guilty for the following companies:—

Analomink Paper Co., North Water Gap, Pa.; Bayless Pulp and Paper Co., Austin, Pa.; Bedford Pulp and Paper Co., Big Island, Va.; Brownville Paper Co., Brownville, N. Y.; the Champion Paper Co., Carthage, N. Y.; Central Paper Co., Muskegon, Mich.; Continental Paper Bag Co., Watertown, N. Y.; DeGrasse Paper Co., Pyrites, N. Y.; the Dexter Sulphite Pulp and Paper Co., Dexter, N. Y.; Detroit Sulphite Pulp and Paper Co., Detroit, Mich.; Fletcher Paper Co., Alpena, Mich.; Gould Paper Co., Lyons Falls, N. Y.; Hartje Paper Manufacturing Co., Steubenville, Ohio; the Island Paper Co., Carthage, N. Y.; the Island Paper Co., Menasha, Wis.; the Jefferson Paper Co., Black River, N. Y.; Newton Falls Paper Co., Newton Falls, N. Y.; Orono Pulp and Paper Co., Orono, Me.; the Parsons Pulp and Paper Co., Parsons, W. Va.; the Raquette River Paper Co., Potsdam, N. Y.; the York Haven Paper Co., York Haven, Pa.; Moyer & Pratt, Lyons Falls, N. Y., and Munising Paper Co., Ltd., Munising, Mich.

The wrapping paper manufacturers were forced two years ago to combine to prevent themselves from going into bankruptcy because of the methods of the agents of consumers, who, so as to cut prices, for a time favored one group of mills to the detriment of another. When the paper companies learned that the association they had formed came within the provisions of the Sherman Anti-Trust Act it was dissolved, as it was not organized to violate the laws but to keep the mills, which were earning but 6 per cent., on a living basis.

Pennsylvania State Convention this Year in September.

Officers of the Pennsylvania Retail Merchants' Association Issue Call for New Castle. What Organized Pottsville Retailers have Accomplished.

Special correspondence of "Grocery World."

Erie, Pa., June 26, 1908.

The twelfth annual convention of the Retail Merchants' Association of Pennsylvania will be held at New Castle, Pa., Tuesday, Wednesday and Thursday, September 1, 2 and 3, 1908. Official headquarters will be established at the St. Cloud Hotel. Convention sessions will be held in the County Court House.

Each affiliated association is entitled to two delegates to each one hundred or less members, and one additional delegate to each additional one hundred members or majority fraction thereof. Individual members in unorganized towns have the right to vote as one delegate. All affiliated associations are urged to be fully represented.

All eligible associations and all retail merchants are welcome and cordially invited to attend all sessions.

Hotel reservations may be made through E. O'Brien, secretary, New Castle, Pa.

Those who expect to attend are requested to communicate with the State Secretary at Erie, Pa.

New Castle offers those who will attend the convention choice of the following hotels: St. Cloud, rates, $2.50 per day or $2.75 with bath. The St. Cloud will be the official hotel. Fountain Inn, rates, $2.50; Hotel Henry, rates, $2 to $2.50, with bath; Excelsior, rates, $2; Sherman, rates, $1.50; New Leslie. European plan, rates, $1 per day up; Pierce House, rates, $2 per day. Convention sessions will be held in the County Court House.

* * *

The Pottsville Association has a delinquent list; has gained concessions and courtesies from railway companies that the merchants could never have attained as individuals. It has stopped loafing in front of show windows, successfully conducted an "Old Home Week," obtained concessions from the United Telephone Co. and wiped the trading stamp evil off the map of Pottsville. Charles P. Hoffman is the efficient president and T. E. Hummel the very capable secretary.

* * *

At the last meeting of the Merchants' Union Protective Association of Bradford, Wyoming, Susquehanna and Sullivan Counties three new members were enrolled and the following delegates to New Castle convention selected: C. H. Bosworth, Wyalusing, and E. P. Henwood, Skinner's Eddy.

A. M. HOWES,
State Secretary.

"Absorbine is All You Claim for It."

Mr. Owen Mohler, Thornville, Ohio, writes under date of May 11, 1908: "I used your Absorbine on a horse that had a sore shoulder that had left a bunch and it entirely removed the bunch. It is all you claim for it. I would not do without it." Absorbine stops lameness, kills pain, removes bog spavins, thoroughpins, splints, wind puffs, shoe boils, enlarged glands, and similar bunches without blistering or removing the hair, and horse can be used. Two dollars per bottle at all druggists or express prepaid upon receipt of price. W. F. Young, P. D. F., 9 Monmouth street, Springfield, Mass.

Take a promissory note from your creditor customers. It is easier to collect than an account and pays interest. All of Forbes Indexed Coupon Books are equipped with notes. See Advertisement.

Grocery Conditions in Prohibition Territory

"Grocery World" Gets Opinions from Two Representative Grocers from Kansas City, Kansas, As to Effect of Liquor Elimination on Business. One Grocer Says Business Is Not Helped, the Other Thinks Strongly Otherwise.

In many of the discussions of the Local Option movement, Kansas City, Kan., figures as an ideal prohibition territory, all sales of liquor having been stopped there by enforcement of law. Opinions differ as to whether the elimination of liquor has or has not helped business, and in order to ascertain the "Grocery World" recently asked two representative grocers of Kansas City for their opinions. They widely differ, as may be seen by perusing them:—

No. 1.

Kansas City, Kan., June 17, 1908.
Editor "Grocery World."

Dear Sir:—I beg to acknowledge your letter of June 2d, and will say in reply to your inquiries that the enforcement of prohibition in this city has not helped the business conditions here. Beer is juggled from door to door by the brewers, and by being so close to Missouri it is within reach of all. I do not want to see any more joints, but if we could get local option and high license and well regulated saloons it would be a great benefit to this city.

Respectfully,
OTTO ANDERSON.

No. 2.

Kansas City, Kan., June 8, 1908.
Editor "Grocery World."

Dear Sir:—In reply to your letter of inquiry, I find business much more satisfactory since the joints have been closed than I ever did before.

We have a much more honorable class of people to deal with, and collections are better. Also I am sending you a circular under separate cover, which will give you a much better idea than I can give you.

Sufficient it is to say that all of our business men are more than satisfied with conditions, and that is what it takes to make up a good town.

Very respectfully,
B. F. HINTON.

Mr. Hinton sends a copy of an 8-page paper headed "Kansas City Under Law Enforcement," the whole tone of which is enthusiastic in its laudation of the alleged improved condition. According to this paper, prohibition has increased the population of Kansas City, increased the bank deposits, improved the city finances, decreased crime, reduced taxation, induced new building operations, increased and improved all business conditions. In short it has been the greatest boon any American community ever had.

Since the above was written, another Kansas City grocer has written on the business conditions existing there. His letter is as follows:—

Kansas City, Kan., June 23, 1908.
Editor "Grocery World."

Dear Sirs:—I am the busiest man in the world is why I have delayed answering your letter of 2d, and now all I can say is to say what has already been said and that is to come yourselves and see. We have no saloons, we do not need any, and I believe our Kansas City banks, that is, Kansas City, Kansas, banks, are just as right and as safe and as full of money as any banks in our country, and I believe that Kansas City, Kan., pretty near leads the world in building, according to population. We have no boom on and yet we have jumped from 60,000 to 110,000. I cannot speak for my brothers in the grocery business, but for ourselves, our business is all right; our store closes at 7 P. M. and every man and lady go home every night with their pay in their pocket. We never open on the Sabbath; we do not handle tobacco of any kind. Tell them that Kansas City, Kan., is all right, is prosperous and ever shall be just as long as we keep the saloon out.

Yours truly,
HENRY RITTER.

High Prices for American Foods in Bohemia.

On Account of High Tariff, Such Products as Canned and Evaporated California Fruit, Salmon, Sell at Much Higher Prices than at Home. American Dealers have Some Chance, However, of Increasing Business.

Special correspondence of "Grocery World."

Washington, D. C.,
June 26, 1908.

The American Consul at Prague, Bohemia, reports that some of the American exporters of food products are going after the trade there. What they want is trade in canned and evaporated fruits, canned salmon, and biscuits of various sorts.

The Consul states that he replied to these exporters to the effect that an impression appears to prevail in Bohemia that perhaps our fruits are not carefully packed for foreign markets, and consequently do not arrive at their destination in a satisfactory condition. The overshadowing reason why our fruits do not find in Bohemia the market which they merit, however, must be attributed to another cause, namely, the high Austrian tariff rates.

A considerable percentage of the merchandise exported from Prague to the United States—which amounted to $3,214.850 in 1907—is on the free list. On the other hand, the following duties must be paid on some American food products entering Austria: Biscuits, $20.30 per 220 pounds, and when they contain sugar, $17.25. The duty on prunes, packed in boxes or sacks weighing over 66 pounds, is $2.84 per 220 pounds; in smaller packages, $5.08, or 2⅓ cents per pound. Ordinary California prunes sell for 20 cents per pound. Evaporated apricots, pears, peaches, apples and cherries pay a duty of $4.06 for 220 pounds. The duty on fruits sealed in tin or glass cans is $17.25 for 220 pounds, or about 8½ cents a pound Salmon in cans hermetically sealed pays a duty of $17.25 per 220 pounds, or about 8½ cents per pound.

Aside from the high duty, the Prague retailer takes a large percentage of profit, as compared with the American retailer, claiming that the expenses of the business demand the margin. Regardless of the high duties, the American exporter could increase his sales if he were to sell direct instead of through foreign houses, thus increasing commissions and freight. HOLT.

American Currant Importers Say Greek Combine is Oppressive

Thirty-eight of the Leading Houses of this Country Make Charges Before the State Department that Privileged Currant Company Arbitrarily Advances the Price and Sends Poor Goods to this Country.

The currant importers of the country have risen en masse against the Greek Currant Trust, and thirty-eight of them, including the leading firms, have filed a petition with the State Department at Washington complaining at the treatment they have received at the Trust's hands.

As readers of the "Grocery World" know, the Greek Government several months ago put its currant industry in the hands of a single concern called the "Privileged Currant Co." This concern was to take over the surplus crop in order to prevent price-cutting and generally look after the market with a view to getting as much money out of the industry as possible. The American importers say the actions of the combination have been arbitrary and unfair. The partial text of their petition is as follows:—

> The effect of the establishment of the Privileged Company has been most apparent in at times more than doubling the price of currants to the purchaser, without in any degree improving the quality for export.
>
> Upon arrival here the importer has little, if any, redress when, as frequently happens, inferior qualities (of currants) are received. Sales are made before arrival against these shipments, and the importer must take what is shipped and make deliveries. This, we would point out, is an aggravation of the wrong growing out of the fact that the United States is literally made a dumping ground for qualities of currants so low in grade that they are subject to refusal by the Privileged Company.
>
> We would respectfully urge that such means be taken as lay within the power of your Department to induce the Greek Government to compel observance of the prohibition (existing by law) against the export of inferior qualities of currants. That that Government has such power is shown by its relations with the Privileged Company. The Government is represented on the Board of Directors of the company, shares in its profits and exercises a close supervision over its affairs. We believe that suitable representations through the Minister of our Government would bring about the relief prayed for, namely, the absolute prohibition of export to this country of currants unfit for consumption.

There are no currants grown in this country, or in fact anywhere else than in Greece, and this country is therefore dependent on Greece for its supplies.

Pennsylvania News Items.

Bankruptcy proceedings have been instituted against the Consumers' and Producers' Equity Exchange, a Scranton (Pa.) co-operative buying concern established jointly by the Central Labor Union leaders and the farmers of the neighboring country districts to deal in milk, butter, etc. The company has been in existence less than two years and lost money from the start. The plan was to have the union men and farmers conduct the business for mutual interests.



Pottsville, Pa.

The Pottsville (Pa.) Retail Merchants' Association has issued the following open letter recounting the achievements of the organization:—

We started by regulating and insisting on certain concessions from the United Telephone Co. (when they started).

We wiped out the stamp evil—(and if we accomplished nothing else we've paid your dues for ten years in the saving).

We, by association with each other, did away with lots of petty jealousies, and proved to each other that the other fellow is not as bad as we thought he was. Come in and get acquainted.

We belong to the State Association—an active body of representative Pennsylvania business men—active for all that pertains to the good of the merchant, whether in municipal, State or National interests.

We offer you a rate of fire insurance at just one-half the regular rates—regularly chartered and under the Pennsylvania State laws.

We have collected for members in the last sixteen or eighteen months no less than $1,750 of bad accounts—accounts that were marked (practically) profit and loss. Have you such?

We furnish you with a list of buyers who fail to pay their bills—you cannot be "done" by the same people—your fellow merchant pays for your protection. Is it worth while?

We have gained concessions and courtesies from the railway companies that we never could have attained as individuals—you can help us get more.

We overcame, through council, the loafing in front of show windows and in front of places of business. Were you benefited?

We took an active part in keeping the boundary line of Schuylkill County from being disrupted by politicians.

We were active in organizing and bringing to a successful end "Old Home Week"—and Pottsville never did anything better for herself or her people.

New York State.

The retail meat dealers of New York State, in convention assembled last week, adopted the following resolutions:—

Whereas, The great scarcity of live cattle attributed to financial conditions depriving the greater portion of the people of a sufficient supply of meats; and

Whereas, Such scarcity has been the means of the enormous advance in prices of meats; and

Whereas, Such scarcity is reputed to be owing to the demands of meats being greater than the supply; and

Whereas, Our National Government exacts a tariff on live stock, shutting out our outside sources of supply; therefore, be it

Resolved, That we, the New York State Association of Retail Master Butchers of America, in convention assembled, expert in the knowledge of the conditions and the remedies to apply, demand in the name of the great American consuming public that the Federal Government take immediate steps to have the duty on all live stock removed; and it is further

Resolved, That a copy of this preamble be sent to the President of these United States and in addition that they be given the greatest publicity.

AMONG THE TRADE.

Sigmund M. Jacobson, who maintains a meat store at 250 North Ninth street under the name of the Penn Hotel Supply Co. was arrested by the Philadelphia Bureau of Health during the week and held in $400 bail for court on the charge of selling rotten meat. The inspector testified that the meat found in Jacobson's place was absolutely putrid. The fellow has been in the same kind of trouble before.

—

The Philadelphia Grocers' and Importers' Exchange took their annual excursion to Mt. Pocono on Thursday, returning Saturday evening. The party comprised about 200.

—

Morris A. Fryer, a salesman for William M. Montgomery & Co., wholesale grocers of Philadelphia, is reported to be in financial difficulties. He has disappeared and his accounts are said to be short about $1,500. There are rumors of other financial entanglements outside. Now that Fryer has gone, it is charged that he has been in the habit of giving rebates to his customers on limited price goods.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued March 3, 1908:—

880,497 and 880,498. Machinery for making wafers and biscuits. T. O. Bates, London, England.

880,629. Method of crystallizing sugar. H. C. Christianson, Fanwood, N. J.

880,832. Feeder for sugar-cane mills. J. M. Steel, Walalua, Hawaii.

Patents issued March 10, 1908:—

881,106. Vegetable cutter. Arthur Bronson, Simpson, Kan.

881,186. Fruit-pulping apparatus. John Hulings and S. B. Craig, Hastings, Mich.

881,287. Machine for grinding chocolate. G. S. Baker, London, England.

881,304. Egg tester. Eugene Culver, Pittsburg, Pa.

881,439. Dough-sheeting machine. F. M. Peters, Chicago, Ill.

881,442. Candy-pulling machine. E. M. Robinson and J. H. Deiter, Lancaster, Pa., assignors to H. L. Hildreth, Boston, Mass.

881,562. Coffee pot. L. J. Ellis, Plainfield, N. J.

881,564. Coffee-urn strainer. Gustav Epstein, New York, N. Y.

881,570 Coffee urn. George Giovanna, New York, N. Y.

881,738. Pie cutter and crimper. A. H. Stillwagen, Pittsburg, Pa.

MANY GROCERS
Find it pays them to read the "good stuff" in
The Advertising World
Columbus, Ohio
Sample free, or four months' trial for 10 cents

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

PATENTS
obtained on inventions and designs. Trade-marks, prints and labels registered.
R. W. BISHOP
ATTORNEY AT LAW
908 G St., N. W., Washington, D. C.

VALUE OF MAGAZINE Advertising



Magazine advertising makes people familiar with the name and quality of Swift's Premium Ham and persuades them to try it.
When they see a display, a show card or sign in your store the advertisement is recalled. The result is a sale.
Therefore it will pay you to display Swift's Premium Ham constantly. Keep a sign in plain sight all the time.
"WE SELL SWIFT'S PREMIUM HAMS."
The increase in sales will be large and steady for Swift's Premium Ham holds trade by its uniform quality.
Swift & Company, U. S. A.

This Tells the Tale



A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

881,824. Machine for baking sugar wafers. F. M. Peters, Chicago, Ill.

881,841. Device for slitting sweet corn. G. A. Bahn, Austin, Texas.

881,861. Process of sorting cocoa beans. J. M. Herron, East Orange, N. J., assignor to Ceylon Cocoa and Coffee Co., of New York.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For tea. The Tange Lashley Co., Cleveland, Ohio. The words "Wedding Bells."

For flour. Duluth-Superior Milling Co., Duluth, Minn. A representation of a colored cook holding aloft on his right hand a tray with a loaf of bread thereon, and having his left arm resting on a bag of flour with his left hand holding a bread knife.

For chocolate. Suchard Societe Anonyme, Neufchatel, Switzerland. The words "Noisettines" and "Duja." Also a representation of a cluster of berries and the words "Chocolat Alix Noisettes Suchard."

For vinegar, mustard and pepper sauces. Price & Lucas Cider and Vinegar Co., Louisville, Ky. A representation of a bell and the word "Belle."

For canned lobsters, clams and fish, except salmon. A. & R. Loggie, Loggieville, New Brunswick; Island Pond, Vt., and Columbia Falls and Vanceboro, Me. The word "Eagle" and a representation of an eagle with spread wings.

For ice cream cones and popcorn. F. E. McCoy, Denver, Col. The word "R-U-Hungree?"

For sauces, pickles, vinegar, curries, curry powders, curry paste, custard powders, egg powders, soups, soup powders, soup tablets, salad oils and fruit essences. Holbrooks, Ltd., Birmingham England. The words "St. George" and a representation of St. George and the dragon.

For canned, smoked, pickled and preserved fish. Johs. Conradsen A|S, Stavanger, Norway. The words "Fish Circle" and a representation of a black disk, having a white star fish thereon.

For flour. W. H. Stokes Milling Co., Watertown, S. D. The word "Waneta."

For flour. The Higginsville Milling Co., Higginsville, Mo. The words "Bull Dog" and a representation of a bull dog.

Two-Minute Sermons for the Retail Grocer

XLIII.—Promote and Discharge.

Promote the good man and discharge the poor one.

The manager of a business who lives up to this plan of action will soon gather around him a bunch of people who will be loyal and can be depended upon no matter how great the pinch may be.

Your rival in business may have an especially good man in his employ who can be secured to your business by the offer of a higher salary, but will it pay you to pay him the price and bring him in over good men who have been loyal to you for years? Will not such a course put you in the position of hinting to all of your old employees that the loyalty of any salaried man belongs to the highest bidder for his immediate services, and induce him to figure with your rivals at the same time he is working for you?

Every real business manager realizes the fact that he must pay all he possibly can afford if he expects to keep a thoroughly competent working force, but many of them depend upon the pay alone to hold their men. There is much more to be thought of. The best men will in many cases work for less wages than they could command from other sources if they feel sure that their efforts will bring promotion. Good men are willing to prove themselves to be competent, and to wait for better things, if they feel sure they are not to be disappointed in the end, but bringing one new man in above them shatters all their confidence in a square deal, even if that new man happens to be the son of the manager, fresh from college, and long on athletic knowledge and short on business sense.

F. A. P.

For canned fruits, vegetables, oysters and fish. J. Oppenheimer & Co., San Antonio, Texas. The words "Blue Jay" and a representation of a blue jay.

For canned salmon. Griffith-Durney Co., San Francisco, Cal. The word "Regina." The word "Mistletoe" and a representation of a spray of mistletoe.

For coffee and tea. Ridenour-Baker Grocery Co., Kansas City, Mo. The word "Punch" and a representation of the head of a clown.

For flour, white oats, tapioca, sage, sago, rice, barley, farina and spaghetti. Ridenour-Baker Grocery Co., Kansas City, Mo. The word "Punch" and a representation of a head of a clown.

For soap. Joseph Biechele, Canton, Ohio. The words "Banner" and "Disinfectine."

For milk flour and desiccated milk. Standard Milk Flour Co., New York, N. Y. A representation of a man in armor supporting a banner, upon which are the words "Standard Milk Flour Co."

For an extract of tomatoes and beef. C. H. Landsberger, San Francisco, Cal. The words "Tomato Nectar" and a representation of a partly nude female sitting on a large tomato and holding aloft a boblet.

For candies. The Stern & Saalberg Co., New York, N. Y. A black disk surrounded by an annular red band.

For coffee. Clark, Coggin & Johnson Co., Boston, Mass. The word "Puritan-ated."

For baking powder. J. C. Grant Chemical Co., East St. Louis, Ill. A representation of a large leaf and the words "Gold Leaf Baking Powder."

For bicarbonate of soda. J. C. Grant Chemical Co., East St. Louis, Ill. A representation of growing buttercups and the words "Buttercup Soda."

For milk. Marshall Milk Condensing Co., Marshall, Ill. The word "Boss."

For wheat products. Fayetteville Mill Co., Fayetteville, Tenn. A representation of three links.

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted for subscribers *free of cost*. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

FOR SALE.

FOR SALE.—Grocery store will sell stock and fixtures for $650 cash. 2300 N. 12th St., Philadelphia, Pa. 2

FOR SALE—Wholesale tea and coffee business in Philadelphia. Profits average $60 a week. Seller will remain with purchaser two weeks or two months, to get thoroughly acquainted with business and trade. Stock, good will and fixtures complete will cost $3,000. If you cannot raise above amount, don't waste your time. Address G. W., "Grocery World" Office, Philadelphia, Pa. 1

FOR SALE. — Orangeade fountain; one computing cheese cutter. Will sell at a bargain. H. H. Mosemann, 103 Howard Ave., Lancaster, Pa. 2

FOR SALE —Grocery and bakery. Building, 20 by 50 feet, two stories. Located at Kenilworth, N. J., beautiful suburban town of New York. Last year's cash sales, $15,000. For further information address John Hiller, Jr., 185 Market St., Newark, N. J. 2

FOR SALE.—Fine black driving horse. Also, falling top buggy with rubber tires, almost new. Andrew Thompson, 1337 Sellers St., Frankford, Phila. 2

FOR SALE.—Stock and fixtures of store located in good business section in Kensington, doing $150 weekly, half cash. Can be bought reasonable. Size of store, 20 x 17 feet. Reasons for selling: on account of living too far from store. Address M. O. C., "Grocery World," Philadelphia, Pa. 2

FOR SALE.—One Enterprise Counter Coffee Mill, almost new. Cheap. Address, U. Vogt, 13th Street opposite 2d Avenue, College Point, N. Y. 26

FOR SALE.—I will sell my grocery stock and fixtures with store and dwelling, or will rent and sell stock at inventory. Cleared in six years $10,000. This is best town in State. Cause of selling, ill health. This is a bargain. Address G. W. A., 180 Chestnut Street, Oneonta, N. Y. 26

FOR SALE.—Bargain! Stock, good will, fixtures, south Jersey general store for sale at once, no agents. Good reasons. 96 Malaga, New Jersey. 26

FOR SALE.—Lamson Cash Carrier; two stations. Sold for want of use. $25. Park Tea Co., 30th and Cumberland Streets, Philadelphia. 26

FOR SALE.—Oak counter show case, 7 feet long; in first-class condition. Used very short time. Sell for $5. Park Tea Co., 30th and Cumberland Sts., Philadelphia. 26

WANTED.—A man to take charge of a general merchandise country business. Good chance for advancement. Must come well recommended. Only hustlers need apply. Address C. E. Engel & Co., Medford, Md. 26

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

FOR SALE.—Grocery fixtures for sale: Large refrigerator; Walker bin counter; Walker bins and shelving; two 5-bbl Bowser oil tanks; one computing scale; two Troemner scales. We have other fixtures. All in first-class condition. Will sell cheaply. B. J. Lynch, Olyphant, Pa. 26

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing $30,000 yearly, half cash, balance strict 30 days. Present stock $5,000, but can be reduced to $2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does $350 to $450 weekly, two-thirds cash, balance weekly. Stock $400 to $500. One team. Good house connected. Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about $4,000 per month, 40 per cent. cash. Stock $6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about $5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does $150 to $200 weekly, all cash. Stock about $700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about $11,000, three-fourths cash. Mostly sells meats, so stock only averages $250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around $800. Dwelling.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22 x 60. Does $500 weekly, all cash. Stock $300 to $350. One team. Clear net profits 15 per cent. Rent, $30 monthly. Pay roll, $21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about $1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $14,000 yearly, two-thirds cash. Dwelling connected. Stock, $1,000 to $1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of $1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does $400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about $800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about $1,000.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does $425 weekly, half cash. Stock, $1,000. Clean net profits, 15 per cent. Dwelling connected for sale. Owner has Government position and cannot give attention. Will sell at inventory. Will take around $1,500 for stock and fixtures and around $2,500 for the property. Full investigation.

No. 365.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 30 feet. Does $300 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything Stock about $900. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell fixtures at $550 and stock at inventory. Will take all told about $1,400. Fullest investigation. In order to guarantee a business of $300 per week, seller will deposit $100 as a forfeit for the buyer's protection.

No. 366 —In North Philadelphia. Groceries, meats and provisions. Size, 20 x 50 feet. Does $400 weekly, all good trade. Stock about $800. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around $1,500.

No. 367.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does $200 weekly. Stock $300 to $350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about $500.

No. 369. — Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does $250 weekly, two-thirds cash. Stock $700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around $1,000.

No. 372.—In South Philadelphia. Groceries, meats and provisions. Store, 16 x 30 feet, with back room 16 x 12. Does $400 weekly, all cash. Stock, only $500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Fullest investigation. Established 14 years. Fixtures about $685. Stock at inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24 x 60. Does $45,000 yearly, three-quarters cash. Carries a stock of $2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of $3,800. Fixtures worth $1,200 to $1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about $1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for $700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does $30,000 yearly, two-thirds cash. Located in heart of city. Stock $3,000 to $3,500. Uses two teams. Good dwelling attached. Present owner took $3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street. Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in Trenton, N. J., family leaves their fine tea and coffee store in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost $1,000 three months ago, for about $600. Can be installed anywhere and are a great bargain. These people will sell the store entire if desired. Rent can be reduced to $60 per month. Store established only three months ago, but is already doing $150 weekly, all cash. Stock now about $200. The business is susceptible of steady increase, and a buyer can go in now on very favorable terms.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS $5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did $50,000 last year, every cent collected. Stock averages $2,500 and makes net profit of $5,000 to $6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at $20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO..
927 Arch Street. Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between $1,500 to $4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

SITUATION WANTED.

WANTED.—Grocery clerk wants situation. Active, intelligent young man, with thorough knowledge of the business. At present employed. Ten years' reference. Thomas Donovan, 1020 Wallace St., Philadelphia, Pa. 26

MISCELLANEOUS.

WANTED — A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. tf

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. $1 for 100; with 100 price cards, assorted, $1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Mrs. Williams' Brands
OF
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. June 29, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel	$2.00 per bunch
Selected, 9 hands, packed 1 in barrel	1.75 per bunch
Selected, 9 hands, packed 2 in crate	1.60 per bunch
Selected, 8 hands, packed 1 in crate	1.35 per bunch
Selected, 8 hands, packed 2 in crate	1.25 per bunch
Selected, 8 hands, packed 3 in crate	1.20 per bunch
Selected, 7 hands, packed 1 in crate	1.00 per bunch
Selected, 7 hands, packed 2 in crate	.90 per bunch
Selected, 7 hands, packed 3 in crate	.85 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands	1.00 per bunch
Selected, 7 hands	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller	$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA PINEAPPLES.

Fancy Red Spanish, 24s	$3.00
Fancy Red Spanish, 30s	2.85
Fancy Red Spanish, 36s	2.50
Fancy Red Spanish, 42s	2.50
Fancy Red Spanish, 48s	2.25

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box	$3.50
Choice Messina, 300 size, per box	3.25
Choice Messina, 360 size, per box	3.00
Extra Fancy Large, 150 size, per half box	1.75

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box	$3.50
Fancy quality, 126 to box	4.00
Fancy quality, 150-176 to box	4.50
Fancy quality, 200-216 to box	4.25
Fancy quality, 250-288 to box	4.00
Extra choice, 96-112 to box	3.25
Extra choice, 126 to box	3.75
Extra choice, 150-176 to box	4.25
Extra choice, 200-216 to box	4.00
Extra choice, 250 to box	3.75

FANCY MEDITERRANEAN SWEETS.

Fancy quality, 96-11 to a box	$2.50
Fancy quality, 126 to a box	3.25
Fancy quality, 150-176 to a box	3.75
Fancy quality, 200-216 to a box	3.75
Fancy quality, 250 to a box	3.25

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box	$2.35
Fancy Quality, 126 to box	2.50
Fancy Quality, 150-176-200 to box	3.00
Fancy Quality, 216-250 to box	3.00
Fancy Quality, 288-360 to box	2.75

CALIFORNIA LEMONS.

Fancy quality, 300 to box	$3.00
Fancy quality, 360 to box	3.00
Fancy quality, extra large, 270 to box	3.00
Choice quality, 240 to box	2.75
Choice quality, 300 to box	
Choice quality, 360 to box	

Get People In Your Store

There is no surer way of doing it than to have a handsome display of the right kind of fruit.

You can make this end of your business more profitable than any other department if you get the right goods at the right prices, and you can do both at

R. DAETWYLER & COMPANY

New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN ::: ECONOMICAL ::: SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, $4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributers for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java	.26
"B" Java	.24
"C" Java	.24
A—Java and Mocha Blend	.24
B—Java and Mocha Blend	.22
"A" Mocha	.24
"B" Mocha	.22
"C" Mocha	.20
Laguayra (Washe ! Caracas)	.18
"A" Maracaibo	.18
"B" Maracaibo	.17
"A" Santos	.16
"B" Santos	.15
"C" Santos	.14
Peaberry Santos	.14
"A" Rio	.12
No. 1 Rio	.10½
No. 2 Rio	.09
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans	.20
Battleship, 1 lb. packages, any quantity	.15
Log Cabin, 1 lb. packages, 100 to case	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case ....per case	15.00
Seven Day, 100 lbs. to case....per case	10.25

TEA.

	Per lb.
No. 25 Gunpowder	.24
No. 28 Gunpowder	.35
Best Gunpowder	.45
No. 25 English Breakfast	.20
No. 28 English Breakfast	.83
Best English Breakfast	.40
No. 25 Moyune Gunpowder	.33
No. 28 Moyune Gunpowder	.38
Best Moyune Gunpowder	.50
No. 25 Imperial	.33
No. 28 Imperial	.35
Best Imperial	.50
No. 25 Ooleng	.28
No. 28 Oolong	.35
Best Oolong	.45
Young Hyson	.35
Japan	.35
Heno ½ and ¼ lb. packages	.50
Silver Moon	.27
Silver Bell, 1 lb. packages	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box ....per doz.	.90

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3 lb., sauce, 2 doz	1.50
Pin Money, 2 lb., sauce, 2 doz	1.15
Pin Money, 1 lb., sauce, 4 doz	.85
Pin Money, 3 lb , plain, 2 doz	1.45
Wagner's, 1 lb., tall, 4 doz	.48
Wagner's, 3 lb., plain, 2 doz	1.03
Wagner's, 3 lb., sauce, 2 doz	1.08
Excursion, 3 lb., sauce, 2 doz	.85
Saratoga, 2 lb., 2 doz	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz	.85
Standard Shoepeg, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	.65
Belmont Cream, 2 lb., 2 doz	.90
Winorr Brand Kernelled Corn, 2 doz	1.45
Peas—	
Foote & Co., extra sifted, 2 doz	1.25
Belle Brand, 2 doz	.85
Little Fellow, 2 lb., 2 doz	
Rob Roy, 2 lb., 2 doz	
Pin Money, petits pois, 2 doz	1.50
Pin Money, standard early June, 2 doz	1.00
French, extra fins, 100 in case, per case	18.50
Pin Money Combination—	
2 lb., 2 doz	.90
Kidney Beans—	
2 lb., 2 doz	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz	.80
Standard, 2 lb., 2 doz	1.25
Little Darling, 2 doz	
Pumpkins—	
3 lb., 2 doz	.90
Gallons	
String Beans—	
2 lb., 2 doz	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can	.85
Sweet Potatoes, 3 lb., 2 doz	
1 lb. Pulp, for soup	.48
Succotash—	
2 lb., 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz	.90
Standard, 3s, 2 doz	.85
Gallon, ½ doz.	2.75
Fair Quality, 3s	.80
2s, 2 doz	.65

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz	
Clover Leaf, ½ lb., flat, 4 doz	1.25
Sockeye, 1 lb., flat, 4 doz	2.10
Seward, 1 lb., tall, 4 doz	1.50
Jookey, 1 lb., tall, 4 doz	1.50
Stonewall, 1 lb., tall, 4 doz	.95
Argo, 1 lb., tall, 4 doz	1.65
Sockeye, ½ lb., flat, 4 doz	1.25
Iceberg, 1 lb. tall, 4 doz	1.45
Lobsters—	
Gold Label, picnic size, 4 doz	
Beaver, 1 lb., flat, 4 doz	
Star, ¼ lb., 8 doz. in case	1.50
Star, ½ lb., flat, 8 doz	
Gold Label, ¼ lb., flat, 8 doz	
Beaver, ½ lb., flat, 8 doz	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz	1.10
Mackerel—	
Mackerel in sauce, oval	
Oysters—	
Standard, 5 oz., 2 doz	1.00
Sardines, in Oil—	per case.
½ oil, 100	
Gold Label, ¼ oil, 100 cans	6.50
Standard, ¼ oil, 100	3.50
¼ lb., oil, with key, 100	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans	6.50
Standard, 100 cans	3.65
Leon D'or Brand, 100 cans	4.00
¾ Mustard Sardines—	
Gold Label, 50 cans	4.50
¾ Mustard, 50 cans	2.95
Harbor Brand, 48 cans	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	
¼ Oil Imported—	
Martell, 100 cans	9.50
North Cape, Smoked, 100 cans	8.50
Grisetta, with key, 100 cans	8.25
King Oscar, 100 cans	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz	.90
Blackberries, 2 lb., 2 doz	1.00
Blueberries, 2 lb., 2 doz	
Cherries, 2 lb., 2 doz	
Gooseberries, 2 lb., 2 doz	
Pie Peaches, 3 lb., 2 doz	1 25
Pears, 3 lb., 2 doz	1.10
Sliced Pineapples, 2 lb., 2 doz	1.25
Singapore Pineapples, 1½ lb., chunks, 4 doz	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	.90
Raspberries, 2 lb., 2 doz	
Strawberries, 2 lb., 2 doz	1.00
Standard Peaches, Sunset 3 lb., 2 doz	2.10
California Apricots, 2 doz	1.90
California Cherries, 2 doz	2.60
California Peaches, 2½ lb., 2 doz	2.35
Wheeler Peaches, 3 lb., 2 doz	2.00
Sliced California Peaches, 1 lb., 4 doz	

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb	.09
Evaporated, 1 lb. packages, 4 doz	.09½
Dried, 50 lbs	
Peaches—	
Evaporated, 50 lbs	.09⅛
Best, 25 lbs	.12½
Apricots—	
Evaporated, 25 lbs	
Currants—	
Package, 36	.08¾
Bulk, 25 lbs	
New Figs—	
Box, 10 lbs	.10
Mats, 1 lb....per doz.	
Citron—	
American Brand, 10 lb	.17
American Brand, 25 lb	
Dates—	
Package, 30 1 lb	
Stuffed, 1 lb....per doz.	
New Prunes—	
30- 40, 25 lbs	.08½
40- 50, 25 lbs	.08
50- 60, 25 lbs	.07½
60- 70, 25 lbs	.07
70- 80, 25 lbs	.06½
80- 90, 25 lbs	.06¼
90-100, 25 lbs	.05
100-120, 50 lbs	
Raisins—	
3 Crown, 50 lbs	
2 Crown, 50 lbs	.07⅛
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs....per box	
Seedless Sultana, 50 lbs	.07¾
Seeded, 36 1 lb. packages	.09½
Sultana, 36 1 lb. packages	
Sultana, bulk, 25 lbs	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks	.07
No. 2 Head, bbls. or 100 lb. sacks	.05¾
No. 3 broken, bbls. or 100 lb. sacks	.04¾
Japan, 100 lb. sacks	.05¾

SALT.

	Per sack
Fine Table, Large Sack	.90
Kiln Dried	1.00
Fine Table, bushel sacks	.35
Fine Table, ½ bushel sacks	.22
Ground Alum, 140	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl	2.78
Fine Dairy, 3s, 100 to bbl	2.64
Fine Dairy, 4s, 70 to bbl	2.53
Fine Dairy, 5s, 60 to bbl	2.52
Fine Dairy, 8s, 35 to bbl	2.33
Fine Dairy, 10s, 28 to bbl	2.33
Worcester, 2½s, 115 to bbl	4.00
Worcester, 5s, 60 to bbl	4.00
Worcester, 10s, 30 to bbl	3.75
	Per case
Snow Flake, 48 10c. packages	3.10
Snow Flake, 36 15c. packages	3.75
Colonial, 36 5c. packages	1.30
Rock Salt ....per cwt.	.95
Shaker, 2 doz. in case....per case	1.60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag	2.50
Lady Washington Beans, about 200 lbs. to bag	2.60
Green Peas, dried, about 165 lbs. to sack	2.55
Black-Eyed Peas	
	Per lb.
California Lima Beans, about 80 lbs. to sack	.06
Imported Lima Beans, about 90 lbs. to sack	.06
Split Peas, 210 lbs....per bbl.	7.75
Less quantity	.04
Lentils, about 100 lbs. to sack	.07
White Marrowfat Peas....per bu.	2.10
Fava Beans	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O	.39
Kingsland, N. O	.30
Julian F. Bradshaw's Molasses, No. 44	.32
Cheapside Molasses	.28
Black Strap Molasses	.18
Gilt Edge Syrup	.31
Gold Medal	.31
King Syrup	.31
Orange Brand Syrup	.33
Orange Brand, 2½ lb. cans, 2 doz	2.30
No. 6 Amber Syrup	.30
California Amber Drips, 2 lb. cans, 2 doz	1.90
California Amber Drips, 2½ lb. cans	2.10
California Amber Drips, 3 lb. cans, 2 doz	2.40
California Amber Drips, ½ gal. cans, 1 doz.	2.15
Calvert Brand Pure Porto Rico	.22

SUGAR.

We do not handle imported sugar.

At very lowest prices day order is received.

Dominoes, 5 lb. packages	
Cut loaf	
Powdered	
XXXX, powdered	
Cubes	
Fine Granulated, American	
Fine Granulated, 100 lb. sacks	
Confectioners' A	
No. 1, A	
Light Yellow	
Fine Granulated, 2 lb. bags	
Fine Granulated, 5 lb. bags	

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars	1.90
Challenge, 4 doz	3.85
Eagle, 4 doz	6.25
Magnolia, 4 doz	4.20
Red Cross, 4 doz	4.15
Star, 4 doz	4.20
Dime Brand, 4 doz	3.60
Lion, 4 doz	4.25
Premium, 4 doz	3.95
Hires' Silver, 4 doz	4.35
Square, 4 doz	3.40

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz	3.85
St. Charles, 4 doz	3.90
Our Pet, large size, 4 doz	3.25
Our Pet, baby size, 6 doz	2.80
Peerless, small size, 4 doz	1.80
Peerless large size, 4 doz	3 20
Columbia, 4 doz	3.30
Silver Cow, 6 doz	
Van Camps, 4 doz. in cans....per can	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross	1.60
Coast, 5 gross	.85
Globe, 100s, 5 gross	.95
Dorlc, 1 gross	.95
Home Safety, 65s, 5 gross	.45
Vulcan Safety, 50 gross	.50
Bird's Eye, 500s, 100 packs....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box	1.10
Search Light, 100s, 5 gross	1.00
Search Light, 500s, 1 gross	4.50
Daily, No. 2, blue heads, 5 gross	.55
Fast Mail, 100s, 1 gross	1.00
Bull's Eye, 5 gross	1.05
Daily, No. 8, blue heads, 10 gross	.45
Little Star, 40s, 5 gross	.40
Pet, 100s, 5 gross	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate ....per case	1.75
Slide Boxes, 60s, 5 gross	.55
Grocers', 200s, 3 gross....per case	5.25
Black Diamond, 500s, 100 in case...per case	3.50

LAUNDRY SOAP.

	Bars.	Box.
Acorn	120	2.45
*Pearl White Floating	60	2.40
Ark	100	2.00
Babbitt's	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free		4.25
10 box lots freight paid, with 2 boxes "1776" or 120 bars Best Soap free		4.20
Buffalo Oleine	60	2.40
Washday	120	2.00
*Bee	100	3.90
*Big Schooner	100	3.75
Cocoa Floating	100	3.50
*Fels-Naptha	100	4.00
Hoefner's Tiger Borax	100	3.75
*Fairy Oval	100	4.00
*S. A. Gambrill, Oleine	60	2.40
*Globe Oleine	60	2.40
*Ivory, 6 oz	100	4.00
*Ivory, 10 oz	100	7.00
*Kirkman's	100	3.85
*Kirk's Oleine	60	2.35
*Lenox	100	3.00
*Lifebuoy	50	2.00
*Fairbank's Tar	100	3.75
*Magic Cleaner	100	
*Octagon	100	3.90
*Philadelphia Oleine	60	2.45
*P. & G. Oleine	72	8.00
Premium	100	3.75
*Santa Claus	100	3.40
White Floating	200	4.10
*Star	100	3.00
*Sunlight	100	4.10
*Sunshine	120	2.45
Star Oleine	60	1.75
*Sunny Monday	100	4.00
*White Cloud	100	3.90
*Wonder Worker	100	4.00
Wonder Worker Chips	4 doz.	2.08
Llon	100	1.75
*Snowberry	100	3.90
Best Blue	80	3.40
*Hoefner's Ammonia	100	3.95
*P. & G. Naptha	100	3.85
Duck	100	3 85
20 Mule Borax	100	4.00
Rlb	100	1.95

*5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.40
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb	per lb.	.08
White Castile, 36 lb	per lb.	.10
Contl, Imported Castile, 36 lb	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3 75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapollo	8 doz.	2.25
Wrigley's	100	3.50
Wrigley's	50	1.80
Scourene	100	3.50
Lipp's Scourer	60	2.25
Sil San	50	2.03
Army and Navy Compound	4 doz.	1.80
Finola Star Polish	100	3.85
Silver Sand	per bbl.	2.50
American Scourer	100	3 75
Bon Ami, 10c. size	3 doz.	2 50
Brooks' Crystal	100	3.90
Hoefner's Crystal, with spoons	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz		3.75

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

	Per gal.
Porto Rico Molasses—	
Fancy, barrels	.42@.45
Choice, barrels	.40
Good, barrels	.26@.30
Fancy, quart jars, per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle	.41@.43
Prime	.37
Good	.35
Ordinary	.22
Blended, fancy	.36
Blended, choice	.33
Blended, good	.30
2-lb tins, 8 dozen, per case,	2.90
Quarts, 2 dozen, per case,	2.90
Sugar Syrup—	
Pure, extra fancy	.35@.38
Pure, choice	.24
Blended, fancy	.32
Choice	.29
Vanilla Drips	.29@.30
Tins, 2-lb., 2 dozen, per case,	1.95
Tins, 2½-lb., 2 dozen, per case,	2.30
Tins, 3-lb., 2 dozen, per case,	2.50
Tins, 5-lb., 1 dozen, per case,	2.25

SALT FISH.

	Per bbl.
Mackerel—	
Extra Shore Bloaters, count 85@ 95	32.00
Georges, count 110@115	25.00
Shore 2s, count 225@250	30.00
Medium Irish 2s, thin, count 300@400	18.00
Norway, count 400@450	22.00
Norway, count 300@350	26.00
Norway, count 240@270	
Norway, count 170@185	
Norway, count 125@140	
Codfish—	**Per lb.**
Fancy strips, 60-lb. boxes	.10½
Fancy bricks, 40-lb. boxes	.09
Fancy middles, 40-lb. boxes	.12
Choice strips, 40-lb. boxes	.08½
Choice middles, 40-lb. boxes	.08½
Hake, bricks, 40-lb. boxes	.06
Fancy, whole, quintals	.08
Choice, whole, quintals	.07½
Herring, Smoked—	
Scaled, per box	.15
Halibut, fancy chunks, Iceland, 20 lbs	
Bloaters, Cromarty, 100s	

TEAS.

	Per lb.
Gunpowder—	
Common to fair	.15@.18
Superior to fine	.20@.25
Extra fine to finest	.28@.35
Choicest	.45@.65
Imperial—	
Common to fair	.22@.25
Superior to fine	.30@.35
Extra fine to finest	.40@.45
Choicest	.50@.55
Young Hyson—	
Common to fair	.16@.18
Superior to fine	.22@.30
Extra fine to finest	.35@.40
Choicest	.45@.60
Hyson—	
Common to fair	@.14
Superior to fine	@.18
Extra fine to finest	@.25
Japan—	
Common to fair	
Superior to fine	.23@.25
Extra fine to finest	.28@.30
Choicest	.32@.38
Basket-fired—Common to fair	.22@.25
Basket-fired—Superior to fine	.28@.30
Basket-fired—Extra fine to finest	.32@.38
Basket-fired—Choicest	.—@.45
Dust	@.12½
Oolong—	
Common to fair	@.17
Superior to fine	.17@.22
Extra fine to finest	.25@.35
Choicest	.40@.65
Pouchong—	
Common to fair	.17@.18
Superior to fine	.20@.25
Extra fine to finest	.30@.35
Choicest	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown	.36
Old Government—Best	.29
Old Government—Choice	.27
Old Government—Prime	.25
Old Government—Good	.23
Mocha—	
Genuine Arabian	.28
Maracaibo—	
Cucuta—Best	.16½
Cucuta—Choice	.16
Cucuta—Prime	.15
Cucuta—Good	.14
Laguayra—	
Caracas—Finest	.20
Caracas—Choice	.17

—2—

Peaberry—	
Santos—Fancy	.17½
Santos—Choice	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice	.16½
Rio—Fine	.16
Santos—	
Best	.16
Choice	.15
Prime	.14½
Good	.13½
Fair	.12½
Rio—	
No. 1—Golden	.15½
No. 2	.15
No. 3	.14½
No. 4	.14
No. 5	.13½
No. 6	.13
No 7	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice	.07
Cassia buds	.35
Cinnamon, Mats	.10
Cinnamon, Twaio	.20
Cinnamon, Ceylon	.23@.27
Cinnamon, Batavia	.25@.30
Cinnamon, Saigon	.75
Cloves, Zanzibar	.17@.20
Cloves, Amboyna	.25
Cloves, Penang	.35@.38
Ginger, African	.08
Ginger, Jamaica, bleached	.21@.22
Ginger Jamaica, unbleached	.20@.21
Ginger, Calcutta	.08
Nutmegs, 75- 80s	.22@.25
Nutmegs, 105-110s	.18@.20
Nutmegs, 130-140s	
Black Pepper, Singapore	10½@.12
Black Pepper, Shot	.14
White Pepper, Singapore	.15@.17
White Pepper, fancy	25@.30
Red Peppers	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice	.15½
Cinnamon, extra	.26½
Cinnamon, Saigon	.73½
Cloves	.26½
Ginger	.14
Nutmeg	.89½
Black Pepper	.18
White Pepper	.25
Cayenne Pepper	.22½
Paprika	.41
Mace, Straight Penang	.87½
Mustard	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	**Per doz.**
Allspice	.76
Cinnamon, China	1.10
Cinnamon, Saigon	2.50
Cloves	1.10
Ginger, African	.76
Ginger, Jamaica	1.00
Mace	2.92
Mustard	1.05
Nutmegs	1.50
Paprika	1.45
Pepper, black	.96
Pepper, cayenne	.98
Pepper, white	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.	5.75
Medium green 2½s, Calif.	5.25
Tips, green, 1s	4.10
Tips, white, California, 1s	4.40
Beans, Baked—	
Standard, plain 1s	.55
Standard, plain or sauce, 2s	.75@.80
Standard, plain or sauce, 3s	1.00@1.05
Fancy, plain or sauce, 2s	1.15@1.25
Fancy, plain or sance, 3s	1.55@1.65
Beans, Lima—	
Fancy 1s	
Fancy 2s	1.50
Extra standard 2s	1.15@1.25
Standard	1.10@1.15
Soaked	75.@.85
Beans, Stringless—	
Fancy 2s	2.00@2.10
Fancy 1s	1.10@1.20
Extra 2s	1.40@1.75
Extra standard 2s	1.10@1.15
Standard 2s	90
Standard, not stringless, 2s	.80
Beans—	
Yellow Wax 2s, fancy	1.20@1.25
Yellow Wax, standard cut	1.00@1.10
Red Kidney 2s	.85@1.00
Corn—	
Fancy Maine 2s	1 20@1.25
Fancy New York 2s	1.00@1.10
Standard New York 2s	.90@1.00
Maryland 2s, Maine Style	.75@.80
Other standard grades 2s	
Peas—	
Smallest Sifted 2s	2.10
Extra Sifted 2s	1.60@1.75
Sifted 2s	1.15@1.85

—3—

Telephone 2s	1.25
Sweet Wrinkled 2s	1.40@1.60
Standard E. J. 2s	1.00@1.10
Soaked 2s	.75@.80
Succotash—	
Extra fancy Maine 2s	1.40
Fancy Maine 2s	1.10@1.25
Extra standard 2s	.95@1.00
Pumpkin—	
Fancy, 3s	1.10@1.20
Fancy, gallons	
Squash—	
Fancy 3s	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey	1.60
5½-in. cans, ex. stand. N. Jersey	1.40
5-in. cans, standard New Jersey	1.15
Standard Maryland, No. 3	.95@1.00
2-lb. cans	.75@.80
Gallons, standard New Jersey	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars	2.90
Beets—	
Fancy Strawberry 3s	1.40@1.60
Cut 3s	1.10@1.15
Sweet Potatoes 3s	1.15
Saner Krant 2s	.95@1.10
Spinach—	
Standard Maryland 3s	1.25@1.40
Fancy New Jersey 3s	1.40@1.65
Gallons	4.75@5.00

FRUITS.

CALIFORNIA.

Apricots—	Per doz.
Fancy 3s	3.30
Extra 2½s	3 20
Extra standard 2½s	2.65
Standard 2½s	
Gallons	8.25@8.65
Cherries—	
Extra White 3s	4.40
Extra White 2½s	3.75
Extra standard White 2½s	3.50
Standard White 2½s	
Extra Standard gallons	9.75
Bartlett Pears—	
Extra 3s	3.30
Extra 2½s	3.10
Extra standard 2½s	2.75
Standard 2½s	2 40
Plums, Egg or Gage—	
Fancy 3s	3.00
Extra standard 2½s	
Standard 2½s	
Gallons	
Peaches, L. C.—	
Extra 3s	3.30
Extra 2½s	3.25
Peaches, Crawford—	
Fancy 3s	3.25
Extra standard 2½s	

EASTERN.

Pears—	
Fancy New York 2s	1.75
Fancy New York State 2½s	2.90
Standard 2s	1.50
Pineapples—	
Sliced or grated 2s	2.25@2.40
Sliced or grated 1s	1.10@1.20
Pie, grated, gallons	4.00
Singapore 1½s	1.15@1.25
Plums, egg, 3s	
Plums, gage, 3s	
Apples—	
Gallons	3.50
Strawberries—	
2s, fancy	3.00
2s, extra	
Raspberries—	
Red, fancy, 2s	2.75
Standard 2s	

FISH.

Lobster—	
Flat 1s	5.00
Flat ½s	2.50@2.75
Kippered Herring—	
1s	1.50
Alaska Salmon—	
Pink 1s	1.10
Medium Red	1.25@1.30
Choice Red 1s	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s	1.25@1.30
Tall 1s	2.00
Flat 1s	2.20
Oval 1s (steaks)	2.90
Sardines—	
Domestic ¼s, oil, 100 tins	2.15@6.00
Domestic ½s, mustard, 50 tins	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb
Fancy, 1-lb. cartons	.09¼
Smyrna Sult., fancy, 6 cr., 30 lbs	.15
Smyrna Sult., choice, 4 cr., 30 lbs	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons	.16
Smyrna choice, 1-lb. cartons	
California, 1-lb. cartons	

—4—

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs	.07
California, 4 cr., 50 lbs	.08
California, 3 cr., 50 lbs	.07
California, 2 cr., 50 lbs	.06½
Figs—	
Baskets, 1 lb. and 2 lb	.15@.18
Layers, 2¾-in., 10 lbs	10
2¾-in., 12 lbs	
2¼-in., 12 lbs	.09
2-in., 12 lbs	.08½
Currants—	
Fancy, 1-lb. cartons	.11
Cleaned, 1-lb. cartons, choice	.09
Bulk, choice, 50 lbs	.06¾
Natural, choice	.06¾
Citron—	
According to quality	.19½@.21
Lemon Peel—	
According to quality	.11½@.13
Orange Peel—	
According to quality	.11½@.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case	.10
Persian Dates—	
60 lbs	.05¾
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30	.14
80x40, choice	.07½
40x50, choice	.06½
50x60, choice	.06
60x70, choice	.05½
70x80, choice	.05
Choice, 50-lb. box—	
60x70, 80x 90	
70x80, 90x100	
Prunes in 25-lb boxes.	
Fancy 40x 50	.11¼
50x 60	.10¾
60x 70	.10
70x 80	
Prunes, Oregon, 25-lb boxes.	
30x40	.07½
40x50	.07
Apples—	
Fancy, 50 lbs.	.12
Fancy, 1-lb cartons	
Prime, 50 lbs.	.10
Choice, 1-lb. cartons	.11
Peaches—	
Fancy, peeled, 25 lbs.	
Unpeeled, fancy, 25 lbs.	.12
Extra Choice Muir	.11½
Apricots—	
Royal, extra fancy, 25 lbs	.27½
Moorpark, fancy, 25 lbs	
Royal, fancy, 25 lbs	.23
Royal, choice, 25 lbs	.20

NUTS.

Almonds—	
Jordan, shelled, large, 23 lbs	.40@.46
Valencia, 28 lbs	.33@.40
Flot, shelled	
In shells—	
California P. S., 30 lbs	.20
French Princess	.20
Tarragona, 120 lbs	.15½
Hard Shell, 100 lbs	
Brazils—	
New, large, 180 lbs	.11
Filberts—	
Turkish	
Sicily, 180 lbs	.12
Jumbo Naples, 110 lbs	
Long Naples, 110 lbs	.14
Pecans—	
Polished, 30 lbs	.10@.12
Louisiana Paper Shell	
Walnuts—	
Chilli, 1907 crop	
Grenoble, 220 lbs	.15
Marbots, 110 lbs	
Cornes, 110 lbs	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs	.18½
Extra choice, boxes, 25 lbs	.14½
Choice, bags, 125 lbs	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless	
Reduced quarters, with bones	8.00@22.00
French quarters, boneless	
French quarters, with bones	17.00@22.00
High quarters, boneless	24.50@27.00
Halves, boneless	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality	11.00@20.00
Mushrooms, ⅛s, accord'g to qual.	19.00@35.00
Mushrooms, ¼s, accord'g to qual.	15.00@20.00
String Beans, according to qual	12.00@17.00
Lima Beans, according to quality	13.00@20.00
Brussels Sprouts	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb	.08@.09½

GROCERY WORLD PRICES—CURRENT.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES. Column.

Eggs 27
Beans 43-44
Lard, Pure and Compound 44

DECLINES. Column.

Print Butter 7
Dressed Sheep and Lambs 44
Poultry, Philadelphia Broilers 45

ADDITIONS. Column.

WEIGH AND MEASURE EVERYTHING YOU BUY.

Standard Weights per Bushel.

Marrow Beans	60 lbs
Medium Beans	60 "
Pea Beans	60 "
Red Kidney Beans	58 "
Hominy	56 "
Peas	60 "
Barley	48 "
Potatoes	56 "
Flaxseed	56 "
Onions	55 "
Shellbarks	46 "

	COL.
Farm Cash Drawer	33
Gum	47
Ammonia	3
Ammunition	6
Axle Grease	3
Bags, Paper	41
Bag and Twine Holders	33
Baking Powder	3
Barley	30
Baskets	63
Bath Brick	59
Beans	29
Blacking, Shoe	4
Bluing	7
Borax	47
Brooms	61
Brushes	63
Buckwheat Flour	29
Bung Borers	33
Butchers' Sundries	44
Butter Dishes	62
Butter	7
Butter Color	47
Camphor	47
Candles	16
Candles	7
Canned Goods	8
California Fruits	10
Vegetables	8
Fish	12
Pie Fruit	10
Sardines	13
Meats	13
Soups	15
Can Openers	33
Capers	27
Caps, Gun	6
Catsup	16
Cereal Specialties	30
Cereal Coffee	36
Cheese	27
Chocolate and Cocoa	17
Chewing Gum	51
Cider	50
Clothes Pins	62
Cocoanut	21
Codfish	35
Coffee	5
Essence	6
Chicory	6
Coffee Mills	32
Cocoa and Cream	20
Condensed Milk	20
Condensed Mince Meat	38
Corn Meal	29
Corn Starch	58
Cottolene	27
Cracked Wheat	29
Crackers, Cakes, etc	21
Cranberries	
Cutters, Dried Beef	33
Tobacco	64
Delicatessen	22
Dressed Meats	44
Drugs, Grocers'	47
Eggs	27
Essence of Coffee	6
Extracts	49
Fancy Groceries	27
Farina	29
Farinaceous Goods	29
Faucets	33
Canned Fish	12
Fixtures	32
Flour	29
Flour, Self Rising	29
Flour, Buckwheat	29
Fly-paper	59
Food, Bird	59
Fruit Butters	46
Fruits, Domestic, Dried	35
Fruits, Foreign, Dried	35
Fruits, Green	
Gelatine	31
Ginger, Jamaica	47
Gravel, Bird	59
Grocers' Fixtures	32
Herring	35
Hominy and Grits	30
Honey	60
Ink	37
Insect Powder	48
Ironing Wax	59
Jams	46
Jars and Jar Rubbers	7
Jellies	46
Junket Tablets	50
Ketchup	16
Lamp Goods	37
Lard	44
Lemons and Oranges	
Lentils	30
Licorice	47
Lime	37
Live Poultry	45
Lye, Concentrated	37
Macaroni	32
Mackerel	34
Maple Sugar and Syrup	60
Matches	37
Measures	33
Meat	44
Mince Meat	38
Molasses	60
Mucilage	59
Mustard	57
Mustard, Prepared	57
Marmalade	46
Noodles, Egg	30
Nuts	
Oat Meal	30
Oils	39
Oil, American	40
Olive Oil	40
Olives	39
Paper	41
Paper Bags	41
Peanuts	
Peas, Dried	29
Pepper Sauce	52
Pickles	42
Pickled Meats	41
Plum Pudding	46
Pork and Beef	43
Potash	37
Potato Chips	42
Poultry Seasoning	45
Poultry, Dressed	45
Poultry, Live	45
Powder, Rifle	6
Preserves	46
Provisions	43
Pudding	31
Putty	48
Rennet	50
Rice	51
Rice Flour	29
Rolled Oats	30
Root Beer	53
Rope	59
Rosin	48
Sago	30
Salad Dressing	52
Sal Soda	52
Salt	51
Sapolio	55
Sardines	13
Sauce and Condiments	52
Sauer Kraut	46
Scales	32
Scoops, Grocers'	33
Scouring Soap	55
Seeds	53
Shoe Dressing	4
Shot	6
Smoked Fish	35
Soap, all kinds	54
Soda, Bicarb	53
Soft Drinks	53
Soups	15
Specialties	56
Spices	56
Whole	57
Starch	58
Stove Polish	58
Soap Powders	55
Segars	64
Sugars	1
Sulphur	48
Sundries	59
Syrups	60
Tacks	59
Tapioca	30
Tar	49
Teas	51
Tobacco, Chewing	64
Smoking	64
Tobacco Cutters	33
Tubs	61
Twine Holder	33
Twine	59
Vermicelli	32
Vinegar	42
Washboards	62
Wax, Fruit Jar	59
Wheat, Cracked	30
Wheat Flour	30
Wrapping Paper	42
Wringers, Clothes	
Woodenware	61
Witch Hazel	48
Yeast Cakes	63

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SUGAR.

Confectioners' Lozenge, XXXX	5.60
" Powdered	5.50
" Crown A	5.75
" Crystal A	5.40
" Coarse Granulated	5.50
Eagle Tablets	6.70
Crystal Dominoes	7.85
Cut Loaf	6.30
Patent Cubes	5.65
Powdered	5.50
Extra Fine Granulated	5.50
Coarse Granulated	5.35
Granulated	5.35
Fine Granulated	5.35
" in 50-lb. bags packed 2 in 100-lb. bag	5.40
" in 25-lb. bags packed 4 in 100-lb. bag	5.40
" in 10-lb. bags packed 10 in 100-lb. bag	5.50
" in 5-lb. bags packed in bbls	5.55
" in 5-lb. bags packed in 100-lb. bags	5.55
" in 2-lb. bags packed in bbls	5.65
" in 2-lb. bags packed in 100-lb. bags	5.65
" in 2-lb. cartons in cases	5.55
" in 2-lb. paper packages in cases	5.55
Confectioners' A	5.20
1—Keystone A	5.10
2—American A	5.15
3—Centennial A	5.05
4—California A	5.00
5—Franklin B	4.95
6—Keystone B	4.90
7—American B	4.85
8—Centennial B	4.80
9—California B	4.75
10—Franklin Extra C	4.70
11—Keystone Extra C	4.65
12—American Extra C	4.65
13—Centennial Extra C	4.60
14—California Extra C	
15—Franklin C	
16—Keystone C	

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair	20 @ 23
Fine	24 @ 28
Choicest	30 @ 38
FORMOSA—Superior to Fine	18 @ 20
Choice to Extra	22 @ 35
Choicest	40 @ 50
FOOCHOW—Common, cargo	14 @ 16
Good, medium	17 @ 22
Superior	23 @ 28
Fine	30 @ 35
Choicest	@ 40
GUNPOWDER—Choice to Extra	29 @ 35
Choicest	40 @ 45

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MOYUNE—Good	27 @ 30
Fine	35 @ 40
Choice	45 @ 50
Choicest	@ 55
IMPERIAL—Superior to fine	15 @ 20
Choice to Extra	22 @ 25
Choicest	30 @ 35
YOUNG HYSON—Superior to fine	15 @ 20
Choice to Extra	28 @ 30
Choicest	35 @ 40
INDIA—Common to Fine	18 @ 38
CEYLON—Common to Fine	18 @ 40
ENGLISH BREAKFAST—Fair to Good	15 @ 17
Choice to Extra	18 @ 28
Cholcest	30 @ 40

PACKAGE TEAS.

	In ½ & lb.	In ¼ lb.
Lipton's Teas—		
Ceylon and India, No. 1	.45	.47
Ceylon and India, No. 2	.40	.42
Ceylon and India, No. 3	.35	.37
Black and Green, No. 1	.45	
Black and Green, No. 2	.40	
English Breakfast, No. 1	.45	
Englisb Breakfast, No. 2	.40	
Formosa Oolong, No. 1	.45	
Formosa Oolong, No. 2	.40	

Counter box 30 ten cent tins, only packed in No. 1 quality, $2.00

Levering Coffee Co.—

Tourist, ⅛s and ¼s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea ..... .50

Almoco, lead foil package teas, ⅛s and ¼s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas ..... .40

Tetley's Tea—	Per lb.
¼ lb. or ½ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon	.45
No. 1, Buff Label, India and Ceylon	.60
Ex. Gold, India and Ceylon	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	

	½-lb. tins, per lb.
India and Ceylon, Sun-Flower	.50
Mixed (Green and Black), Sun-Flower	.50
Formosa and Oolong, Sun-Flower	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades ..... per doz.	.90

Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks	.22
1-lb. Silver Sacks	22½
½-lb. Silver Sacks	.23
¼-lb. Silver Sacks	.23½
⅛-lb. Silver Sacks	.25
Spring Garden Tea—	
100 lb. barrels ..... per lb. net	.18
5 lb. silver bags ..... " "	.19
1 lb. silver bags ..... " "	.19½
½ lb. silver bags ..... " "	.20
¼ lb. silver bags ..... " "	.21

Packed in cases containing 100 pounds.

—3—

McCormick & Co's Banquet Brand—	Per doz.
No. 10	.85
No. 25	2.00
No. 50	4.00
No. 100	8.00

AMMONIA.

	per doz.
Purple Ribbon. 16 oz., 2 doz. boxes	.90
Purple Ribbon, quarts, 1 doz. boxes	1.50
Purple Ribbon, ½ gals. ½ doz. boxes	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes	.75
Colburn's Autumn, botel size, 1 doz. boxes	.90
Violet, pints, 2 doz	.85

AXLE GREASE.

Frazer's, 15 lb. pails	.80
Frazer's, boxes, ¼ gross ..... per gross	9.25
Mica, ¼ gross ..... per gross	8.40
Peerless, ¼ gross ..... per gross	4.40

BAKING POWDER. Per Doz



¼ lb., 4 doz. in case	1.00
½ lb., 2 doz. in case	1.80
1 lb., 1 doz. in case	3.45
5 lb., ½ doz. in case	16.75

Davis' O. K., ¼-lb.,	4 doz.	per doz.	.45
Davis' O. K., ½-lb.,	3 doz.	per doz.	.90
Davis' O. K., 1-lb.,	2 doz.	per doz.	1.65
Davis' O. K., 5-lb.,	½ doz.	per doz.	7.20
Cleveland's, 10-c. size,	4 doz.	per doz.	.84
Cleveland's, ¼-lb.,	4 doz.	per doz.	1.23
Cleveland's, ½-lb.,	2 doz.	per doz.	2.28
Cleveland's, 1-lb.,	1 doz.	per doz.	4.40
Leslie's, ¼-lb. cans, 1 or 2 dz. cartons,	4 dz. cases		.45
Leslie's, ½-lb. cans,	2 doz. cases		.90
Leslie's 1-lb. cans,	1 doz. cases		1.65
Leslie's, 5-lb. cans,	6 cans in case	per lb.	.12
Sea Gull, 6 oz., glass,	4 doz.		.45
Parrot and Monkey,	4 doz.		.45

Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.	.82½
6 oz. glass, 2 doz.	1.07½
6 oz. glass, 4 doz.	1.04
6 oz. glass, 6 doz.	1.03
6 oz., 1 gross, in bbl ..... per gross,	12.25

Rumford Baking Powder:—			
5c.-tins, 4 doz		per doz.	.45
10c.-can, 4 doz. in box		per doz.	.90
½-lb. cans, 2 doz in case		per doz.	1.25
1-lb. cans, 1 doz. in case		per doz.	2 50

—4—

Royal, 10c. size, 4 doz	.86
" ¼ lb., 4 doz	1.30
" ½ " 2 "	2.40
" 1 " 1 "	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.85
" " " ½-lb. " " "	1.25
Boston Brand, 5-lb. size, ½ doz. case ..... per doz.	12.00
" 1 " 1 " ..... "	2.50
" ½ " 2 " ..... "	.55
" ¼ " 3 " ..... "	.75
Purity Brand 5 " ½ " ..... "	6.00
" 1 " 1 " ..... "	1.50
" ½ " 3 " ..... "	.80
" ¼ " 3 " ..... "	.45

BLACKING—Shoe. Per Gross.

Shinola ..... per doz.	.75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free ..... per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz ..... per gross	6.80
Bixby's Best, No. 1	2.75
" " B. B. B. M ..... per ¼ gross	4.50
Jacquot Blacking, No. 5	4.25
Handy Box, French, No. 25, large	10.00
" " " small	5.00
Mason's No. 1, ¼ gross	2.32
" " 2, "	2.60
" " 3, "	2.85
" " 4, "	4.55
" " 5, "	7.50
T. M. French ..... per doz.	1.00

SHOE DRESSING. Per Doz.

Mason's	.78
Acme, 1 doz	1.15
Bixby's Royal Polish, 1 doz	.78
Bixby Jet Oil Polish	.80
Brown's Shoe Dressing, 1 doz	.82½
Brown's, Army and Navy, 1 doz	.82½
Boyer's French Dressing	.65
" Oil Polish	75
Admiral Russet Combination	70
Admiral Shoe Dressing	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black	2.00
Boston Waterproof, black	2.00
Boston Jr. Waterproof, black, 10-cent size	.85
Elite Combination, Baby, black	85
Elite Combination, large, black	2.00
Superb Patent Leather Paste, large	.75
Champion, black, friction polish	2.00
Champion Jr., black, friction polish	.85
French Gloss, black, self-polishing	.75
Royal Gloss, black, self-polishing	.75
Dandy Combination, russet	2.00
Star Combination, russet	.75
Dandy Russet Paste, large	.75
Bossola Waterproof Paste Polish, large	.75
Bossola Waterproof Paste Polish, small	.40
Quick White, cleans dirty canvas shoes	.85
Quick White, cleans dirty canvas shoes	2.00
Oil Paste black, never dries up, large tins	.75

—5—

GREEN COFFEE.

	Per lb.
Rio Golden Fancy	@.09½
" Prime	@.08
" Choice	@.07½
Santos Peaberry, extra fancy	@.12½
" Fancy	@.10½
" Choice	@.09½
Maracaibo, Strictly Fancy, Mild	@.12½
" Choice	@.11½
Washed Caracas, Fancy	@.14½
Laguayra, Fancy	.10¾
Java, Extra Fancy Old Government	.20½@.21
" Extra Fancy	@.20
" Fancy	@.19½
Mocha, ⅓ and ¼ bales, genuine, finest	@.19
Mocha Seed, Santos, Fancy	@.10¾
Mocha Seed, Santos, Choice	@.10¼

ROASTED COFFEE IN BULK.

Rio, Extra Fancy Golden	@.12
" Prime	@.10
" Choice	@.09½
Santos Peaberry, extra fancy	.16
Santos, Extra Fancy	.13
" Fancy	@.12½
" Choice	@.12
Laguayra, Fancy	@.14
Maracaibo, Choice	@.14½
" Fancy	@.15
" Extra Fancy	@.15½
Java, Extra Fancy Old Government	@.25½
" Fancy	@.24½
Mocha, Finest	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1	.22
" " " 2	.20
" " " 3	.17
" " " 4	.14

Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

Levering Coffee Co.—	
Ventura	.17½
Eureka	.14½
Leader	.13
Jap	.12
Special, No. 6	.11
Special Drive	.11
Extra Value Blend	.10½
Bargain Blend	.10

Packed in 50 and 100 lb. fancy paper lined bags.

PACKAGE COFFEE.

Per lb

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa	15¾	15 15/16
Arbuckle's Seven Day	10¾	10¾
Lion	13⅜	13¾

B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins, .26

Salude, lbs	.20
" 50-lb. tins	.19
" barrels	.18
Viv, lbs	.16
" 50-lb. tins	.15
" barrels	.14

—6—

	Per lb
Lipton's Package Coffee—	
Special	.26
Perfection	.20

Packed in 30 and 60 pound cases.

German-American Coffee Co.—	Per lb
Triunfo, 24 2-lb. cans	.29
" 48 1-lb. cans	.29½
Trinidad, 60 or 100 1-lb. cartons	.26
"G-A" Blend, 30 3-lb. cans	.24
La Cruzada, 60 or 100 1-lb. cartons	.21⅛
Iowa, 60 or 100 1- and 2-lb. cartons	.18½
Tumbala, 60 or 100 1-lb. cartons	.26⅛
Quezal (after-dinner), 12, 24 or 48 ⅓-lb. cans per ⅓ lb	.35
Levering Coffee Co.—	
Tourist, 40 or 60 1 lb. tins	.27⅛
Tourist, 24 or 30 3 lb. tins	.27⅝
Almoco, 40 or 60 1 lb. tins	.20⅜
Almoco, 24 or 30 3 lb. tins	.20⅝
E. L. C., 100 lbs. to case	.14
E. L. C., 60 lbs. to case	.14⅛
Golden Drip, 2 lb. bags, 100 lbs. to case	.14½
Golden Drip, 1 lb. bags, 100 lbs. to case	14¾

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr":—	
50 tins in box, per box	3.85
12 tins in box, per carton	.95
2 lb. tins, per doz.	5.75
George Floto's Sons—	
Floto's Coffee Essence, ⅓-gross improved cans, per gross	2.25
Floto's Coffee Essence, ⅓-gross cans, tin ends, per gross	2.75
Floto's Coffee Essence, ⅓-gross cans, all tin, per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.	.04½
Floto's Vienna Coffee Essence, Manilla, ⅓ gross, per gross	2.25
Hummel's Essence, tin can, ⅓ gross, per gross	2.85
" " tin ends, " "	2.70
" " Improved " "	2.15
Chicory, Selig's, 65's	.05½
" English Ground, bags about 160 lbs.	.03½
" Francks', stick, 65 lbs	.06½
" Muller's, Columbus Brand, 5 sticks to lb., 65 lbs	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs	2.35
Blasting, B, kegs, 25 lbs	1.50
Duck, kegs, 12½ lbs	4.75
Duck, kegs, 6¼ lbs	2.65
FG, FFG, FFFG, kegs, 25 lbs	4.75
FG, FFG, FFFG, kegs, 12½ lbs	2.65
FG, FFG, FFFG, kegs, 6¼ lbs	1.50
Drop Shot, 1 to 10, bags, 25 lbs	1.85
BB, bags, 25 lbs	2.10

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BLUING—Dry.

	Per Gross.
Barlow's, small, 2 doz	2.60
" large, 1 doz	5.20
Sawyer's, No. 1, 6 doz	1.50
" No. 3, 3 doz	3.35
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, 1 oz., 3 doz	2.60
" Ball Blue, 2 oz., 3 doz	4.80

BLUING—Liquid.

	Per Gross.
Boyer's Beogal, 8 oz., ¼ gross	3.90
Cream Indigo, 2 oz., ¼ gross	3.90
Cream Indigo, 4 oz., ¼ gross	7.40
Cream Indigo, 8 oz., ¼ gross	11.40

BUTTER.

	Per lb.
Tub Butter:—	
Creamery, Extra, 60-lb. tubs	.26
" First, "	.25
" Second, "	.24
" Third, "	.22-.23
" Imitation, 30-60 lbs	.21-.24
" 5- and 10-lb. rolls, 60- and 100-lb. boxes	.27
Ladles, 30-60 lbs., bakers' use	.20
Print Butter:—	
Star or S. D. brands, 1 lb., 30-50-lb. bxs.	.29
B. B., E. D. brands, 30-50-lb. boxes	.28
J. J., C. V., Gilt Edge, Gold Medal, 30-50-lb. boxes	.27
Sheaf ("400") Elgin, 30-50-lb. boxes	.26
Sheaf	.25
Milhen Farm, lbs. and ⅓ lbs	.30
Gurnse, pounds or half pounds	.28
Belle Spring	.26

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs	.12⅜
" 16's, "	.11⅜
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb	.08¾
Searchlight Hotel, 16's, 30 lbs	.09¼
Peerless " " "	.10¼
Bright Light, " " per box	2 00
Werk's, 8's, 30 lbs	.11
" 16's, 30 lbs	.12
Carriage Candles, size 6x1⅛	.19
Martha Washington, long 12s per lb.	.17

JARS AND JAR RUBBERS.

Glass Jars—	Gross
Pints	6.40
Quarts	6.65
Half-gallons	8.75

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Jelly Tumblers—	
Barrels, 22 doz. per doz.	.19
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers, per gro.	2.75
Jar Rubbers—	
Lip, wide, per gross	.85
Acme, wide, 1 doz. cartons, per lb.	.45
" medium, 2 doz. cartons "	.40
Reliable, white rubber, wide	.26
" " medium	.26
Black, medium, per lb.	.25

(25 lb. lots 1 cent per lb. less.)

COOKING HERBS.

Mayflower brand, Sweet Marjoram, per doz.	.25
" Sage "	.25
" Thyme "	.25
" Savory "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory, per case	1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savoy—	
½-lb. cartons, 1 doz. per doz.	.40
¼-lb. " " "	.75
½-lb. " " "	1.25
¼-lb. screw cap bottles, 2 doz. per doz.	.90
½-lb. square cans, 2 doz. "	.85

CANNED GOODS.

Tomatoes—	Per Doz.
Mrs. Hancock's Frying	1.15
DuBois' Frying	1.10
Jersey King, No. 3, Standard Jersey	.90
Blue Hen Chickens, No. 3	.92½
Silver Lake, fancy, Jersey	97½
Hoffecker's, standard, No. 3	.82½
Plantation, No. 10, 1 doz	2 45
Silver Lake, No. 10, 1 doz	2.75
Golden Rule, No. 3, seconds	77½
Alta, No. 2	.60
Lima Beans—	
Tinsley's, extra small	1.25
Silver Lake	1.00
Early Autumn	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed	.87
String Beans—	
Extra Fancy	1.50

That "Piano Advertising Plan" from Iowa

Pulls prosperity out of a lean year of panic. It never had an equal among advertising and premium propositions for building up trade in the teeth of a gale of adversity. It doubles sales for merchants and puts on subscriptions for the newspaper publisher. And it's brand new to-day

¶ The smallest merchant can work it just as successfully as the largest. The puzzle of it is that it does not cost the merchant one dollar but actually makes him big money.

¶ Nobody ever fails at this money-making enterprise who uses my plan and my pianos which are of uniformly excellent quality. I superintend the manufacture of them myself, so I know.

Live Ones—Write Me



¶ And let me tell you it would be suicidal for any merchant to give away a cheaply made, inferior piano to any customer if he wants to reap a permanent benefit from the enterprise.

¶ Here is a plan by which the merchant and publisher alike can turn hard times into hard cash, increase their business amazingly—literally make two dollars grow where there was one before—and pocket no possible loss for their thrift.

Needy Ones—Wake Up

I'll Show You How It's Done

SALESMEN—BOYS WITH GRIT AND "GO"—IT'S YOUR CHANCE. I want a few Reliable Salesmen to Canvas the Retail Trade. Samples in coat pocket. Don't worry trying to revive dead lines. Get one with breath in it now. It's a boom year for you if you connect right. Get wise to the "Iowa Idea." Mention this paper.

BOSTON PIANO AND MUSIC COMPANY

W. F. MAIN, Proprietor — IOWA CITY, IOWA

—9—

Boyer's, 2s	.70
Acorn, 3s	.95
Acorn, No. 2	.65
Safe, No. 2	.55
ite Wax Beans—	
Champion	.70
Winsom, N. Y., No. 10, 1 doz	3.60
ans (Pork and Beans—	
B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. 2, plain	.90
Campbell's, No. 2, sauce	.90
Oxford, No. 3	1.05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz	.87½
Van Camp's, No. 2, sauce, 2 doz	1.32½
Moors & Brady, No. 3, plain	.85
Moors & Brady, No. 3, sance	.90
Moors & Brady, No. 1, picnic size, plain	.42½
Moore & Brady, No. 1, picnic size, sauce	.47½
Victory, No. 1, tomato sauce, 4 doz	.45
Martin Wagner Co., No. 3, plain	97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. 2, sauce	1.00
Schimmel's, No. 2, plain	.95
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz. per doz.,	1.80
2-lb. cans, 3 doz. "	1.40
1-lb. cans, 4 doz. "	.90
1-gal. cans, ½ doz. "	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz. per doz.	.95
2-lb. cans, 3 doz. "	.70
1-lb. cans, 4 doz. "	.45
1-gal. cans, ½ doz. "	3.00
d Kidney Beans—	
Joan of Arc, No. 2	.82½
Van Camp's, No. 2, 2 doz. per doz.	.77½
rn—	
Paris, fancy Maine	1.20
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.65
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.65
Vanity, No. 2, Whole Grain	.62½
Royal Exchange, Whole Grain	.60

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Peas—	
Tres Fins, 100 cans	13.75
French, very fine, 100 cans	13.25
French, fine, 100 cans	11.75
French, medium, 100 cans	10.25
Boyer's, Midgets	1.55
Boyer's, Extra Sifted	1.45
Boyer's, Sifted	1.15
Boyer's, Early June	.95
Jumbo June	.90
Little Nell's, Baltimore	.82½
Hermit Brand, No. 2	.52½
Beets—	
Silver Lake, fancy, No. 3	1.00
Chatauqua, No. 3	.95
Succotash—	
Quaker, extra fancy	1.05
Spinach—	
Champion, No. 3	1.10
Shawnee, No. 3	1.10
Farrar's, No. 3	1.00
Farrar's, No. 10	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz	
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz	2.35
Asparagus—	
Superior, large, No. 2½	3.50
Staple, medium, No. 2½	3.00
Swan, medium, No. 2½	3.25
Del Monte Tips, No. 1½	2.85
Extra Tips, No. 1½	2.75
El Dorado Tips, No. 1½	2.70
El Rio, medium, No. 2½, 2 doz	2.75

CALIFORNIA CANNED FRUIT.

	Per doz.
Apricots—	
Extra Quality	2.40
Extra standard	
Standard	
Pears—	
Bartlett, extra quality, 2½s	2.25
Bartlett, extra standard, 2½s	2.20
Bartlett, standard, 2½s	2.00
Cherries—	
Extra quality, 2½s	2.55
Extra standard, 2½s	2.50
Standard, 2½	2.25
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling	2.10
Tioga, No. 2½, ex. standard lemon cling	2.15
Valley, No. 2½, standard lemon cling	2 00

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Thistle, No. 2½, standard lemon cling	1.95
Agata, No. 2½, standard lemon cling	1.90
Lake View, No. 2½, yellow free	1.85
Oak, Sliced, Lemon Cling, No. 1, 4 doz	1.35
Columbus, No. 2½, pie peeled yellow free	1.47½
Columbus, No. 2½, pie peeled lemon cling	1.50
Plums—	
Extra standard egg	1.70
Extra standard green gage	1.70
Standard egg	1.45
Standard gage	1.45

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz	2.50
Keystone, No. 3, 2 doz	.85
Booth'r, oval, No. 3	.75
Blackberries—	
Farrar's, extra preserved, No. 2	1.30
Silver Lake, syrup, No 2	1.35
Nigger Head, No. 2	1.07½
Spring Garden, No. 2	.90
Blueberries—	
Leggies, No. 2	1.50
Leggies, No. 10	6.25
Cherries—	
Silver Lake, pitted, No. 2	
Flour City, white, No. 2	
Peaches—	
Maryland Leader, yellow, No. 3	1.52½
Maryland Leader, white	1.47½
P. & B. yellow, No. 3	1.55
Gypsum, No. 3, pie	1.25
Pears—	
Silver Lake, No. 3	
Fowling Creek, good, No. 3	1.25
Ayres Good, No. 3	1.05
Raspberries—	
Red Farmside, extra, preserved, No. 2	2.30
Pride of Rochester, fancy, preserved, No. 2	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz	.87½
Strawberries—	
Anchor, No. 2	.90
Jumbo, No. 1, 4 doz	1.00
Silver Lake, No. 2	1.35
Defence, No. 2	1.90
Pineapple—	
Acorn, grated, No. 2	2.00
Acorn, E. & C., No. 2	1.90
General, E. & C., sliced, No. 2	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. 2	1.60
Orange Grove, E. & C., No. 2	1.35
Singapore Chunks, No. 1½, 4 doz	1.05
Wallace, E. & C., sliced, No. 2	1.30
Singapore, cubes, No. 1½, 4 doz	1.00
Wagner's, No. 1, cocktail, 2 doz	.95
P. & B., grated, No. 3	.75
James, No. 3, pie, grated	.80
Singapore, cubes, No. 1, 4 doz	.67½

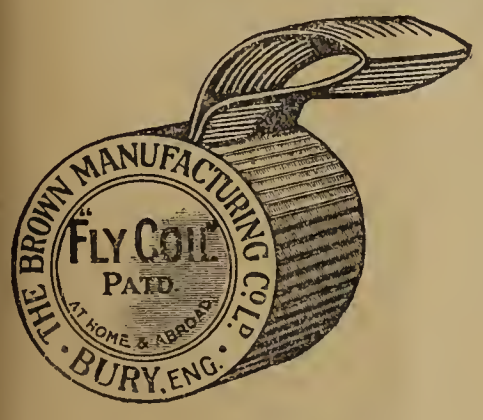
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The Paul Taylor Brown Co's Singapore Pineapple, extra preserved.	
Chop Tan Hin, ⅞ lb., cubes	75½
" ⅞ lb., sliced	.77½
" 1⅛ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1¾ lb., spiral sliced	1.15
" 1¾ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

	Per doz
Crabs—	
Deviled, No. 1, 4 doz	2.17½
Deviled, No. 2, 2 doz	3.25
Clams—	
Gold Label, No. 1, 4 doz	1 05
Star, No. 1, 4 doz	.95
Lobster—	
B. & M., No. 1, flat, 4 doz	4.65
B. & M., No. ½, flat, 4 doz	2.45
B. & M., No. 1, tall, 2 doz	4.35
B. & M., No. ¾, flat, 4 doz	3.00
Star brand, No. ¼, flat, 4 doz	1.40
Star brand, No. 1, tall, 4 doz	3.85
Star brand, No. ½, flat, 4 doz	2 40
Shrimps—	
Peerless Brand (Barataria), dry, No 1, 2 doz	1.17½
Peerless Brand (Barataria), new pickled, No. 1, 2 doz	1.12½
Cotton Bale, pickled, No. 1, 2 doz	1.10
Mackerel—	
Pickert's, soused, No. 3, 2 doz	3.15
Underwood, soused, No. 1, 4 doz	1.50
Underwood, soused, No. 2, 2 doz	2.45
Oysters—	
Boyer's, No. 1, 2 doz	.92½
Boyer's, No. 2, 2 doz	1.80
M. & B., No. 1, 2 doz	.92½
Stewart's, No. 2, 2 doz	1.65
Stewart's, No. 1, 2 doz	.85
Victory, No. 1, 2 doz	87½
Kippered Herring—	
Maconachy's, 2 doz., plain	1.47½
Gold Label, No. 1, spiced, 4 doz	.82½
Salmon—	
Gibralter, Sockeye, No. 1, tall	1.90
Gibralter, Sockeye, No. ½, flat	1.25
Hapgood's, No. 1, tall, 4 doz	2.10
Hapgood's, 1 lb., flat, keys	2.35
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz	1.70
Humes, Karluk, No. 1, tall, 4 doz	1.42½

When you sat on the sticky fly paper you wished the folks had used



Brown's Famous Fly Coil

which would be where you could not sit. Everybody that sees one wants one. So do the flies; they want it so bad that it catches more of them to the square inch than any other fly-catcher. It has almost three feet of fly-catching tape and clean place left over to grab it by and throw them all into the stove. It will pay you to stock **Brown's Fly Coil,** and you can sell them at a good profit.

TO BE OBTAINED FROM

BUCKNAM & VANDERPOEL CO.

MANUFACTURERS' REPRESENTATIVES

198 West Broadway, NEW YORK

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company

Philadelphia, Pa.

—12—

Horseshoe, No. 1	1.55
White Bear, red, No. 1, tall	1.37½
White Raven, ½s	.95

SARDINES · Imported.

Chancerelle, ⅛s, key	25.00
La Champagne, ¼s, key	17.00
Billet, small ¼s	14.00
Tricolore, ¼s	9.00
La Champagne, ¼'s, key, boneless	
G rard, ½'s, key, boneless	34.00
French,	
¼s, Martels	9.50
½s, Martels	13.25
Morel, ½s, boneless	16.00
Mustard—	
¼s, Irma, 100 cans	3.60
¼s, Raven, key, 100 cans	3.27½
¼s, Underwood's, 50 cans	3.95
¼s, Irma, 50 cans	3.60
¼s, Harbor, 48 cans, wrapped	3.40
¼s, Blanchville, 50 cans	2.37½
Oil—	
¼s, Irma, 100 cans	3.65
¼s, Continental, key, 100 cans	3.40
¼s, Owl, key, 100 cans	3.52½
Gold Label, ¼s, oil, 100 cans	6.40
" ¼s, mayonnaise dressing, 100 cans	6.40
" ¾s, " " 50 cans	4.30

Skipper Sardines—	Per case
Quarters, Olive Oil, key, 100 tins	12.00
Halves, Olive Oil, key, 50 tins	12.00
Quarters, Tomato Sauce, key, 100 tins	13.00
Halves, Tomato Sauce, key, 50 tins	13.00

CANNED MEATS.

Corned Beef.	Per doz.
Armour's Veribest, with key, No. 1, 2 doz	1.40
" " with key, No. 2, 1 doz	2.35
Fairbank's, with key, No. 1, 2 doz	1.35
" with key, No. 2, 1 doz	2.22½
" with key, No. 6, 1 doz	7.00
" with key, No. 14, ⅛ doz., per case	8.15
Libby's, with key, No. 1, 2 doz	1.40
" with key, No. 2, 1 doz	2.30

Chipped Beef.

No. 1, 2 doz	2.15
No. ½, 2 doz	1.37½
Glass, No. ½, 2 doz	1.55
Glass, No. 1, 2 doz	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.77½
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

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Acme Sliced Smoked Beef.	Per doz.
Large tins, 2 doz	2.60
Medium tins, 4 doz	1.60
Medium tins, 2 doz	1.65
Small tins, 4 doz	1.00
Large glass jars, 1 doz	2.85
Special jars, 1 doz	2.60
Junior jars, 2 doz	1.60

Sliced Bacon.	
Beechnut Bacon, No. 1, glass jars	2.50
Beechnut Bacon, No. ½, glass jars	1.42½
Acme, large glass, 1 doz	2.75
Acme, junior glass, 2 doz	1.60

Roast Beef.	
Fairbank's, No. 1, 2 doz	1.37½
Fairbank's, No. 2, 1 doz	2.35
Armour's, No. 1, 2 doz	1.40
Armour's, No. 2, 1 doz	2.37½
Libby's, No. 1, 2 doz	1.35
Libby's, No. 2, 1 doz	2.35
Kingan's, No. 1, 2 doz	1.40
Kingan's, No. 2, 1 doz	2.42½

Lunch Tongue.	
Fairbank's, No. 1, 2 doz	2.20
Libby's, No. 1, 2 doz	2.80
Armour's, No. 1, 2 doz	2.70

Whole Ox Tongue.	
Fairbank's No. 2, 2 doz	7.00
Libby's, No. 2¾, 1 doz	10.00

Potted Ham or Ox Tongue.	
Armour's Veribest, No. ¼, 4 doz	.45
Armour's Veribest, No. ½, 2 doz	.80
Libby's, No. ¼, 4 doz	.44
Libby's, No. ½, 4 doz	.80
R. & R., No. ¼, 4 doz	1.15
R. & R., No. ½, 2 doz	1.95

Potted Chicken or Turkey.	
Armour's—	
No. ¼, 4 doz	.87½
No. ½, 2 doz	1.45
Libby's—	
No. ¼, 4 doz	
No. ½, 2 doz	
R. & R., No. ¼, 4 doz	1.75

Boned Meats.	Per Doz.
Curtice Brothers, "Blue Label"—	
Chicken, No. ½	2.85
" " 1	5.00
Turkey, " ½	2.85
" " 1	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1½	7.00
Whole Ham, No. 2½	10.00

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Deviled Meats.	No. 5 oz. Per Doz.	No. 10 oz. Per Doz.
Curtice Brothers, "Blue Label"—		
Ham	1.25	2.15
Tongue	1.25	2.15
Chicken	1.85	2.90
Turkey	1.85	2.90

Potted Meats.	No. ¼ Tin. Per Doz.	No. ½ Tin. Per Doz.
Curtice Brothers, "Blue Label"—		
Ham	1.20	2.00
Tongue	1.20	2.00
Chicken	1.80	2.75
Turkey	1.80	2.75

Soups.	per doz.
Snider's Tomato Soup—	
3 lb. cans, 2 doz	2.35
2 lb. cans, 2 doz	1.35
1 lb. cans, 4 doz	.90
Gallons, cans, ¼ doz	5.00
Schimmel's, assorted, 1 lb., 4 doz	.85
Campbell's Assort, No. 1, 4 doz	.85
Campbell's Special Assort., 4 doz	.87½
Schimmel's Assort., No. 1, 4 doz	.85

Curtice Brothers, "Blue Label"—	Quarts. Per Doz.	Pints. Per Doz.	½-Pints. Per Doz.
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail	3.15	1.75	1.25
Mock Turtle	3.15	1.75	1.25
Tapioca Creey	3.15	1.75	1.25
Pea	3.15	1.75	1.25
Mutton Broth	3.15	1.75	1.25
Clam Chowder	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken	3.15	1.75	1.25
" Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin	7.25	3.75	2.25

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CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures	30-lb. pails	.08
Cream Jelly Mixtures	"	.09½
Microften Mixtures	"	.08½
Nobby Mixtures	"	.09½
Cadella Mixtures	"	.12
Fine French Mixtures	"	.13½
French Creams	"	.09½
American Mixtures	"	.08½
Variety Cut Drops	"	.08½
Darling Mints	"	.08½
Golden Drip Bar	15-lb. boxes	.10
Sour Balls	30-lb. pails	.08½
Pancella Cream Chocolate	"	.11½
I X L Assorted Chocolates	"	.12
King B Assorted Chocolates	"	.13½
No. 1 Fine Assorted Chocolate	"	.16½
Nonpariel Drops	"	.13
Chocolate Covered Caramels	"	.12
Dairy Chocolate Chips	25-lb. pails	.16½
Chocolate Mints	30-lb. pails	.12½
Honey B Comb	22-lb. pails	.17½
Cream Cocoanut Balls	28-lb. pails	.10½
Cream Peppermint	30-lb. pails	.09½
" Wintergreen	"	.09½
Wellington Caramels	25-lb. pails	.08
Frozen Milk "	30-lb. pails	.10
Soft Jelly Gum Drops	"	.07½
Superfine "	"	.10
Jelly Beans	"	.08
Wintergreen Lozenges	"	.09½
Mint "	"	.09½
Assorted "	"	.09½
Conversation "	28-lb. pails	.09½
C. & A. Crown Stick	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12½
Rock Candy, assorted	10-lb. boxes	.09½
Penny goods	10 boxes in case	4.50

CATSUP.

	Per Doz.
Beef Steak Catsup, Medium	2.00
Campbell's, No. 8, 2 doz	.87½
Campbell's, No. 8, Tobasco	.87½
P. P. Co, Spiced, No. 32, 5 doz	1.35
Home Made, No. 8, 4 doz	.65
Waldorf, medium, 12 oz., screw top, 2 doz	.92½
Snider's Catsup :—	
Pints, 2 doz	2.10
½-pints, 2 doz	1.30
Quarts, 1 doz	3.25
Gallons, 6 jugs in crate, per jug	.85

HERE IS YOUR QUESTION ANSWERED

Why put in **Croft's Swiss Milk Cocoa** when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

Another thing, **Croft's Swiss Milk Cocoa** is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?



40 cents a pound
Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. *Philadelphia* PENNSYLVANIA

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company
QUINCY CHICAGO BUFFALO

—17—

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup:—Per Case.

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case	3.75

CHOCOLATE AND COCOA.

	Per lb.
Walter Baker & Co's:—	
Premium, 12 to 25 lbs.	.35
Caracas, sweet, 6 lbs.	.30
German, sweet, 12 lbs.	.25
Auto, sweet, 6 lbs.	.30
Cocoa, ¼-lb. cans, 12 lbs. in box	.36
Cocoa, ½-lb. tins, 6 lbs.	.36
W. H. Baker s:—	
Best Cocoa, ½-lb. size, per lb.	.34
" " ¼-lb. " "	.35
Premium Chocolate, ½s, 12 lbs.	.34
" ¼s, 12 lbs.	.35
Best Sweet Chocolate, 1-5s, 6 lbs.	.22
Best Sweet Chocolate, 1-5s, 12 lbs.	.22
Hersbey's—	
Milk, 48 5 cent, per box	1.45
Cocoa, Epp's, ½-lb. tins, 7 lbs.	.48
" Van Houten's, 6-lb. boxes, 1-lb. tins, per tin,	.72
" " 6-lb. boxes, ½-lb. tins, per tin,	.37½
" " 6-lb. boxes, ¼-lb. tins, per tin,	.19
" Huyler's, ½s, 6 lb.	42
" " ¼s, 6 lb.	.44

Bensdorp's Royal Dutch Cocoa, 12-lb. cases—

	Per can.	Per dos.
¼-lb. round cans	.19	2.27
½-lb. "	.30	3.60
1-lb. "	.59	7.08
1¼-oz. " 30 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—

Milk Chocolate, 6 to lb.	.45
Queen, 4 to lb.	.42
Sweet Vanilla, 4 to lb.	.28
" 8 to lb.	.28
Plain Cooking Chocolate, ½-lb. cakes	.36

Blooker's Cocoa Powder—

¼-lb. tins, 2 dos. in box, per dos.	1.88
½-lb. tins, 2 dos. in box, "	3.50
1-lb. tins, 1 doz. in box, "	6.50
5-lb. tins, 1 dos. in case, per lb.	.52
10-lb. bags, 1 dos. in case, "	.50

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Wilbur's Cocoa—	
Breakfast, ¼-lb. tins, 6-lb. boxes, per lb.	.35
" ½-lb. tins, 6-lb. boxes, per lb.	.34
Wilbur's Chocolate—	
Premium, ½s, 12-lb., per lb.	.33
Sweet Clover, ½s, 6-lb., per box.	1.60

Hooton Cocoa and Chocolate Co.—



Cocoa, labeled, ½s.	.38
Cocoa, labeled, ¼s.	.40
Premium Chocolate, ½s.	.33
Premium Chocolate, ¼s.	.35

Lowney's:—

Premium Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages	.36
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.36
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.36
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages	.30
Vanilla Sweet Chocolate, 50 5-cent packages in box, per box	1.75
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins	.40
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins	.40
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.39

—19—

Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins	.40
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins	.40
Diamond Chocolate, sweet, ¼-lb. pkgs.	
6-lb. boxes, 12 boxes in case, per lb.	.27
12 " " 6 " " "	.27
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, per lb.	.33
6-lb. bxs., 12 bxs. in case, ¼ lb. tins "	34
½-lb. tins, 6-lb. bxs., 12 bxs. case "	.33
Milk Chocolate, 50 5-cent packages in box, per box	1.75
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes	.40
Croft's Cocoa, ½s, 2 dos. in box	1.85
" " ¼s, 6 lb. "	.33
" " ½s, 6 lb. "	.32
" " 5 lb., 6 cans in box	.30
" Swiss Milk Chocolate, 48 5-c. cakes.	1.50
" Premium, ¼s, 12 lb. "	.31
" " ½s, 12 lb. "	.30

KNICKERBOCKER CHOCOLATE CO.

Hasty Lunch Chocolate—	
¼-lb. decorated cans, 12-lb. boxes, per lb.	.30
½-lb. " " 24-lb. " "	.29
Special 10-c. packages, 30 to box, per box.	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes	.36½
" ½-lb. " 12-lb. "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes	.29½
" ½-lb. " 12-lb. "	.29
" ¼-lb. " 6-lb. "	.31½
" ¼-lb. " 12-lb. "	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, ½s, 6-lb. boxes	.26½
" ½s, 12-lb. "	.26
Buster Brown, 5-c., 48 cakes, per box,	1.35
" 3-c., 72 " "	1.40
Premium Chocolate—	
¼-lb. cakes, 12-lb. boxes	.27½
½-lb. " 24-lb. "	.27

—20—

Milk Chocolate—	
40 3-cent cakes in box, 24 to half case	.80
40 " " 48 to case	.80
24 5-cent cakes in box, 24 to half case	.78
24 " " 48 to case	.78

CONDENSED MILK.

Eagle, 4 doz.	6.25
Eagle, 2 doz.	3.15
Challenge, 4 doz.	3.75
Defiance, 4 doz.	3.75
Magnolia, 4 doz.	4.15
Rose, 4 doz.	4.20
Dime, 4 doz.	3.50
Winner, 4 doz.	4.00
Baby, 1 doz., glass	1.90
Red Cross	4.15
Peninsular	4.15
Leader	3.90
Banner, 4 dos.	4.10
Star, 4 doz.	4.15

EVAPORATED MILK.

Peerless, family size, 4 doz.	3 15
Peerless, 5c. size, 4 doz.	1 80
St. Charles, family size, 4 dos.	3.75
St. Charles, hotel size, 2 dos.	
Silver Cow, 5c. size, 6 doz.	2.67½
Pet, 10-c. size, 4 dos., per case	3.10
Pet, 5-c. size, 6 doz., per case	2 65
Van Camps, 6 dos., small	2.65
Van Camps, 4 doz., family	3.00
Van Camps, 4 doz., large	3 65

HIRES CONDENSED MILK

Per case.



Silver	4.25
Queen	4.00
Premium	3.85
Blue Ribbon	3.85
Gold, tall	3.75
Gold, family	3.15

BADLY COOKED *Versus* WELL COOKED CORN



The reason **Onarga Country Gentleman** Corn has such a different flavor from other canned corn is not so much on account of the superiority of the corn, though we use the finest corn grown.

It is mainly due to the difference in the cooking. There was never a can of corn cooked by the old method that wasn't uneven—cooked too much in one place or not enough in another. **Onarga** Corn is cooked in the new automatic cooker, that cooks it all evenly, and the difference that this makes is the difference between any badly cooked and rightly cooked food.

Iroquois Canning Company

Onarga, Illinois

Genuine Zinc Porcelain-Lined Caps for Mason Fruit Jars

WRITE FOR PRICES

EAGLE GLASS & MFG. CO.

WELLSBURG, W. VA.

—21—

COCOANUT.

	Per lb.
Schepp's Shredded, ¼-lb. pkgs., 15 lbs. to case	.23½
" " ½ lbs.	.22½
Dunham's, 5-cent package	.29
" ⅛s	.26
" ¼s	.28
" ⅓s and ⅛s	.26½
Franklin Baker Co's—	
Brasil, 70 ¼-lb. packages	2.50
" 35 ½-lb. "	2.50
" 38 ¼-lb. and 16 ½-lb. packages	2.50
Brazil, 18 1-lb. packages	2.50
" Shred, in pails, 20 lbs.	.11
" " in boxes, 25 lbs.	.10½
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in pails	.11
" " in boxes	.10½
" " in barrels, 140 lbs.	.10
Bakers', Macaroon, barrels, 140 lbs.	.10¼
" Slice, " 120 lbs.	.10½
" Strip, " 100 lbs.	.10½

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers	.08	.08½
Oyster "	.08	.08½
Wine Scroll	.10	.10½
Cracker Dust	.08	.08

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.

J. S. Ivins' Son:—	Bbls.	Bxs.
Assorted Jumbles	07½	.08
Brown Edge Water		.10
Butter Thin		12
Clover Mixed		.08
Cocoanut Ripple		.10
Cookie Mixed	.08½	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08½	09
Fruit Gem		.08
Graham Wafer		.10
Grandma Cookies	.08½	.09
Honey Jumbles. XX	.09½	.10
Iced Charter Oak		.09

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Iced Ginger Tablet		.08
Iced Honey Jumbles	.09½	.10
Iced Penn Treaty	.07	.09½
Iced Vedette Wafer	.07½	.08
Lemon Bar	.08½	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07½
Orange Cookies	.07½	.08
Quaker City Mixed	.07½	.08
Salted Strips	.08½	.09
Saltines		.12
Soda Biscuit XX	.06	.06½
Soda Biscuit XXX	.06½	.07
Spiced Wafers	.07½	.08
Sunshine Cookies	.07½	.08
Water Crackers Star	.06½	.07

Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" " (large)	.90
Graham Wafers	1.00
Ivinettes	.50
Milk Lunch	1.00
Our Ginger Snaps	.50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1 00

Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 6 dos. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 dos. in case...per doz.	1.75
" " with Horse-radish, p. dz.	1.75

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Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars.....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs..per gal.	
" " in 10 " "	
" " in 5 " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " "	.40
Prepared Special, with spoon, 6 doz. in case, per doz.	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 dos. in case, per doz	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmenthaler Swiss Cheese, Selected tub	.23
.....loaf,	.24
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case..per lb., .32½ "	.34
Parmesan, loaves about 30 lbs.....loaf, .27, cut	.32
Edam Cheese, 12 in case...case, 10.50, single,	.80
In tin.....per lb.	.26
" 1-lb. tins.....per case	3.75
Camembert, in wood boxes.....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz	1.45
Parmesan, grated, ready for use, large bottles, per doz	
Parmesan, grated, ready for use, small bottles, per doz	1.75
Olmutzer Hand Cheese, 100 in box	6.65
Edelweiss, Romatour and Bier-Kase...per dos.	4.00
American Swiss, No. 1.....loaf .16 cut	.19
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.16
Limburger Cheese, No. 2.....box, 14; ½ box, 14; less	.16
Muenster Cheese.....per lb.	.17
Brick Cheese, No. 1 "	.16
English Dairy Cheese "	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box "	2.25
Royal Luncheon Cheese—	6.25
Dinner size, 1 doz. in case.....per dos.	4.50
Lunch size, 2 dos. in case "	2.40
Picnic size, 6 doz. in case "	1.35
Trial size "	1.00
MacLaren Imperial Cheese, Club size.per dos.	1.00
" " " No. 1 size "	2.40
" Roquefort " large size "	6.95
" " " small size "	1.45
Fromage de Brie, M. C. C., 5 in box...per box	1.55
" d'Isigny, " 6 in box... "	1.55
Wm. Tell brand, 12 in box "	1.40
Neufchatel (Cow brand), 65 in box.....per box	.95
Star Cream, or Phila., 12 " .... "	1.90
Miniature Cream, or Phila., 12 " .... "	.95
Hand Cheese, 8 doz "	1.35
" 4 " "	.70
" 4 " Thuringer "	.85

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Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box "	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages.....per lb.	.18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per dos.	4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon) "	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per dos.	3.00
American Holsteiner..by bbl. 12 less, per lb.	.14
" Landjager, short.....per lb.	.24
" " long "	
" Mortadella, Dry.....per lb.	.25
" Knackwurst, 65 in box, per box, $4.75.....per doz.	6.40
" Cervelat (E), 50 and 100-lb. boxes, .21; less	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .19; less	.21
" Cervelat, Crescent, 50 and 100-lb. boxes, .16½; less	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23; less	.24
" Salami (E), 50 and 100-lb. boxes, .20; less	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .18½; less	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .16½; less	.18
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sausage.....per lb.	.15
" Lachs Ham "	.28
" Petit Delicatess Frankfurters, plain, per doz	1.00
" Petit Delicatess Frankfurters, with Saner Kraut.....per dos.	1.00
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck "	.18
Mettwurst, half-round "	.16
Liver Sausage (Special), truffle, goose or sardellen.....per lb.	.24
Smoked Thuringer Blutwurst "	.18
" Pfefferwurst "	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars, per doz	4.75
" (Derby Brand), quart glass jars per dos	5.75
" (Derby Brand), 10-oz. jars, per dos	6 50
Calves' Head, in round tins.....per dos.	1.65
Pickled Meats, in glass "	1.00

(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)

FREE SILVER

$3 TO $63 WORTH OF SILVER BUTTER SPREADERS

FREE TO YOU



We give them to you with our Extract of Beef. We had the Wm. Rogers Mfg. Co. make them, and they are the finest silver-plated ware made. No advertising on them—they're too fine for that. You get them absolutely without one cent of cost.

We are going to give them to your customers, too. Nearly every magazine in the country will contain attractive advertisements of this offer. That means

BIG SALES OF

ARMOUR'S EXTRACT OF BEEF

Make no mistake about what this offer means and what it will do. These are not cheap, shoddy articles, but such as every woman will want and she **has to buy ARMOUR'S EXTRACT OF BEEF from you to get them.**

It's a chance for you to beautify your own table, please hundreds of customers and make a good profit as well.

We will gladly send you all particulars and a handsome lithographed hanger describing the offer. Write us.

ARMOUR & COMPANY

ARMOUR & COMPANY, Chicago
Please send me full particulars regarding "Free Silver" offer
NAME.....
ADDRESS.....
CITY.....

—25—

Beef Salad, in glass	per doz.	1.00
" " in pint jars, glass	"	
" " in quart jars, glass	"	
Lamb tongues, in glass	"	1.60

HOLLAND AND SCOTLAND HERRINGS.

	Kegs or Pails.
Holland Herring, mixed, "Y. M." ⅛bbl.	5.50 60–75
" " milkers, " ⅛ bbl.	6.50 75–85
" mixed, Standard, bbl. ⅛ bbl.	5.50–6.50
Holland Herring, milkers, Standard, bbl. ⅛ bbl.	
Scotland Herring, mixed, large fulls, bbl. ⅛ bbl.	8.00
" milkers, large fulls, bbl. ⅛ bbl.	8.00
Marinirte Herring, Imported, about 40 in pail	1.25
Roll Herring, Imported, about 25 in pail	1.00
Spiced Herring, Imported, about 40 in pail	1.00
Norway Stockfish, dry, per lb.	15
Matjes Herring, per pail	

BISMARCK HERRING.

Pint size, round tins, with key	per tin	.20
Quart " " "	"	.35
2 Qt. " " "	"	.55
4 Qt. " " "	"	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.30
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box	
Kruger's Roll- and Brat-Haring, oval tins, per doz.	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand)	per keg	.75
" 5-lb. pails	per pail	.55
" 10-lb. pails	"	1.05
Cut Spiced Sardines, per 10-lb. pail	"	.75
" " 5-gal. keg	per keg	2.75
Russian Sardines, in glass jars	per doz.	2.25

NORWAY ANCHOVIES.

Original Package	per ⅛ bbl.	5.50
Repacked in 5-lb. pail	per pail	.60
" in 10-lb. pail	"	1.10
" in 5-gal. kegs	per keg	2.75
" in ½-lb. flat tins	per doz.	.95
" in ½-lb. tall tins	"	1.50
" in 1-lb. tall tins	"	2.00
Fancy Kegs—1 keg, .80; ⅛ keg, .42; ¼ keg, .32; ½ keg		.20

SALT SARDELLEN.

Original Package, 1902	per anker	16.00
Repacked—kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers	"	1.25

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RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.			19.50
½ " "	10.50	¼ " "			10.50
¼ " "	5.50	⅛ " "			5.50
⅛ " "	2.75	1/10 " "			2.75

GERMAN DILL PICKLES.
Regular Size.

60 gal. cask—about 2000		per cask	
50 " bbl.— " 1200		per bbl.	
15 " keg— " 500		per 100	
10 " keg— " 300		"	1.00
5 " keg— " 150		"	
10 lb. pail— " 50		"	

DOMESTIC SOURKROUT
Long Cut.

60-gal. cask	per cask	
48 gal. bbl.	per bbl.	6.50
10 " keg	per keg,	2.40
5 " "	"	1.25
10 lb. pail	per pail,	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse)	per lb.	.18
Spitzkugeln	"	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	"	.50
" " No. 2, 6 "	"	.75
" " No. 3, 6 "	"	1.00
Amandines, 5-lb. tins	per tin	5.25
" small tins	"	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50,
10 gal. keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag		2.75
Green Kern	per lb.	.10½
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60–.100
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06–.08

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COTTOLENE.

30 2-lb. tins	per case	6.50
15 4-lb. "	"	6.50
6 10-lb. "	"	6.50

Freight prepaid on two-case lots.

EGGS.

	Per Doz.
Nearby, candled and selected, 30-doz. crates	.21
Western	20

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.13
New York, Full Cream, new, 1st's, 40-lb. bxs.	.12–.12½
Picnic, Full Cream, new, fancy, 20-lb. bxs	.13½

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.		.28
Anchovies, in oil, ⅔ bottles		4.50
" " ½ "		3.25
Anchovy Paste, fancy, per doz.		4.75
" plain, per doz.		3.75
Bouillon, Burnham, pints, 2 doz. in case		3.75
" " ½ pints, 2 doz. in case		2.00
Capers, Nonpariel, ⅛ gallon kegs		1.50
" " Quart, glass	per doz.	7.00
" " bottled, ⅔ size	per doz.	2.35
" " " ½ "	"	1.90
" " " ¼ "	"	1.15
Canton Ginger, large pots, cases 6 jars,	per case	4.65
" med. " " 12 "	"	5.00
" small " " 24 "	"	4.75
Cherries in Maraschino, in glass, 1-doz. case		7.00
Clam Chowder, Burnham, 1 lb., 4 dz. cse.	p. dz.	.90
" " 3 lb., 2 dz. case	"	2.20
Currie Powder, pints, per doz.		3.50
" 4 oz., "		2.25
" 2 oz., "		1.50
Russian Caviar, ½'s		2.65
" ¼'s		5.00
" ⅛'s		9.50
" 1's		18 00

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French Peas, Extra Fins, per case	16.00
" Fins, per case	14.00
" Moyen's, per case	12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb.	.19
" " Dinner Biscuits, per lb.	30
" " Breakfast Biscuits, per lb.	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.	1.25
" " ½ pints, per doz.	.60
Salt, in 4-doz. stone jars	1.75
Morris' Extract of Beef, 4 oz., per doz.	6.50
" " " 2 oz., "	3.55
Anker's Extract of Beef, 120 vials	4.00
" " " 4 oz. per doz.	4.00
" " " 8 oz. "	7.25
" " " 16 oz. "	13.50
Theodore Marquet Musbrooms:—	
First Choice	25.00
Choice, 100 tins per case	23.00
Extra, " "	27.00
Hotel, " "	19.00
Truffles, 1's per tin,	.30
" ½'s "	.55
" ¼'s "	1.15
" ⅛'s "	2.25
Shrimps, Pickled, small size	1.15
Dunbar's Shrimps, 2 doz., per doz.	2.25
" Figs in Cordial, 1 doz., per doz.	5.00
Bishop's Figs in Cordial, 1 doz., per doz.	6.50
Crystallized Ginger, 1-lb. tins, per doz.	4.00
" " ½-lb. " "	2.25
Rose's Lime Juice, per doz.	3.60
Victor Rose Water, per doz.	2.25
" Peach Water, per doz.	2.25
Pitted Olives, per doz.	1.20

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.45
" 4 " 1 "	8.20
" 8 " 1 "	15.90
" 16 " ½ "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case	4.45
" 8 " 1 "	8.20
" 16 " ½ "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each	2.25
1 " medium " 36 "	6.00
1 " large " 72 "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case	4.00
" 16 " 1 "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50
Armour Tomato Bouillon—	
Size 4 bottles, 1 dozen in case	2.50
" 12 " 1 "	7.20
" 5 " per bottle	3.50
" 2 fancy jugs per jug	1.50

The Pure Food Question

is of as much importance to you as it is to your customers. Your reputation and success depend upon the kind of goods you sell.

HEINZ
57 VARIETIES
PURE FOOD PRODUCTS
(The kind that contain no preservatives.)

are always found in stores where quality is considered, because they are the best of their kind—pure, clean-made and good. You run no risk in handling Heinz goods. They comply with all food laws and are guaranteed to please the most particular people.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents *PHILADELPHIA, PA.*

—29—

FLOUR.

	Per Bbl
King Midas	6.40
Gold Medal	6.35
Millbourne	6.10
On Top	6.30
Ceresota	6 10
Pillsbury's Best	6.15
Taylor's Fancy	5.20
Semper Idem	4.70
Pride of the West	5.00
Sunbeam	4.10
Quaker City	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks, per 100 lbs.	

FARINACEOUS GOODS.

	Per Bag.
Corn Meal—	
Lea's, white, Table, 100 lbs	2.20
" yellow, granulated, 100 lbs	2.20
" " table, 100 lbs	2.10
Western yellow, granulated, 100 lbs	1.95
Quaker, 36 packages	2.85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.10
Beans—	
California Lima, per lb.	.05⅞
Marrows, Fancy N. Y. State, grain bags bush	2.60
Medium, Fancy, grain bags, bu.	2.55
Pea, fancy, grain bags, bushel	2.60
Pea, fancy, Michigan, grain bags, bushel	2.55
Red Kidneys "	2.00
Peas—	
Green, per bushel	2.60
Scotch "	2.60
Split, yellow "	2.10
" green "	

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Lentils—	
000000, 110-lb. bags, per lb.	.05
Less quantity "	.05½
Shaker Corn—	
Fancy, barrels, per lb.	.05⅝
Less quantity "	.06
Hominy—	
Lea's Breakfast, 10 pkgs, case	1.50
Lea's Pearl, 100 lbs, per bag	2.25
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100 lb. bags	1.75
Western Grits, 100 lb. bags	1 75
Barley—	
OO	.05½
No. 3, 100-lb. bags	2.60
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" " 48 5c. pkgs., case	1.25
" " asstd., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, B, per bbl	6.55
" " kegs 100 lbs., per keg	3.45
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.42½
Banner Oats, 20 packages	4.35
H. O. Oats, 18 packages	2.30
Mother's, 18 packages	1.75
Quaker, 18 small size	1.50
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs	5.95
Avena, per keg, 90 lbs	3.12½
Standard, 180-lb. bbls	5.60
" 90-lb. bags	2 70
Sago—	
Fine, bags about 160 lbs	.03¾
50-lb. lots	.04⅛
Admiral, Pearl, 24's	.07¼
Tapioca, Instantaneous, 50 1's	.08⅛
" Colburn's Hasty, 36 pkgs	.07¼
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs, per lb.	.04¼
" " less quantity "	.04¾
" Pearl, 150 lbs "	.03⅜
" " less quantity "	.04½

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs, case	3.05
Purina Cream Graham, per bbl.	
Ralston Barley Food, 24 2's, per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00

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Purina Whole Wheat Flour, 20 5's, per case	4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.70
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3 20
Mapl Flake, 36 "	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " 25 "	2.60
Cream Wheat, 36 packages	4.50
Apetiza, 24 packages	2.85
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.35
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15 cent size	1 80
Zest, 20 packages, 25 cent size	3.90

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling, per dos	1.10
" Acidulated "	1 10
Cox's, large "	1.57½
" small "	.95
Plymouth Rock, Pink or White "	1.20
Nelson's, per dos.	1.35
" small "	.95
Bromangelon, assorted 3 dos "	.87½
Fruit Puddine, 2 dos., asst. flavors "	.80
Jell-O, assorted flavors, 2 doz "	.87½
Jell-O Ice Cream Powder, 2 dos "	.97½
Jellycon, 1 doz. in case, per doz.	.87½
Jellycon, assorted flavors, 3½ doz, per doz.	.87½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.80
Tryphosa, per doz.	.95
Imperial Wine Jelly, per doz.	.95
" " per gross	11.00
Gelatine, McKinley's, per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs, per case	2.70
Puddine, assorted, 2 doz, per case	1.60
D-Zerta Jelly, assorted, 2 doz, per doz.	.90

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MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs	.05¾
" Elbows, " "	.05¾
" Marcaroni, long, "	05¾
" " square "	.06½
Larosa Spaghetti, long, 25 lbs	.05½
" Vermicelli, square, "	.05¾
" Macaroni, bulk, "	.05¾
Anger Baking Co.—	
"Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
"Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/8 " 5-c. size	1.80
"Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs	1.60
" in boxes, 12 lbs	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle, per bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.

Scales, No. 1, Tin Scoop, 10.00	Brass	14.00
Scales, No. 2, Tin Scoop, 7.00	Brass	9.00
Scales, No. 3, Tin Scoop, 6.00	Brass	7.00
Scales, No. 4, Tin Scoop, 5.00	Brass	6.00
Less 30 per cent. discount.		
600-lb. Platform Scale		12.00
Tea Caddies, Red, No. 52		14.00
Tea Caddies, Red, No. 53		10.00
Tea Caddies, Red, No. 54		8 00
Tea Caddies, Red, No. 55		5.00



"GET SOME"

We Have the Doctors Working for You!

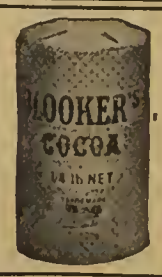
They recommend *Van Camp's Pork and Beans* with Tomato Sauce for people who need richly nourishing food that is easily digested. Doctors know our beans are cooked scientifically.

The beans recommend themselves to every one who tries them on the strength of our heavy advertising.

We prove to thousands of women that *Van Camp's Pork and Beans* are cooked actually better than they can cook them at home in an ordinary oven.

So the sale is made and you only have to please them by having the beans they *want*. Better "Get Some."

The Van Camp Packing Co.
Indianapolis, Indiana



"If I go into the class-room to demonstrate the action of a stimulant and tonic food-beverage, I use Blooker's Cocoa; I cannot afford to employ any other."

W. H. MORSE, M. D.,
Consulting Chemist.

American Depot, 46 Hudson St., New York

Don't Throw Your Profits in the Cellar



A little of this and a little of that, left after the rush is over, is often put in the cellar because there isn't enough of it to make a respectable showing. These little "leftovers" represent your profits and you can't afford to let them rot in the cellar. A very little looks a lot in my Bins and you can get money for it. As I make them, they go to you from me at the one profit.

H. F. HEACOCK, 51 N. Second St., Phila., Pa.

Anker's
Bouillon Capsules

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.



ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK

—32—

Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in	3.00
Cheese Cutters	15.00
Bung Bores, No. 2, 1½ to 2 in	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00

Less 25 per cent. discount.

Philadelphia Scoop Co's Sugar Scoops:—

Indestructible, No. 4	per doz.	9.00
" 5	"	12.00
" 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.80
" " 4	"	5.40
" " 5	"	7.20
X Quality, No. 3	"	2.60
" 4	"	3.00
" 5	"	3.40

Sherer's Eclipse Counters:—

No.	Length.	No. of Drawers.	Each.
6½,	3 feet 8 inches,	9	15.00
8½,	4 feet 10 inches,	12	20.00
10½,	6 feet,	15	25.00
12½,	7 feet 3 inches,	18	28.00
14½,	8 feet 6 inches,	21	31.00
16½,	9 feet 8 inches,	24	35.00
18½,	10 feet 10 inches,	27	40.00
20½,	12 feet,	30	45.00

Capacity of Drawers, 40 to 60 lbs. each.

Scales, Dell's, Grocers', without weights, Tin Scoop and Iron Plate, No. 1
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Grocers', without weights, Brass Scoop and Brass Plate, No. 1**
" " " " 1½
" " " " 2
" " " " 3
" " " " 4
" **Butchers', without weights, No. 0**
" " " " 1
" " " " 2
" " " " 3

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SMOKED FISH, CODFISH AND MACKEREL.

Beardsley— SHREDDED COD.

Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case	"	.95
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90

THREADED FISH.

	Per doz.
Swansdown, 2 doz	.65
Osprey, 2 doz	.45

MACKEREL.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater					
Ex. Norway, No. 1					
Ex. Norway, No. 2					
Ex. Norway, No. 3	24 00	12.60	6.50	1.21	
Ex. Norway, No. 4	21.00	11.00	5.65	1.30	1.09
Ex. Bloaters, xxx	35 00	18.10	9.25	2.00	1.65
Ex. Bloaters, xx	30 00	15.60	8.00	1.75	1.45
Ex. Shore, No 1	24 00	12 60	6.50	1.45	1.21
Large Shore, No. 1	20.00	10 60	5.50	1.25	1 05
Med. Shore, No. 1	22.00	11.60	6.00	1.35	1.13
Large Irish, No. 2					
Extra Irish, No. 2	19.00	10.10	5.15	1.20	1.01
Medium Irish, No. 2	18.00	9 60	5.00	1.15	.97
Small Irish, No. 2	18 00	9 60	5.00	1.15	.97
Irish, No. 3					
Large, No. 3 Herring.	16.00	8.60	4 50	1.05	.89
Lab. Split, Lg. No. 1.	7 00	4.10			
Lab. Split, Lg. No. 2.	6.00	3.60			
Shore, Round, Large.	7.00	4.10			
Shore, Round, Med	6.00	3.60			
Ocean Whitefish	4.00	2.60	1.50	.43	
Salmon, Halifax					
Shad, No. 1, Mess	15.00	8.10	4.25	1.00	.85
Shad, No. 2, Mess		3.60			
Haddock, Pickled	6.00				

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs	.08
Gilt Edge, 40 lbs	.06
Favorite Middies, 60 lbs	.13

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.08
Favorite Cod, 2-lb. bricks, 40 lbs	.08½

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STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

LOOSE CODFISH.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04½

In original cases, 450 lbs., ½c. less

SMOKED FISH.

New Extra Scaled Herring, per box	.17
Small Extra Scaled Herring, per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	.15
Smoked Salmon, whole fish, per lb.	.27
Cromarty Bloaters, 50s, per box	
" " 100s "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	.09¼
Fancy N. Y. State, 48 1 lb	.09½
Aprioots—	
Extra Choice Royals, 25 lbs	.15
Standard Royals, 25 lbs	.13
Cherries—	
California, unpitted, Black, 25 lbs	
California, pitted, Black, 25 lbs	
Currants—	
Gold Medal, recleaned, 36 1s	.07¾
Gold Medal, loose, 25 lbs	.07⅝
Private Growth, extra, cleaned, 36 lbs	.07½
" cleaned, 30 lbs. bulk	.07¼
Peaches—	
Extra Fancy Muirs, 50 lbs	.12
Extra Choice Muirs, 50 lbs	.10
Choice Muirs, 50 lbs	.09
Extra Choice, Yellow, 25 lbs	.09
Choice Yellow, 50 lbs	.08½
Pears—	
Choice California, Bartlett, 25 lb	.09

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PRUNES. Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20– 30, 25 lbs				
30– 40, 25 "	.08½	.08	.07¾	
40– 50, 25 "	.07¾	.07½	.07¼	
40– 50, 50 "				
50– 60, 25 "	.07¼	.07	.06¾	
50– 60, 50 "	.07	.06¾	.06½	
60– 70, 25 "	.06¾	.06½	.06	
60– 70, 50 "				
70– 80, 25 "				
70– 80, 50 "				
80– 90, 50 "	.05½		.05¼	
90–100, 25 "				
90–100, 50 "		.04¾	.04	
100–120, 50 "				

Raisins—	
Muscatels, 4 crown, 50 lb	.05¼
" 3 " 50 lb	.04¾
" 2 " 50 lb	.04½
Cal. Thompson Seedless, 50 lbs	.06½
Cal. Cleaned Sultanas, 50 lbs	.06¾
Cal. Sultanas, 50 lbs	.06¼
Cal. Seedless Muscatels, 50 lbs	.06
Gilabert's, Layer, Valencias, 28 lbs	.05½
Raisins, Seeded—	
G. & S. fancy, 36 1s	.07¼
Butterfly, fancy, 36 1s	.07¾
Owl, fancy, 36 1s	.07¼
Harvest, choice, 36 1s	.07
Citron, fancy, boxes, 10 lbs	.16
" fancy, 25 lbs	
Lemon Peel, fancy, boxes, 10 lbs., net	.11½
Orange Peel, fancy, boxes, 10 lbs., net	.11½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ½ doz. 25-cent size in case, per case	2.30
Case No. 5, 1 doz. 25-cent size " "	2.05
Case No. 6, 2 doz. 15-cent size " "	2.47½
2 doz. 15-cent size, 1 lb per doz.	1.35
Ralston Health Cereal, 36 10-cent size	2.75
Knelpp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case, per doz.	2.25
24-12 oz. package, packed 2 oz. in case " "	1.25
Perfection Rye Coffee 24 1 lb. pkgs	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz, per doz.	.65
Tumblers, 5-c. size, 2 doz "	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ H. P. motor for direct current, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Manufacturing Co. of Pa. = . = Philadelphia, U. S. A.

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INK.

Arnold's, black, 3032	per bottle	.48
Continental, red, 1 doz		.30
" black, 3 doz		.25
Royal, black, 3 doz		.25
Stafford, Commercial, 3032	per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth, Pearl Top	3.90	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luster Top	3.00	3.60	4.20
Crystal, Crimp Top	2.10	2.70	3.30
No. 0, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	4½ doz.		3.38
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" " dec., 107,	"	.90	1.00
	No. 0.	No. 1.	No. 2
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—		
1-gallon, Glass	per doz	2.25
1- " Galvanized	"	2.10
5- " Lenox, Spout	"	5.00
5- " " Spigot	"	5.50
5- " Columbia	"	7.00
5- " Banner	"	8.00
5- " Climax, Pump	"	10.00
5- " Home Rule, Pump	"	12.00
Lanterns—		
No. 0, Standard	per doz.	4.75
No. 0. Dash	"	7.80
Cold Blast	"	8.00

LIME.

Prepared, 2 doz. in case	per doz'	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05¼
" " 25 lb. boxes, ½ lb.	"	.06¼
Acme, 1 lb., sifting, 25-lb. boxes		.05½

LYE AND POTASH.

Banner, 4 doz	per case	3.15
Babbitt's Potash, 4 doz	"	3.30
Lewis'	"	3.25
Rod Seal, 2 doz	"	1.87½
" 4 doz	"	3.65
Popular, 4 doz	"	1.45

MATCHES.

	Por gro
Ohio Blue Tips—	
200's, 1 gross, per case	1.70
500's, 100 packages, "	3.25
500's, 1 gross, "	4.50
Ohio Noiseless—	
500's, 1 gross, per case	3.75
King Bird—	
100's, 3 gross, per case	2.85
500's, 1 gross, "	4.00

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Swift & Courtney's, 200's, 1-gross case		1.75–1.90
" 400's, 1 "		3.50–3.70
" 500's, 1 "		3.75–4.00
Blue Hen, 200's, 1 "		1.50–1.60
" 500's, 1 "		4.00–4.85
	Per Gross.	
Vulcan Parlor, 65's		.41
" 100's, 5-gross in case		.90
" 500's		3.95
Vulcan Safety, 65s, No. 37		.55
" 65s, No. 2		.45
Columbia Safety, No. 2, 5-gross cases		.55
" No. 37, 5-gross cases		.50
" 100's, 5-gross cases		.90
" No. 15, gross cases		1.20
" No. 32, 5-gross cases		.55
Safety		.45
Mazeppa, Parlors, 500's		3.50–3.75
Searchlight, 500's		4.25–4.50
Press, 200's		1.80–1.90
" 500's		4.50–4.75
America, 200's		1.30–1.35
American Paraffine, 500's, ex. qual		4.15
Telegraph, blue head, 5-gross cases		.60
Our Darling, 1 gross, No. 3, 1,000		5.50
Our Darling, ½ gross, No. 4, 1,000		2.75

MINCE MEAT.

John Bower & Co.:—		
Barrels and half barrels, Superior	per lb.	.08¼
18, 37 and 68-lb. buckers, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior	per lb.	.13
5-lb. gl. jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Fairmount	per lb.	.07¾
18, 37 and 68-lb. buckets, "	"	.08
Wm. J. Troth:—		
Barrels and half barrels, Famous	per lb	.08¾
18, 37 and 60-lb. buckets, "	"	.09
10-lb. buckets, 6 in crate, "	per crate	6.25
5-lb. " 6 " "	"	3.65
5-lb. glass jars, 6 in case, "	per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous	per lb.	.13
5-lb. glass jars, 6 in case, XXX, "	per case	4.40
Barrels and half barrels, Golden	per lb.	.07¾
18, 37 and 60-lb. buckets, "	"	.08
Campbell's Mince Meat, 30-lb. pails	"	.08
Mrs. Wells', bbls. & ½ bbls. & 30-lb. kits,	per lb.	.06
New Year, bbls and kegs and 30-lb. kits.	per lb.	.05
Crescent, bbls., ½ bbls. and 30-lb. kits	"	.04½
Schimmel's, 30-lb. Kits, bbls., ½ bbls.	per lb.	.07½
" 18 and 37 lb. Kanakins	"	.08
" 10-lb. Kkns, 6 to orato	per doz.	9.80
" 5-lb. " " "		5.30
" 5-lb. Glass Jars, 6 to case	"	6.25
National, 30-lb. Kits, bbls., ½ bbls.	per lb.	.05¾
Southwark, 30-lb. pails, bbls., ½ bbls.	"	.04¾

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Atmore & Son, Extra Family—Seedless:—		
No. 5, glass jars	per case 6 jars	4.50
No. 3, glass jars	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails	per box 6 pails	3.75
No. 10, wooden pails	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails		.09¼
Celebrated—Seedless.		
Barrels, Halves, Quarters	per lb.	.08¾
Wooden Pails, 18, 37 and 68 lbs	"	.09¼
Atmore's Mincemeat, No. 2, 2 doz. in case, per doz.		2.00
Cartons Condensed, (3 dozen in case,) per gross		11.00
Keystone—		
Barrels, Halves, Quarters	per lb.	.07¾
Wooden Pails, 18, 37 and 68 lbs	"	.08¼
Wooden Kits, No. 20 and 35		.08

OILS.

Stove Gasoline	per gal.	.15½
Headlight, 150test	"	.12¼

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz	11.00
" Extra, 64 oz	10.00
" Mammoth, quarts	6.00
" Extra, quarts	5.40
" Extra, pints	4.00
" Mammoth, ½ pints	2.20
" Extra, ½ pints	2.15
Fourees, 19 oz., fluted bottle	4.00
De Lucques, 10 oz.	2.40
Farcies	3.00
Queen, 6 oz.	1.30
Pim Olas, 18 oz.	6.00
Pim Olas, 10 oz.	3.50
California, quart tins	3.50
California, pint tins	2.15

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.	4.90
" " pts., 2 doz.	2.90
" " ½-pts., 2 doz.	1.90
Rae's, Lucca, litre bottles, 1 doz.	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.	6.50
" " pts., 2 doz.	7.50
" " ½-pts., 2 doz.	4.75
" " 8-oz. flasks, 2½ doz.	7.50
" " 12-oz. flasks, 2½ doz.	9.00
" Sublime, 8-oz. flasks, 2½ doz.	6.50
" " 12-oz. " 2½ doz.	8.00

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Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.30
" " 1 qt., 40 to case, "	2.65
" Sublimo, 1-qt. tins, 40 to case	3.35
" " ½-gal. tins, 20 to case	2.20
" " 1-gal. tins, 10 to case	2.10
" " 5-gal. tins, 1 or 2 to case	2.00

J. L. Neff & Co., Agents—
La Toscano Olive Oil, packed and sealed abroad.

24 4½ oz. bottles	4.75
24 8 oz. bottles	7.50
12 18 oz. bottles	6.75
2 5 gal. cans, case	22.00
10 1 gal. cans, case	23.10
20 ½ gal. cans, case	24.20
40 ¼ gal. cans, case	25.30
80 ⅛ gal. cans, case	27.50

Bulk at $20 for 10 gallons.

Nicelle Olive Oil—
The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.

	Per case
Large bottles, 1 doz. to case	7.25
Medium bottles, 2 doz. to case	7.75
Small bottles, 4 doz. to case	8 50
5 gallon tins, 2 tins to case	26 50
1 gallon tin, 4 tins to case	11.00
⅛ gallon tin, 8 tins to case	12.00
32 oz. tin, 25 tins to case	22 00

Trade discounts on quantity.

Jas. Hill & Sons Co.	
Quarts, Cal. style, 1 doz. in case	per case, 8.50
Pints, " " " "	9.00
½ Pints, " " " "	4.75
Oliver's Olive Oil—	
1 dozen large	6.00
2 dozen medium	6.75
2 dozen small	4.25
6 1-gallon tins	per gal. 2.10
10 ½-gallon tins	per gal. 2.20
20 ¼-gallon tins	per gal. 2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 dez	per doz. .55
Stohrer's, No. 16, 2 doz	per doz. .90
Stohrer's, No. 32, 1 doz	per doz. 1.80
Keystone, bottles, 2 doz	per doz. .90

PAPER.
WRAPPING.

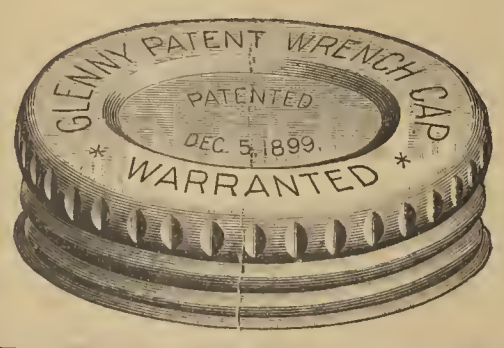
Manila, 15 x 20, full	per ream .36
" 24 x 36, full, 20 lbs	" .80
" 18 x 24, full, 10 lbs	" .37½
" Special, 15 x 20, 6 lbs	" 21

Pearl Borax Soap Powder is as superior to other powders as Pearl Borax Soap is to other soaps. Wrappers and box fronts redeemed for gifts.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

The Glenny Wrench Jar Cap



A PURE FOOD, COMMON SENSE FRUIT JAR CAP, made from heavy TIN PLATE, especially treated for us.

It does not require a liner, therefore has none, for the dirt and MICROBES to hide behind.

Packed in cartons of one dozen and from 60 to 120 cartons in a case.

PRICE $1.00 per gross F. O. B. Cincinnati, rubbers not included.

SAMPLES FURNISHED

The Wm. Glenny Glass Co.
Cincinnati, Ohio



"The Can's the Thing"

¶ When we arranged to put out our **Café des Gourmets Coffee** we concluded that it must be put up in an air-tight package, so we decided that "the can's the thing" that would accomplish our purpose, so it is packed in handsomely labeled one-pound cans that not only protects the natural flavor and freshness, but keeps it so for an indefinite time.

¶ It is as near a perfect blend as our many years of experience could make and our usual guarantee goes with it.

¶ Sold to you at 25 cents a pound.

SAMUEL WILDE'S SONS CO., Importers
Coffees, Teas and Spices
11 DUTCH STREET - - - NEW YORK

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD"

—41—

Manilla, Bakers', 15 x 20, 10 reams in bundle ..... per ream	.12
" Roll, Grocers', 9, 12, 15, 18, 20 or 24 inches wide..... per lb.	.03¼
Roll, White, light weight, 12, 15, 18, 20 or 24 inches wide..... "	.03¼
" Glazed Fibre, 12, 15, 18, 20 or 24 inches wide..... "	03½
" Glazed Silk Parchment, 12, 15, 18, 20 or 24 inches wide..... "	.03⅝
White Tea Paper, 12 x 16, reg.....per package	.14
Wax Butter Paper.....per package	.11
Parchment Butter Paper 9 x 12... "	.40

TOILET PAPER.

	Per case
100 5-cent rolls	3.00
100 5-cent packs	3.00
100 10-cent rolls	6.50
100 10-cent packs	6.50

PAPER BAGS.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼	.....	.43	.41	.35	.31	.29
½	.....	.52	.50	.43	.37	.32
1	.78	.71	.67	.55	.49	.45
2	.97	.88	.85	.71	.61	.53
3	1.25	1.09	1.04	.89	.75	.65
4	1.39	1.26	1.19	1.05	.87	.77
5	1.65	1.47	1.38	1.21	1.07	.91
6	1.95	1.72	1.64	1.41	1.23	1.03
8	2.29	2.08	1.99	1.68	1.49	1.19
10	2.55	2.39	2.16	1.83	1.65	1.37
12	3.11	2.75	2.56	.....	.....	.....
14	3.97	3.56	3.20	.....	.....	.....
16	4.41	3.81	3.68	.....	.....	.....
20	4.79	4.32	4.17	.....	.....	.....
25	.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

12½-lb. Plain Flour Sacks.....per M	4.00
25-lb. " " ..... "	5.75
50-lb. " " ..... "	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....per doz.	4.75
" " quarts .... "	5.75
" 10-oz. jars..... "	2.50
" 10-lb. pails.....per pail	2.50
Tripe, 10-lb. palls.....per pail	.90
" 5-gal. kegs.....per keg	2.00
Pig's Feet, 10-lb. palls.....per pail	1.00
" 5-gal. kegs .....per keg	2.25

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Pickled Beef Salad, in glass.....per doz.	1.10
" Tripe, " ..... "	1.10
" Ox Heart, " ..... "	1.10
" Pig's Feet, " ..... "	1.10
Russian Sardines.....per keg	.75
" 5-lb. palls .....per pail	.50
" 10-lb. " ..... "	1.00

POTATO CHIPS.

1-lb. packages, barrels, 25 lbs.....	.18½
Loose, barrels, 30 lbs.....	.18

POPPING CORN.

Brad's "Tip-Top":—	Per case
50 10 oz. packages.....	2.10
100 10 oz. packages.....	4.00
24 20 oz. packages.....	2.05
48 20 oz. packages.....	4.00
I-X-L, 40 1s, White Rice.....	2.75

PEANUT BUTTER.

MacLaren's—	Per doz.
Small, 2 doz.....	.92½
Medium, 2 doz.....	1.45
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
Peanutene, No. 4 jars, 1 doz.....	.92½

PICKLES.

45 gal., 1200s.....per bbl.	9.35
45 gal., 1000s.....per bbl.	8.85
10-gallon kegs, 700s	3.25
Sweet Pickles, 500s to 600s, 5 gal.....per keg,	3.30
Sweet Pickles, 700s, 5 gal..... "	3.60
Sweet Pickles, 1,000s, 5 gal..... "	4.15
Sweet Pickles, 2,000s, 5 gal..... "	5.00
Chow-Chow, No. 1, 5 gal. kegs.....	1.95
Chow Chow, No. 2, 5 gallons.....	1.75
Chow and Mixed Pickles, 2 gal., per pail	1.00

Williams Bros.—	Per Doz.
Wilco Onions, 5 gals.....	3.25
No. 8, Sour Gherkins, 2 doz.....	.87½
No. 8, Sweet Gherkins, 2 doz.....	.90
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90

Crosse & Blackwell's:—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30

Pin-Money Pickles—
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	⅛ doz. 1 Gal.
2.25	5.50	4.70	8.35	7.20

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Wood, each—

1 Gal. Kit.	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.20	2.30	5.50	1.00

Melon, Cucumber, Bur, Pepper—Mango—
Glass, per case of—

2 doz. ½ Pints.	2 doz. Pints.	1 doz. Qts.	1 doz. ½ Gal.	⅛ doz. 1 Gal.
4.00	7.00	6.00	11.00	10.20

Wood, each—

1 Gal. Kit	2 Gal. Kit.	5 Gal. Kit.	10 to 45 Gals. Per Gal.
1.70	3.30	8.00	1.50

VINEGAR.

Duffy's:—	Per gal.
Pure Apple Vinegar, Extra old, bbls.....	.16
" " " 40 grain, bbls.....	.15
Pure Cider, 40 grain	.12
Pure Cider, 45 grain	.15
Corson's Gold Seal Cider Vinegar, Pure Apple	.16
White Wine, 90 degrees.....	.20
Crown Brand Pure Cider Vinegar, qts., p. doz.	.90
White Vinegar, Distilled, 40 grain.....	.08
" " 45 "	.09
" " Extra Strength.....	.15
Crosse & Blackwell's.....per doz.	2.00

PROVISIONS.

Hams, Skinback, 18–20 lbs.....	.12½
" 14–16 lbs.....	.11¾
" 10–12 lbs.....	.12¼
Picnics, 6–8 lbs.....	.09
N. Y. Shoulders, 10–12 lbs.....	.10
Dried Beef, sets (city smoked).....	.17
" Tenders and Knucks.....	.19
" Flats.....	.15
" Air Dried, sets.....	.23
" " Tenders and Knucks..	.23
Jersey Pork, Butt.....per bbl.	17.00
" Family ..... "	19.00
Breakfast Bacon, rib in.....	.11½
" boneless	.13
S. P. Bellies, 14-15 lbs.....	.09½
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.21
Beef Tongues, smoked, 5-6 lbs.....per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes.....	.10½

Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ¼-cent extra

John Bower & Co.—	
Honey-cure Brand Hams, skinback.....	.14
" " large	.14
" " medium	.14
" " small	.14
" Breakfast Bacon.....	.13
" " boneless	.15
Beef, air-dried, regular sets.....	.20
" " insides and knuckles.....	.22
Ham Bologna.....	.12
Beef "	20
Boiled Hams.....	
Beef Tongues ..... per doz.	8.60–10.60

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Swift & Co.—	
Premium brand Hams, 10 lb.....	.14
Premium brand Hams, 12 lb.....	.14
Premium brand Hams, 14 lb.....	.14
Premium brand Hams, 16 lb.....	.14
Premium brand Hams, 18 lb.....	.14
Premium brand skinned Hams, 18–20 lb.....	14½
Premium brand boiled Hams, skinned, fatless	.25
Premium brand Bacon.....	.21
Premium brand Dried Beef, insides	.25
Premium brand Beef Tongues, short cut.....	.18
Winchester brand skinned Hams, all aver....	.13
Winchester brand Picnics.....	.09

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Tierces, about 340 lbs.....	09¾	8½
Plain Tubs, 50 and 60 lb. cans.....	09¾	8⅝
10-lb. Tin Palls, 60 lbs.....	10¾	9¼
5 " "	10⅞	9⅜
3 " "	11	9½

John Bower & Co.—	
Pure Kettle Rendered, tierces.....	.09¾
" " tubs	.10
" " 3, 5 and 10-lb. cans.	.11
Swift & Co.—	
Premium brand, tierces.....	.11¼
Silver Leaf brand, tierces...	.10¼
Jewel, compound, tierces	.08¾
Cotosuet tierces.....	.08½

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native.....	.11 –.12
Common.....	.09 –.10
Western Dressed Beef—	
Choice, native cattle.....	.11 – 12
Common to fair "	.09 –.10
City Dressed Veal—	
Prime.....	–.12
Good to choice.....	–.10
Dressed Hogs—	
Pigs.....	–.08
Hogs, heavy.....	–.08
" 180 lbs.....	–.08
" 160 lbs.....	–.08
" 140 lbs.....	–.08
Dressed Sheep and Lambs—	
Lamb, Western, good.....	.11
Lamb, Western, culls.....	.09
Sheep, choice	.10
" medium.....	.09

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.90–1.00
Cow Tongues.....	.75–1.00

A Fixture You Need



Our Five-jar Fixture, one of the useful and ornamental fixtures you can have. Made in both oak and cherry, 3-coat finish. No old style hinges; but the lids lift and spring to right, thus completely exposing the contents.

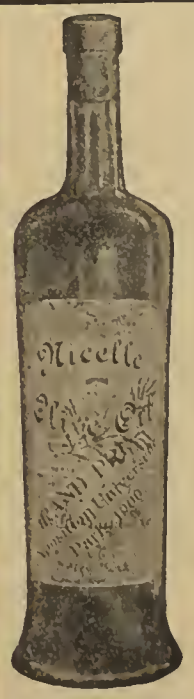
Occupies no more room than a 4-jar fixture, is a silent salesman, and helps to make a grocer proud of his store. All trimmings nickeled.

The Welles & Davis Mfg. Co.
WYALUSING, PA.

JOHN BOWER & CO.
GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc.
HAMS
Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Sell It Under Money Back Plan

We who make Nicelle Olive Oil have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find Nicelle superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK

—45—

Calf Heads, scalded		.50–.75
Sweetbreads, veal	per pair	.60–.90
" beef	per doz.	1.00
Calf Livers	per lb.	.20–.25
Beef Kidneys	per doz.	1.00
Beef Livers		.06
Ox Tails	per doz.	.50–.65
Hearts, beef	per lb.	.03–.05
Rolls, beef		.14
Tenderloin, beef, western		.20
Fresh Pork, loins, city		.10
" " western		.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

	Per lb.	
Turkeys—		
Western, Y H., 8 to 10 lbs	.20	–.22
" Y. T., 15 to 17 lbs	.20	–.22
Old hens and toms	.19	–.21
Common to Good	.15	–.16
Broilers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.35	–.40
Philadelphia, fresh killed, 3½ to 4 lbs to pair	.35	–.40
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.35	–.40
Western, 4 to 4½ lbs. to pair, fancy	.26	–.28
" 3 to 3½ lbs. to pair, fancy	.26	–.28
" fair to good	.20	–.22
Fowls—		
Western, fancy	.13	–.14
Heavy Roasters, 4 to 5 lbs	.19	–.22
Fair to good	.17	–.18
Old cocks	.10	–.11
Western capons, fancy		
" " small		
Squabs—	Per doz.	
Prime, large, fancy	3.00–3.50	
Mixed	2.50–3.00	
Dark	1.25–1.75	

LIVE POULTRY.

	Per lb.	
Spring chickens, nearby, 1½ to 2 lbs	.22	–.26
Large Springers	.20	–.25
Fowls	.13	–.14
Roosters		–.10
Ducks	.10	–.12

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case	per doz.	85
" 1 " "	"	.85
Large or No. 2, 1 " "	"	1.40
1-lb. cans, 1 doz. in case	per case	4.00
2-lb. " ½ "	"	3.75
3-lb. " ½ "	"	5.40
5-lb. " ½ "	"	8.70

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SAUER KRAUT.

Extra Quality, 50-gal. tierces	4.50
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz. doz.	.75
Spring Garden, fancy, No. 3, 2 doz. doz	.70
Compass, No. 3, cans, 2 doz	.67½

PLUM PUDDING.

Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz. "	2.35
No. 2, " " 1 " "	4.25
No. 3, " " ½ " "	6.50
No. 4, " " ¼ " "	8.50
P. P. Sauce, 2 doz., No. 1 "	1.50
Atmore's Genuine English Plum Pudding—Seedless:—	
Individual, per case of 2 doz	2.00
1-lb. cans, " 1 "	2.25
2-lb. " " 1 "	4.00
3-lb. " " ½ "	3.25
4-lb. " " ¼ "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars	.97½
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.88
Schimmel's, No. 10, tumblers	.82½
National, No. 10, tumblers	.72½
National, No. 6, tumblers	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
Southwark, 4½-lb. toy pails, ½ doz	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.98
Apple, Southwark, No. 3, tins	1.00
Apple, No. 5, toy pails	2.70
Apple, 30-lb. pails per pail	1.08
Apple, 20-lb. crocks per lb.	.07¾
Apple, Schimmel's, 30-lb. pails per lb.	.06
Prune, 30-lb. pails per lb.	.07¼
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz	1.70
Southwark, assorted, jars, 2 doz	.98
Orange Marmalade—	Per doz.
Hartley's, imported	1.82½
Schimmel's, pure	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers	4.00
½-lb. "	2.25

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Curtice Bros. Preserves—		Per Doz
Cherries,	jars	4.85
Strawberries,	"	4.60
Raspberries,	"	4.60
Apricots,	" peeled	4.85
Pineapple,	"	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. in cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint		0 85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	85	1.95
Spirits Camphor		.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1 95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1 95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	
Laudanum, 15c.-size per doz.,			1.20
Laudanum, 25c.-size per doz.,			1.90

5 per cent. discount in gross lots assorted.

Alum	per lb.	.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.		2.40
" " " ½-lb., " "		2.60
" " " ¼-lb., " "		2.80
Anker's Beef Capsules		3.00
Borax, Powdered, bulk	per lb.	.08
" Lump, bulk	"	.08
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb	.08½
Copperas	per lb	01¾

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Camphor, gum, 1-oz. blocks		.65
" Flakes, 250 bbls		.02¾
" " less quantity	"	03¼
" Tar Balls, bbls., 250 lbs.	"	.02⅞
" " less quantity		.03
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.85
Carbonate of Ammonia	"	.11
Epsom Salts	per lb.	.02
Glauber Salts	per lb.	.02½
Glue, ordinary		.09½
Glue, white		.20
Goff's Cough Syrup, 25c. size	per doz.	1.75
Goff's Herb Bitters, 25c. size	"	1.75
Goff's Oil Liniment, 25c. size	"	1.75
Goff's Sarsaparilla, 50c. size	per doz.	3.50
Goff's Worm Syrup, 15c. size	"	1.20
Goff's Horse and Cattle Pwd., 15c. size	"	1.20
Goff's Dyspepsia Tablets, 10c. size	"	.75
Gum Arabic	per lb.	.50
Haarlem Oil	per doz.	.40
Licorice, P. & S., 5c. stick, Imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " Lozenges, 5-lb. boxes,	"	.27
" Y. & S., " 5-lb. glass front,	"	
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's,	"	.24
" Root	"	.11
Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	"	1.55
Petroleum Jelly, screw top, 5-c. size	"	.35
" " 10 c. "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	24¼
" ¼-lb. packages	"	.29
" ⅛-lb. "	"	28
" 1-lb. "	"	27
Jamaica Ginger, Hires', flasks	per doz.	.90
Rosin	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.06¾
" granulated, kegs, 100 "	"	.06¾
Sulphur, Flour, 175-lb. barrels	per 100 lbs.	2 55
" 100-lb. bags		2.25
" less quantity		.03¼
Venetian Red	per lb.	.01
Whiting	"	.02
Husband's Magnesia	per doz.	2.85
Bull's Cough Syrup	"	1.90
Roach Powder, Omega, 4-oz. cans		.80
" " per gross		9.00
Roachsault, 10c.-size, 1 doz	per doz.	.80
Iron Glue, McCormick & Co's:—		
No. 5		.40
No. 10		.75
Tube V		.75
McCormick & Co., Bee Brand—	Per doz	
Insect Powder		.80
Root Beer		.80
Talcum Powder		.80
Triangular Quinine		.80
Quinine Capsules		.75

K

H. P. D. KINGSBURY
of Redlands, California

makes an absolutely pure line of

Preserves
Marmalades
and Jams

Their **purity** is guaranteed.
Their **price** is low.
Their **profit** is good.
It will pay you, Mr. Grocer, to **find out.**
Drop a line for price-list to

H. P. D. KINGSBURY
REDLANDS - CALIFORNIA

WM. T. SHERRON, Agent
13 South Front Street - Philadelphia

They Look Alike But Aren't

At first glance all starches look alike, both Laundry and Corn Starches. There is really a heap of difference, though it takes use to bring it out. In other words, if you sell a poor Starch your customer will find it out before you will.

Take our word for it, no Starch has ever been quite so fine and good as **Murdoch's Laundry and Corn Starch.** With manufacturing improvements of our own, and a genius for the most painstaking care, we are producing goods we are proud of.

Does it commend itself to you that we are independent of any Trust?

Oswego Maize Products Company
Oswego, New York

$3.00 FROM $1.50

James T. Shinn's **Liquid Rennet** has been on the market so long that it seems hardly necessary to speak of its quality; most people know it as the finest, cleanest rennet made.

Not all grocers know that they can double their money on this specialty, however—an unusual chance with an article so high-grade.

Costs $1.50 per dozen, brings back $3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

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F. F. Young's Veterinary Remedies, wholesale prices—

	Per doz.
Absorbine	18.00
Absorbine Jr. (Mankind)	9.00
Young's Kidney and Nerve Powders	2.00
Taroleum, small can	6.00
Taroleum, large can	16.00
Young's Fattening and Condition Drops	4.00
Young's Colic and Indigestion Cure	4.00

Less 2 per cent. cash 10 days. Not 30 days.
F. O. B. Springfield.

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's	per doz.	4.25
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	"	1.00
" gallons	each	.30
" ½ barrels	"	3.50
" barrels	"	6.00

McCormick & Co.—

Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Wondercure Headache Powders, 10c. size		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—

	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
15c. size	2.00
25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.80
15c. size	1.75
25c. size	2.00

Sauer's Flavoring Extracts:—

No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	"	.90
No. 3, Lemon and assorted	"	.85
No. 4, " "	"	2.00
No. 4, Vanilla	"	2.25
Assorted cases, Nos. 1 and 2		10.80
" Nos. 1, 2 and 4		11.80

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Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea				7.00

Ext. Vanilla, Kitchen Queen,	No. 25,	per dos.	2.00
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45
" Lemon, " "	No. 25,	"	1.75
" " " "	No. 2X,	"	.80
" " " "	No. X,	"	.45
Ingersoll's Flavoring Extracts:—			
High Grade Vanilla		per dos.	1.75
" Lemon		"	1.75
Select Vanilla		"	.85
" Lemon		"	.85
" assorted		"	.85
" small size		"	.45

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet	per dos.	1.10
Hansen's Junket Tablets, 8 dos., per doz.		.73
Blair's Rennet Tablets, 3 doz., per dos.		.75
Union Tablets, 8 doz., 5c		.45

CIDER.

	Per gal.
Corson's Champagne	.18
" Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1848 Apple Juice, 1 doz. quarts	3.50
" " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " 2 doz. pints	4.25

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Mott's Brand Golden Russet, 1 doz quarts	3.75
" " 2 doz. pints	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages	2.75
" boxes, 20 packages	.55
Gee Whiz, 72 packs	.47
Fleer's Chiclets, 2 lbs., bulk	1.25
Pulver's, 20 5-cent packages, per box	.55
Pulver's, cartons, 5 boxes	2.75

RICE.

	Per lb.
Queen Quality, extra fancy, 1-lb. pockets	.07
" " 3-lb. "	.06¾
Coronet, choice, 1-lb. pockets	.06
" " 3-lb. "	.05¾
Imperial, fancy Japan, 1-lb. pockets	.06
" " 3-lb. "	.05¾
Pearl Head, 5-lb. cotton sacks	05¾
Extra Fancy Head, XXXX, 100-lb. bags	.07
Fancy Head, 100-lb. bags	.06
Choice, 100-lb. bags	.05
Prime, 100-lb. bags	.04½
Japan—	
Fancy, 100-lb. bags	.05½
Choice, 100-lb. bags	.05⅛

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs					2.50
" " 60 bags, 5 lbs., lim					4.00
" " 28 " 14 "					3.75
" " 30 " 10 "					3.75
" " 115 " 2¾ "					4.00
Worcester, Irish Linen, bags, 250 lbs					2.50
" " 56 "					.65
" " 28 "					.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3010-lb. bags, in bbls., per bbl					3.00
" Pretzel, bbls. contain 280 lbs					2.40
" " sacks, 180 lbs					1.55
" Cheese, bbls. contain 280 lbs					2.40
Ivory Salt, dime size, 36 wooden boxes to case					2.20
New Ivory Salt, 24 large cartons to case					1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel, per bbl					2.60

Less than 5 bbls. the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.

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Worcester Packing Salt, 70-lb. cotton bags	.40
" " " 140-lb. " "	.75
Agricultural Salt, 200-lb. burlaps	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.	doz.	.87½
Durkee's, large, 1 doz.	per dos.	4.00
" small, 2 doz.	"	2.40
Schimmel's, small, 2 doz.	per dos.	.87½
My Wife's, large, 1 doz.		2.30
My Wife's, small, 2 doz.		1.45
Snider's Salad Dressing:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Luncheon, 3 doz.	"	.90
Gallons, 6 jugs in crate	per jug	1.25

SAL SODA.

Bbls., 375 lbs.	per 100	.65
Kegs, 170 lbs.	per 100	.82½
60-lb. boxes, bulk or granulated		.62

SAUCES.

Lea & Perrins' Worcestershire, large	"	7.50
" " middle	"	4.50
" " small	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.		.77½
North of England Sauce, No. 8, doz.		.77½
Chef Sauce, 2 doz., doz.		.75
Snider's Chili Sance:—		
Pints, 1 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz.	per doz.	2.40
½ pints, 2 doz.	"	1.40
Gallons, 6 jugs in crate	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

The Name Stands for Something



THERE is this to be said about carton butter—as a rule, as soon as it gets a name, it acquires a regularity that is almost always lacking if it is simply nameless print butter.

¶ That is because the manufacturer has taught the public that the name stands for something, and he must hold it up to the standard, or he destroys what he himself has built up.

¶ We have educated the trade to believe that **Gurnse** is the very finest dairy butter, clean and fancy, because rigidly inspected at every stage of the process. We *must* make every pound as good as that, and we do: First, because we have to; second, because it satisfies us better to do it.

¶ Wrapped in brine-dipped paper, then in pound cartons.

Packed in 30 and 50-pound boxes—pound and half pounds—28 cents.
Prices subject to market change.

P. F. BROWN & CO., 39 South Front St., PHILADELPHIA

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SEEDS.

Canary, bush. 60-lb	2.75	Mustard, Brown...	.27½
Caraway	.12	Mustard, Yellow..	.07
Celery	.09	Rape, per lb.	.25½
Coriander, bleached	05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb..	.05½
Hemp, bush. 40 lbs.	1.60		

SODA.

Bi-Carb., 110 lbs., kegs, per lb.	.01⅞
Bi-Carb., bulk, 25-lb. boxes "	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs. "	.05½
Arm & Hammer bd., ¼'s, 36 lbs. per lb.	.05½
" " " lbs., 36 " "	.24½
" " " ¼, ½, 36 lbs. "	.25½
Saleratus, Babbitt's bd., ¼'s, 25-lb. bxs. "	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welchs Grape Juice, case quarts, 1 doz.	4.50
" " " pints, 2 doz.	4.75
" " " ½-pints, 3 doz.	4.25
" " " 3-ounce, 8 doz.	6.00
" " " ½-gallons, 1 doz.	8.00
" " " gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co.:—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kisenatub, ¼ gross	2.50
Bon Ami, 10-cent size, ½ gross	2.50
Electro Silicon, 1 doz. per doz.	.72
Putz Liquid, large, 3 doz. per gross,	16.50
Putz Liquid, large, 3 doz. per doz.	1.45
Putz Liquid, small, per gross,	7.00
Putz Liquid, small, per doz.	.60
Putz Pasto, large, per doz.	.55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans per gross	9.00
No. 1, half-pint cans "	18.00
No 2, pint cans "	32.00
No. 3, quart cans, per doz.	4.50
No. 4, half-gallon cans, "	7.50
No. 5, gallon cans "	13.50

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Solarine Bar Polish—
No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. per gross 18.00

SOAP—Laundry.

	Bars.	Less than 5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.85
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
" Pearl, Young & Co.	40	2.80
" Day & Frick, Novelty	40	2.80
" Handsome	69	3.10
" Lavenson, large	100	4.75
" " small	100	3.75
" Kirkman's	100	3.80
" Red Seal	100	3.80
" Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnet	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five-case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50
Graad Pa's	50	3.15
"	100	3.80
Ivory	100	7.00
"	100	4.00
Lenox	100	3.25
Life Buoy	50	2.00
"	100	4.00
Lautz's Naphtha	100	3.80
Magic Cleanor	100	3.00
Marseilles, laundry size	100	5.80
" 5-cent size	100	4.00
" toilet size	100	4.00
Mayor's	100	3.80
"	50	1.90
Miller's Naptha	100	3.75
Naphtha, Swift's	100	3.75
Naptha, P. & G.	100	4.00
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75

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Oleine, Conway's	60	2.45
" Golden	60	2.55
" Lavenson's	60	2.35
" Kirk's	60	2 07½
" Philadelphia, 60 blocks		2.60
" " 72 blocks		2.60
" Pennsylvania	60	2.70
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Pole	120	2.45
Quaker City, boxes	100	2.90
" tubs	150	4.57½
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.25
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.75
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11¼
Cntaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Fleur-de-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 52 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapolio, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2 65

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Soapine, No. 7, 100 packs	2.37½
Soapine, No. 12, 100 packs	3.92
Soapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.30
Flaola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
" " 24 4-lb. "	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
" " 50 2s	4.00
" " 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz. per doz.	.43
Swift's Washing Powder, 100 1s	3.85
Swift's Washing Powder, 24 4s	3.85
Pennywash, 1 gross and 144-1 cent cakes free..	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillion Capsules	3.00

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade		.28	.30
White, Low Grade		.18	.20
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.16	.17	.19
Allspice—			
High Grade	.11½	.11½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.10	.11	.13
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17

McCormick & Co., Bee Brand—	Per doz.
Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75
Banquet Brand—	
Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice ½ lb.	.40
¼ lb.	.75

Positively The Best Wagon Ever Built For the Grocery Trade

Strong, Easy-Running, Finest Steel Tires, Wheels Second-Growth Hickory



This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

"Show All—Sell All"



This is the idea of a store like this. Notice that everything is where customers can *see* it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

18 to 24 S. Seventh St., Philadelphia, Pa.

—57—

Colburn's Philadelphia Mustard, D. S. F.:—		
5 cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	"	.85
¼ lb; net, tins, 2 and 4 doz.	"	1.00
½ " 2 doz.	"	1.90
1 " 1 doz.	"	3.70
6 lb. cans, full weight	per lb.	.23
10 " "	"	.22
Colman's Mustard, D. S. F.:—		
1-lb. tins	per doz.	5.40
½-lb. tins	"	2.70
¼-lb. tins	"	1.45
⅛-lb. tins	"	.90
18-lb. kegs		.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
Gulden's, No. 20, with spoon, 2 doz.	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, No. 8, with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.	Per lb.
Pepper, Black	.08
Allspice	.07
Cloves	.12½
Mace	.48
Nutmegs, large	.17
" Medium	.14
Cinnamon Bark, China	.13
" Canton	.12
" Java Thin Quills, 5-lb. rolls	.30
" Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.11

CORN STARCH.

Davis, 48 5-cent packages	per case	1.80
Davis, 36 10-cent packages	per case	2.70
Dnryea's, 40-lb., 1-lb. packages		.06½
Niagara, 40-lb., 1-lb. "		.04¾
Cream, 48-lb., 1-lb. "		3.45
Kingsford's. 40-lb., 1-lb, "		.06⅝
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes		.07¾
1 lb. packages, 20 lb. boxes		.07½
Bbls, about 200 lbs		.06¾

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LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03⅝
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05⅞
" Linen Gloss, 3-lb. cartons	.04⅞
Kingsford's, Pure, 3-lb. cartons	.06¼
" Pure Gloss, lb. packages	.06¼
" Silver Gloss, 12 6-lb. wd. bxs.	.07⅝
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, lb. packages	.07¼
" Snperior B, bulk	.03¾
" Satin Gloss, crates, 12 6-lb. wood boxes	.07⅝
Niagara, laundry, 50-lb. bulk	.03⅜
" 1 lb. packages, 48 lbs	.04⅞
" 3-lb. cartons, 48 lbs	04⅜
" 6-lb. boxes	.05⅜
Celluloid, 64 10-cent packages	4.30
" 64 5-cent "	2.20
Elastic, 64 10-cent packages	5.00
" 64 5-cent "	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages, per package	.08
Starch Polish. 20 cakes, per box	.50
Murdoch'z Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes	.07¾
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs	.07¼
Snow Gloss, 3 lb. cartons, 48 lb. boxes	.06¾
Sterling Gloss, 50 lb. boxes per 100 lbs	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, ¼ gross	4.00
Enameline Paste, large, ¼ gross	7.00
Enameline, Liquid, large, ¼ gross	6.65
Enameline, Liquid, small, ¼ gross	4.90
Electic Paste, ⅛ gross boxes	4.20
Magic Paste, ¼ gross boxes	4.75
Parlor Pride, large size, per doz.	.87½
" " per gross	10.25
" small size, per doz.	.70
Climax Enamel ¼ gro, per gross	9.40
Black Jack, ¼ gross, per gross	6.60
Rising Sun, per gro.	5.75
Sun Paste, 5-cent size, "	4.50
" 10-cent size, "	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ⅛ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ⅛ gross	4.50
Per gross	9.00

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F. F. Dalley Co.—		
2-in-1, smaller size	per doz.	.75
2-in-1, large size	"	1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round	per pkge.	.04¾
Excelsior, 24 packs	"	.05¾
McAllister, 36 packs	"	.05⅜
Rosensteins, 1lb. pkgs., 2 doz.	per lb.	.05¼
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz.	per doz.	.35
Red, quarts, 3 doz.	"	.70
Silver, pints, 3 doz.	"	.35
" quarts, 3 doz.	"	.70
Bath Brick, 25 bricks	per box	.60
Toothpicks, Eureka, 100 boxes	case	1.85
Toothpicks, Perfection, 2 doz.	per doz.	.42½
Royal Glue, 1 doz.	per doz.	.80
Paist's " 1 "	"	.40
Carpet Tacks, Wooden Keg, ⅛ gross cass, assorted, 6, 8, 10's.	per cass	.90
Carpet Tacks, Silver Steel, 4 oz.	per doz.	.06
6 oz.	"	.06¼
8 oz.	"	.07⅛
10 oz.	"	.08½
12 oz.	"	.09¾
Matting Tacks—		
No. 12, steel	per doz.	.10
No. 11, steel	per doz.	.10½
No. 12, steel	per doz.	.13
G. B. Weiss & Son—		
Sole Leather, No. 1, .25; No. 2, .23; No. 3,		.21
Cut Sole Leather. cut into taps, 6 inches high		1.50
5¾ inches high		1.48
5 inches high		1.42
4¾ inches high		1.25
4 inches high		1.18
3½ inches high		1.05
2 inches high		.00
Fly Ribbon	per gross	4.80
Fly Paper, Tanglefoot	per case	
Fly Paper, Sticky, 10 cartons		2.20
Sticktite Fly Paper, 100	per case	3.00
Sticktite Fly Paper, 10 cartons	per case	2.35
Wax, White and Yellow	per lb.	.30

ROPE, TIE YARN, Etc.

Emory Cotton Rope. 20 yds to lb.	per lb.	.10⅜
Emory Cotton Clotheslines, 50-ft. hanks, doz.		.80

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Cleveland, extra fine cotton twine	per lb.	.22
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine	"	.16
Cotton Candle Wick	"	.20
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hamp Twine, 8 balls to lb., in 5-lb. bunches	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches	per lb.	.16
Best Jute Rope, 16 yds. to lb.	"	.09
Best Jute Plow Line, 8 yds. to lb.	"	.09
Juta Clotheslines, 90 ft. to hank	per doz.	1.60
Juta Clotheslines. 108 ft to hank	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668	.42
Extra Fancy, No. 669	.40
Fancy, No. 670	.39
Strictly Choice, No. 675	.38
Choice, No. 664	.32
Good, No. 670	.22
Cane Juice, No. 683	.40
Black Strap	.11
B. H. F., Horse Food Molasses	.13

REFINED N. O. COMPOUND.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid	.35
Gold Mine, in bbls	.30
Fancy, No 104	.32
Fancy, No. 105	.28
Choice, No.	
Prime, No. 102	.26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop	.38
West India, choice, No. 634, compound	.29
West India, choice, No. 512, compound	.25
Porto Rico, No. 668	.15

GLUCOSE.

Three Star A, for confectionery	2.75
Five A, for confectionery	2.85

HONEY.

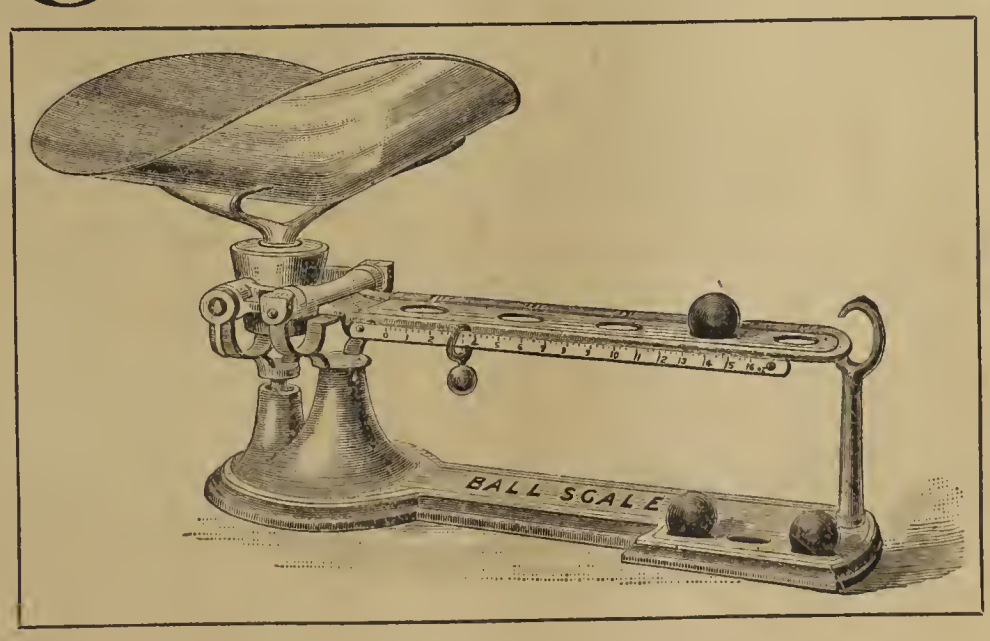
Domestic, barrels	per gal.	.69
Selser'z, lunch bottles, 2 doz.	per doz.	.95
Selser'z, medium bottles, 2 doz.	per doz.	1.35
Schimmel's, 10-oz. bottles, 2 doz. in case		1.45
" 6-oz. " " "		.95

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel	per doz.	.87½
1 " case	"	.30
Karo, 10 cent size, 2 doz.	per case	1.90
Karo, 25 cent size, 1 doz.	per case	2.30
Karo, 10 cent size, ½ doz.	per case	2.30
Lyle's Imported, No. 2 cans, 2 doz.	per doz.	1.82½
Globe, No. 2½ tins, 2 doz.	"	1.12½
Globe, No. 5 tins, 1 doz.	"	2.20

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HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

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Banner, in jars, compound	per doz.	1.00
White Clover, in jars, compound	"	.92½
Purina Pancake Syrup, 36 pts	"	2.25
" " 24 qts	"	4.00
" " 12 ½-gals	"	7.00
" " 6 gals	"	12.00

MAPLE SYRUP.

Golden Tree Maple Syrup, doz		2 25
" " medium, doz.		1.45
" " small, doz		.92½
Vermont Maple Syrup, gal. tins	per gal.	1.25
" " ½-gal. tins	per doz.	7.75
Hazen's Maple Syrup, qt. bottles	"	4.00
" " pt. bottles	"	2.40

Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case	13.50
Half-gallon cans, 12 in case	7.25
Quart cans, 24 in case	4.12½
Pint cans, 24 in case	2.50
Quart bottles, 12 in case	4.50
Pint bottles, 24 in case	2.75
Jacket cans, per gallon	1.00

CRESCENT MAPLEINE.

	Per doz.
2-oz	3.00
4-oz	5.25
8-oz	9.50
16-oz	18.00
32-oz	35.00
Gallons, each	11.00

OIL OF MAPLEINE.

	Per doz
1-oz	2.70
2-oz	4.50
4-oz	8.25
8-oz	15.00
16-oz	27.00
32-oz	48.00
Gallons, each	15.00

WOOD AND WILLOW WARE.

BROOMS.

	Per doz.
Little Gem, parlor, 2 string	2.40
N U, No. 6, split handles	2.45
Leader, No. 6, 3 string, red handles	2.40
Princess, No. 4, fancy handles	2.75
Parlor, No. 3, 2 tie	1.85
Toy Brooms	.90
Whisks, 2 sewed	.90
Stable, 2 tie, rattan centre	3.50
Stable, 3 tie, rattan centre	4.00
Factory, heavy	2.90
Handy Wall Broom Rack, for 12 brooms	.90

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No.	WASHBOARDS.	Per doz.
69,	Good Enough, double, spring protector	3.65
57,	Peerless, double	3.75
80,	Seal Globe, double, swing protector	3.30
61,	Peerless, double, spring protector	4.45
110,	Peerless, single, spring protector	3.55
100,	Northern Queen, single, protector	3.10
101,	Tidal Wave, single, protector	2.75
118,	Good Enough, single, protector	3.15
175,	Glass	3.50
	Murdock	2.75
	Celery City	3.00
126,	Single Ruby	2.60
128,	Anchor, single head	2.25
130,	Little Gem, pail board	1.35

BUCKETS.

	Per doz.
O. G., 2 electric hoops	1.75
O. G., 3 electric hoops	1.90
Clear, 2 hoop	1.65
Clear, 3 hoop	1.75
Electric Cedar, 2 hoop	2.40
Electric Cedar, 3 hoop	2.60
Pine, 3 galvanized hoops	2.20
Galvanized, 12 quart	2.00
Galvanized, 14 quart	2.25

No.	BUTTER DISHES.	Per M
1,	Solid oval	1.10
2,	Solid oval	1 30
3,	Solid oval	1.50
5,	Solid oval	1 90
1,	Wire ends	1.10
2,	Wire ends	1.30
3,	Wire ends	1 50
5,	Wire ends	1.90
	Picnic Plates, 8 inch	2.10
	Picnic Plates, 9 inch	2.35

Crates contain 250 each.

CLOTHES PINS.

	Per box.
5 gross	.48

EGG CRATES.

Perfection	1.00
Perfection, 10 sets fillers	2.35

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BRUSHES.

No.	SCRUB BRUSHES.	Per doz.
22,	White corner	.70
23,	Medium size	.80
27,	Large	1.00
13,	Marble, medium size	.90
00,	White	.45
	Handy House	.42

No.	STOVE BRUSHES.	Per doz
20,	Black bristle, curved end, wood handle	90
21,	X, crescent shape	1.75
1,	strap handle, grey fibre	1.20
2,	strap handle, grey fibre	1.65
6,	all hair, extra quality	2.75

No.	SHOE BRUSHES.	Per doz.
0,	Mexican fibre	.90
1,	Mexican fibre, large	1.30
4,	Bristle outside	1.65
5,	All bristle	1.75
16X,	All bristle, extra value	2.15
18,	All bristle, spotted white	2.80

No.	WHITEWASH BRUSHES.	Per doz.
6,	6 in., White tampico	.40
7,	7 in., White tampico	.48
8,	8 in., White tampico	.55
6,	6 in., Family, extra heavy	.80
8,	6 in., Family, extra heavy	.95
10,	7 in., Family, extra heavy	1.10
12,	8 in., Family, extra heavy	1.25
6,	5 in., A., hair bristle	1.40
8,	6 in., A., hair bristle	1.65
10,	7 in., A., hair bristle	2.00
12,	8 in., A., hair bristle	2.35
6,	5 in., Ideal, all bristle, 3 row	1.90
8,	6 in., Ideal, all bristle, 3 row	2.25

No.	DUST BRUSHES.	Per doz.
7X,	Fibre, wire drawn	90
21,	All hair, wire drawn	2.25
28,	White, wire drawn	2.90
1,	7 in., All hair, flat end	2.05
22,	7 in., Mixed, round end	2.10
11X,	7 in., All hair, round end	2.25

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	TOBACCOS—PLUG.	Per lb.
Battle Ax		.37
Deer Skin		.37
Gold Rope		.56
Jolly Tar		.39
Newsboy		.39
Old Honesty		.43
Piper Heidsick		.64
Spear Head		.44
Standard Navy		.37
Toddy		.35
Vinco		.38
Town Talk		.28

SMOKING TOBACCO.

	Per lb
Briar Pipe	.38
Duke's Mixture	.39
Greenback	.38
Green Turtle	.28
G. & A. Navy, 3½ oz	.34
Honest	.39
Polar Bear	.29
Ripple	.39
Sensation	.39
Wild Rose	.39

YEAST CAKES.

Compressed, per doz.	.18
Magic, 1¾ dos. packages, per box,	.58
Yeast Foam, 1¾ dos., per box	.58

A new product from an old house

DIXON'S

POWDERED

STOVE POLISH

The Dixon reputation, the Dixon value; the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

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